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THE RETAIL
GROCERS ADVOCATE

E. D. EDDY, EDITOR. SAN FRANCISCO, CALIFORNIA, JULY 5, 1907. VOL. 12, NO. 26.

"Malta-Vita Free Deal."

"1 Case free with your order for 5 cases Malta-Vita."
"Orders must be received by the jobber not later than July 15th."

The Malta-Vita Pure Food Co., Battle Creek, Michigan.

Castle Bros., Brokers,
Pacific Coast Agents.



The McCASKEY CREDIT REGISTER!

Handles your ACCOUNTS without Loss of TIME and keeps ALL Accounts Posted up to the Minute and Ready for Settlement without Making another Figure.

No Customers' Individual Books to bother you.
Every Detail of your Business handled with only ONE WRITING.
A Complete Record of Cash Sales, Credit Sales, Cash on Account.
C. O. D. and Miscellaneous Sales.
You can tell in 5 Minutes TIME HOW MUCH 100 Customers owe YOU.
In Thirty Minutes you can tell the Amount of goods on hand and your Assets and Liabilities.
If Information is worth anything to you, write for our new
64 Page Catalog—Its FREE.

WE CAN SHOW YOU
How Our Register Quickly Pays for Itself, and Quickly Earns You a Profit.

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714 TENTH STREET OAKLAND, CAL.

BRANCH AGENCIES: Los Angeles, Cal.; Sacramento, Cal.; Spokane, Wash.; Portland, Ore.; Seattle, Wash.; San Jose, Cal.
THE McCASKEY DEGISTER CO., 34 Rush St., Alliance, Ohio, Manufacturers of the Celebrated Multiplex Duplicating Carbon Back Counter Pads, also Single Carbon and Folding Pads.

The Advocate Endorses the McCaskey Account Register.

M·J·B·Coffee

WHY PACKED IN TINS ONLY?

RED SEAL LYE.

Disinfectant, Water Softener, Cleanser. The Sifting top Can.

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Folger's Golden Gate Spices



Good Spices help win the favor of Lady customers. **Folger's Golden Gate Spices** will aid any high grade grocer in building up his Spice trade among housewives who demand the best. Summer or winter they are always the same. Ask your salesman the next time he calls or write us for quantity discounts.

J. A. FOLGER & CO., San Francisco.

Specialists in High Grade Goods.

THE
RETAIL GROCERS ADVOCATE

Published Every Friday by the

CALIFORNIA
RETAIL GROCERS
AND
MERCHANTS
ASSOCIATION

EARL D. EDDY. Editor and Manager.
Paul A. Carew, Assistant.
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The firms listed below are using the columns of The Advocate in the cause of publicity. We urge our friends and members to remember them in placing orders.

AGENTS, MNFRS.
R. A. Holcombe & Co., 50 Clay St.
W. A. Hawley, 1201 Gough.
Beck Hardware Co., 604 Mission.
Kelly-Clarke Co., 23 Market.
John H. Spohn Co., 50-52 Clay St.
Fred F. Hobbs Co., Hansford Bldg.
The C. B. Jennings Co., 41 Clay St.
Johnson-Lock Mercantile Co., 213 Sansome St.
P. E. Lenfesty, 49 Hartford St.
Castle Bros., 1444 O'Farrell St.

AMMONIA.
Pacific Ammonia Bottling Co.

AUTOMATIC WEIGHERS.
Bond Scale Co., 49 Hartford St., S. F., 1640 San Fernando St., Los Angeles.

BAKING POWDER.
"Royal," Johnson-Locke Mercantile Co., Agts., 213 Sansome St.
A. Schilling & Co., 2d and Folsom
"Rumford," Rumford Chem. Wks., Providence, R. I.
Crescent "Egg-Phosphate," John H. Spohn Co., Agts.

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Swiss-American Bank.

BREAKFAST FOODS.
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E. C. Corn Flakes, 135 Hansford Block.
Malta Vita.
Nutrito, 859 Franklin, Oakland
Pettijohn, American Milling Co.
Sanitas Toasted Corn Flakes.

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CANNED GOODS.
Burt Oney Canning Co., Dodge Sweeney & Co., Distributors.

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Pacific Vinegar & Pickle Works 161 Sacramento St.
"Sniders," John H. Spohn Co., Agts
"Griffon's," California Fruit Canners' Association.

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M. J. Brandenstein & Co., Mission near Spear.
A. Schilling & Co., 2d and Folsom

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Hobart Mills, 137-139 Telegraph Ave., Oakland.

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Scheer, Morehouse & Grandi Hathaway Wharf and 33 Clay St.

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Crystal Cracker Co., 311-323 Bay St.

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Wieland Bros., 309-311 Davis St.

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Carnation, John H. Spohn Co., Agts., 50-52 Clay St.
Alpine, F. F. Hobbs Co., Agts., Hansford Bldg.
Borden Condensed Milk Co., Johnson-Locke Co., Agts., 213 Sansome St.

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American Milling Co., Erie St.
Phoenix Milling Co., Sacramento.

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D. Steimke & Co., Union and Octavia.

INSECT POWDER.
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MAPLEINE.
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McCASKEY ACCOUNT REGISTER
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Chas. P. Grogan, 1744 Albion St., Los Angeles.

PAINTS, OILS & GLASS.
W. P. Fuller & Co., Mission and Beale Phone, Temporary 940.
Whittier, Coburn & Co., Sansome St.

PAPER.
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PASTE.
Cleveland Macaroni Co., Golden Egg Brands.

PEANUT SELLERS.
Kingery Mfg., Co., 106 E Pearl St., Cincinnati, Ohio.

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Reed Pickle Works, 1507 Folsom

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U. S. Metal Polish, J. T. Wilson, Agt. 2871 16th St.

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Western Meat Co., 17th and Harrison...

PRUNES.
Los Gatos Cured Fruit Co., Los Gatos.

ROOT BEER.
Chas H. Hires Co., Philadelphia.

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Murray & Wadsworth, Agts., 431-433 Polk
Ft. Smith Refrigerator Works, Beck Hardware Co., 73 Clementina St.

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Parcell's Safe Co., 523 Market.
Richardson Bros., 131 Fifth.

SCALES.
"Money Weight," John J. Duffie, Agt., 1482 Market.
James Geddes & Co., 431 Larkin St.
"Toledo," 1032 Golden Gate Ave.

SOAPS.
"Sapolio," J. P. Gillespie, Agt.
Babbitt's Brands, C. B. Jennings Co., Agts., 41 Clay St.
Cudahy Packing Co., 45 Clay St.
Fels Naptha.
Grandpa's Wonder.

SODA WATER.
D. Steimke & Co., Union and Octavia

SYRUPS, ETC.
Long Syrup Refining Co., 8th and Brannan.

STATIONERY.
Schwabacher-Frey Co., 42 Sutter St.

TEA AND COFFEE BAGS (Air Tight)
James Hermann, 2975 Pacific Ave

TOBACCO.
American Tobacco Co., J. M. Gamble representative, 23 Market St.

VINEGAR WORKS.
Pacific Vinegar & Pickle Works 161 Sacramento St.
Western Yeast & Vinegar Works 405 11th. Phone, Special 274

WHISKEY
The Rothenberg Co., 7th and Franklin Sts., Oakland.
Wichman, Lutgen & Co., Everett and Harrison Ave., Alameda.

WOODENWARE.
Hyman, Weil & Co., 46 Kansas St

WHOLESALE GROCERS.
Haas Bros., 100 California St.
Lennon, John A., 918 Eddy. Phone Emergency 10
Morris Bros. & Co., 215-217 Drum
J. H. Newhauer & Co., 420-422 7th
Wm. Cluff Co., Spear and Mission Sts.

YEAST.
Golden Gate Compressed Yeast Co Washington and Fillmore Sts

SNIDER'S CATSUP. Free Deal. New 1907 Pack

Comes Only Once----Order from your Jobber before it is too late.

DELIVERIES TO BE MADE AFTER SEPTEMBER 1ST, 1907, AND BEFORE JANUARY 1ST, 1908.

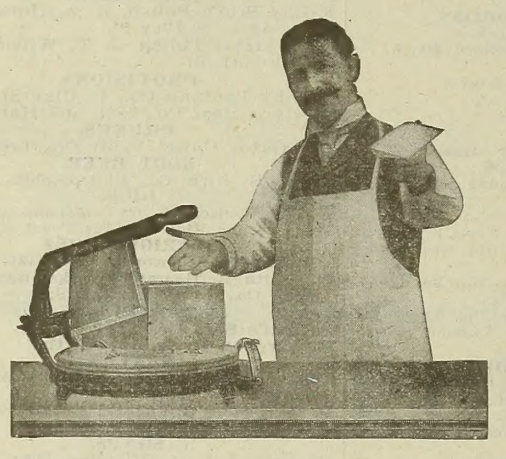
With each **Five Cases** of Snider's Catsup, Pints, one case of Snider's Catsup, Pints, FREE.
With each **Three Cases** of Snider'sCatsup, Pints, and Two Cases of Snider's Catsup, half-pints, one case of Snider's Catsup, half-pints, FREE.
With each **Ten Cases** of Snider's Catsup, Half-Pints, one case of Snider's Catsup, Half-Pints, FREE.
With each **Five and Half Cases** of Snider's Catsup, Half-Pints, Half Case of Snider's Catsup, Half-Pints, FREE
With each **Ten Cases** of Snider's Catsup, Quarts, one case of Snider's Catsup, Quarts, FREE.
With each **Five and Half Cases** of Snider's Catsup, Quarts, Half-Case of Snider's Catsup, Quarts, FREE.

THE ABOVE SPECIAL DEAL WILL BE DISCONTINUED WITHOUT NOTICE.

It behooves every merchant to place his order immediately so as to be sure of participating in this splendid opportunity. Take no chances—sell **SNIDER'S.** Its purity is guaranteed to you and your customers.

JOHN H. SPOHN COMPANY (Agents) **SAN FRANCISCO**

How Satisfied He Is!



Think of the satisfaction of being able to sell a clean-cut piece of cheese like this with the knowledge that it is precisely the size or weight your customer ordered!

This sort of satisfaction is cheap, for it only costs the small price of a **Perfection Cheese Cutter,** which cuts any size cheese into all size pieces from 5 cents' worth up. Or, if you prefer, money's worth or pounds or ounces.

Does everything it does without any figuring on your part.

American Computing Company

701 INDIANA AVENUE, INDIANAPOLIS, IND.

Levenson & Co., San Francisco Distributors..

Are You Getting Your Share Of

HIRES

Rootbeer  Extract

BUSINESS?

Several More Cars Just Arrived.

June always brings largely increased sales. Order from your jobber your share of **HIRES** and profit accordingly.

THE RETAIL GROCERS ADVOCATE

EARL D. EDDY, EDITOR. SAN FRANCISCO, CAL., JULY 5 1907. VOL. 12. NO. 26.

Wholesalers Join the Fight.

National Association Dealers In Favor of Pacific Coast Plan.

WANT PROFITS PROTECTED.

Big Dealers Want Manufacturers to Fix and Maintain Fair Retail Selling Prices.

By Frank B. Connelly, Director National Retail Grocers' Assn.

It is with great pleasure that I present to the grocery trade of the Pacific Coast a letter I have just received from Mr. C. J. Kramer, president of the National Retail Grocers' Association.

Mr. Kramer, knowing how earnestly I sought to show the retail grocers how essential were profits and bring an honest believer in the course I advocated, hastened to let me know when the **wholesale grocers** of the **UNITED STATES** in convention assembled, stamped the proposed with their approval.

The wholesale trade knows what splendid results a number of earnest Association workers among the retailers have secured through our State Association in getting prices protected.

We want to ask: **"Have you thought how much easier it would be if the wholesale grocers were united in asking the manufacturer to take the necessary steps to stop cutting in his goods?**

Our work would be made much easier.

The manufacturer's work would also be much easier.

Mr. Kramer's letter is as follows:

Chicago, June 28, 1907.

Mr. Frank B. Connolly, San Francisco, Cal.

My Dear Mr. Connolly:—No doubt you will be interested in knowing that the National Wholesale Grocers today, in a resolution favored the naming of the retail selling price on proprietary articles and also INSTRUCTED THE OFFICERS to use their best efforts with manufacturers in bringing about this result.

The executive committee of our National Association was in session yesterday and decided on holding the annual convention at Boston next May, thereby changing the date. This will no doubt please you.

Those present at the meeting of the executive committee were Messrs. Padberg, John A. Greene, Henry Schwab and myself. Sorry you were not here. I met Mr. Newberry here.

With best wishes, I am, very truly yours,

C. J. Kramer, Pres. National Ass'n. Retail Grocers.

Grocers Give Their Views.

Praise the Work of the State Association and the "Advocate."

STATE CONVENTION PLANS.

Directors Plan for Meeting of Extraordinary Value at Sacramento.

All over California, the grocers are watching the work of the State Grocers Association with approval.

Through the columns of the **Advocate** they are learning how great an influence the trade can bring to bear when working under intelligent and recognized direction..

The interest taken by the men of the interior shows how valuable will be the State Convention that is to be held at Sacramento on Sept., 10th, 11th and 12th.

Every grocer will be welcomed and entertained.

The grocers will discuss the lines along which they shall act during the ensuring twelve months.

They will then choose the men to carry out their plans.

The State Directors last week appointed a committee consisting of secretary Connelly, San Francisco; Treasurer Pearson, Stockton, Vice-President Duncan Oakland, to arrange

(Continued on page 35.)

POINTS TO WATCH.

SEE PAGE ELEVEN

Country Grocers Aroused.

"Advocate" Representative Finds Trade of Peninsula Want Full Weight Butter.

LOCAL COMMISSION MERCHANTS Are Watching the "Advocate's" Fight.

In evidence that the city grocers are not the only ones effected by short weight butter, we give below the results of numerous interviews with merchants in, Colma, Milbrae, San Mateo, Redwood City and Menlo Park.

The local commission merchants are greatly interested in the movement, as might be expected.

In an interview with Mr. Camm of the well known and reliable firm of Martin Dangers and Camm he said:

"Short weight butter, is not, being sold or sent out intentionally by any reputable commission merchant. When grocers receive short weight butter they fail to consider shrinkage or anything, else. They jump at the conclusion that we commission men are trying to "do" them. Too many grocers want to buy short weight butter. Some of them ask for such goods.

"We are anxious to correct any and all abuses which are really existant.

"We have to buy all our butter f.o.b. creamery and stand the loss in shrinkage, while goods are in transit.

"We would like to see that feature changed. If we could buy butter f.o.b San Francisco, we would be better, satisfied and so would the retail grocer.

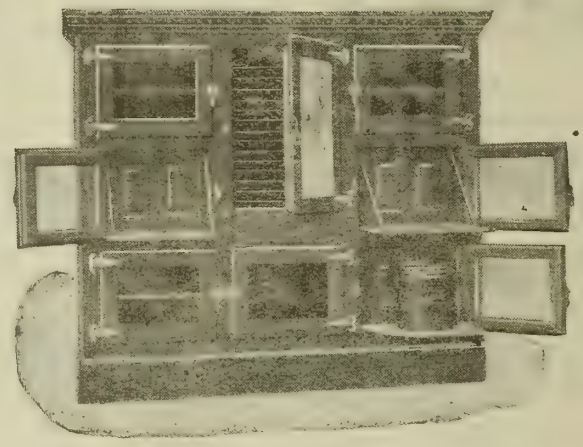
"Further than this—it is impossible to cut butter with present machinery, exactly correct throughout every square in a box. The wires which cut the butter will stretch despite all precautions to the contrary.

During the coming week the **Advocate** will confer with members of the Exchange and with its secretary, with a view to finding out what course of procedure they are desirous of following in the premises.

The out-of-town grocers make the following comments.

M. & S. Belli, Colma:—"We thing the **Advocate** is doing a great work for the grocers of the State in its fight for full **weight butter.** It has our earnest support."

Fort Smith Refrigerators



STYLE No. 7686

The Following Well-Known GROCERS are Using the Above Style Refrigerator

E. Broderick	715 Fillmore St.,	S. F.
Rathjen Co.	Lombard and Fillmore	S. F.
H. Hellberg	Ninth and Bryant	S. F.
McCarthy Bros.	Bush and Baker	S. F.
Kohn Bros	1201 Turk St.	S. F.
F. Stuermer	18th and Danvers St.	S. F.
C. Stelling	29th and Church	S. F.
J. M. Hanley	2300 Sutter	S. F.
Maxwell & Streckenbach	1302 18th St.	S. F.
Fred Pielhop	249 Courtland Ave.	S. F.
Fay Gro. Co.	3rd Ave. and B St.	S F.
J. Vennekohl	1839 Eddy St.	S. F.
Southern Heights Gro. Co.	1471 18th St.	S. F.
W. A. Rogers	900 I St., corner 10th Ave.	S. F.
H. Heitman	2248 Misison St.	S. F.
H. Dinslage	3375 Sacramento St.	S. F.
Miller & Lawlor	Guerrero & Clinton Park	S. F.
C. F. W. Miller	239 Brighton Ave., Ingleside	S. F.
J. Straub	101 De Montford Ave., Ingleside,	S. F.
J. Soltaro	Park and Central Ave.	Alameda
Martin Eggers	Fruitvale Av. & Boulevard,	E. Oakland
W. Zeller		Palo Alto
Sonoma Co. Fruit and Produce Co.		Santa Rosa
C. D. Fontana		Copperopolis
Rossi Bros.		Stockton
Drury & Bartholomew		Stockton
J. Rohrer		Stockton
Hall Bros.		Stockton

We make all Styles and Sizes for the Grocery Trade.

REMEMBER - - - - - - - - - - If We Make It It's Made Right

BECK HARDWARE CO.

SAN FRANCISCO — Phone Temporary 978 — LOS ANGELES

73-75 Clementina St. Near 2d and Folsom — 247 Central Avenue.

J. J. McCarthy, Millbrae:—"Too much cannot be said against the unprincipled jobber who sends out butter short in weight. I will do all I can to aid in forcing the jobbers to give the retail trade and the public a square deal."

J. M. Early, San Mateo:—"The butter which I receive comes to me about an ounce short to the square. The **Advocate** can count on me to do all I can in this movement for full weight butter."

Levy Bros., San Mateo:—"The retail grocers as well as the general public are entitled to get what they pay for. Any movement which will bring this about has our full support. We hope the **Advocate** will be successful in the fight for full weight butter."

Stafford Bros., Redwood City:—" Butter often comes to us light in weight. although we deduct the shortage from the bill this gives us unnecesarry trouble and loss of time. We hope that the **Advocate** will carry on this butter campaign to the bitter end."

A. P. Heise, Redwood City:—"Short weight butter is a trouble from which I almost always suffer from four to five pounds to the box is the average shortage in the butter which comes to me. An honest grocer wants to receive what he pays for, as well, as give full weight to his customers. This can not be done as long as the jobbers are permitted to send out butter or any thing else that does not come up to full weight. Let us all put our shoulders to the wheel and get our just dues, not only with regards to butter but all other goods."

R. R. Chamberlain, Redwood. City;—"The **Advocate's Butter Roll of Honor** is a good idea. I hope it will prove an unqualified success."

A. F. Hoffen, .Redwood .City:—"I must admit that I have not been as careful in weighing my butter as, I should. I buy by the square, not by the pound, for this reason have paid no attention to the weights. Hereafter I will watch this matter and let the **Advocate** know results."

Duff & Doyle, Menlo Park:—"It is a business principle with us to give our customers full value for their money. We want the same treatment for ourselves. Dishonest or careless jobbers and commission men should be forced to give full weight butter as well as all goods which they sell to us."

A representative of the **Advocate** paid a call upon F. H. Thrope, last week, who is one of the leading spints of Redwood City Board of Trade. During the course of the conversation the **Advocate's** fight against short weighted butter came up. Mr. Thrope praised the stand of the **Advocate** in no light terms, and promised the moral support of his organization in furthering this, movement, or any other that may be of benefit to the grocers o rto trade conditions in general.

Redwood City Board of Trade is in a flurishing condition and counts amongst its members all the grocers of San Mateo County's capitol twon.

Our Los Angeles friend, "The Commercial Bulletin," says, editorially, in it issue of June 28:

"The San Francisco 'Retail Grocers' Advocate' is in the midst of a thankless, though laudable, undertaking—that of proving to the grocers that of proving to the grocers that they are inconsistently demanding full weight from jobbers and selling butter at short weight. **The present method of handling butter certainly is wrong.** A large part of the butter sold in California is short weight. Most of it weighs 15 ounces and it can be bought from any so-called reputable dealer in rolls weighing down to 13 ounces. The high price of butter and theh desire to sell at a low price have brought about this condition. A few dealers, it is true, buy fifteen ounce or lighter butter believing it to be full weight, but it must be admitted that the majority go into the deception open-eyed and pay accordingly.

"It is another case case where conditions put dishonesty at a premium. The merchants who buy sixteen ounce butter—andy only a very small percentage do—find that while they sell butter with a clear conscience, they really do not get much of the business; the man up the street cuts the price 5c and thus receives all of the earthly glory. The 16-oz. merchant can only expect to get his glory in heaven.

"This is rather a gloomy picture. It is one of those cases where the whole trade is a petty graft. It would seem that the produce exchange, rather than the retailers, could get at this matter more directly by agreeing among themselves not to pack butter in any but full two pound, full pound or full half pound rolls. But herein enters the Cartwright law and there you are."

All we care to say in reply is this: We do not believe that the retail grocery trade in this part of California is actuated by any such motives as those named by the "Commercial Bulletin." We believe that they want a square deal and honest weights—that's all.

NATIONAL RETAIL GROCERS' ASSOCIATION OF THE UNITED STATES.

President, Charles J. Kramer, Little Rock, Ark.

Vice-President, Simon Clark, Duluth, Minn.

Secretary, John A. Green, Cleveland, Ohio.

Treasurer, Henry W. Schwab, Milwaukee, Wis.

Director, for three years, F. B. Connolly, California.

Director, for one year A. W. Farlinger, Georgia.

Senior Director, L. F. Padberg, St. Louis, Mo.

BEER PROFITS.

Grocers Want Bottlers To Take Steps To Fix Prices.

A representative of the Associated Retail Grocers has been calling on the dealers to learn their attitude as to the maintenance of prices on beer without exception the men have said they would ask bottlers to use their legal rights in this regard.

The bottlers at present say, **"We want to do this if the rocers want it. We must know they want it."**

Do **YOU** want the bottlers to say to the dealer: **"You must ask 35c. for 2 bottles of beer (25c., net) or we will not supply you further?"**

Are you willing to take this stand: **"We will sell only such beer as the bottlers will not allow to be cut."**

If you are, write to the Associated Retail Grocers, 1714 Webster St. and they will let the bottlers know.

It is interesting to note the increase and decrease of the yearly output of gold in the Yukon territory since the discovery of gold therein in 1896. The following is a statement of the output during the eleven years ended December 31, 1906, as taken from the records of the gold commissioner at Dawson:

Year—	Value.
1896	$300,000
1897	2,500,000
1898	10,000,000
1899	16,000,000
1900	22,275,000
1901	17,368,000
1902	11,962,690
1903	10,625,422
1904	9,413,074
1905	7,162,438
1906	5,257,739
Total	$112,864,363

Ft. Smith Refrigerators—Cold and dry.

The following figures show the numbers of cigars put out during May 1907 and May 1906 by the 1st Pennsylvania Tobacco District:

	May 1907	May 1906
Cigars at $36—	60,452,670	58,877,560
Cigars at $4—	17,089,000	4,340,500

These figures show an increase close to 4,000,000 cigars.

Ft. Smith Refrigerators—Cold and dry.

For the guidance of the readers of the **Advocate** kindly make note of any special "advances," "declines," "out of stock," "again in stock," and "deals," and oblige,

California Retail Grocers & Merchants' Association,
Publishers.

Advances
Declines
Out of Stock
Again in Stock
Deals

Dividend Notice—Humboldt Savings Bank, 646 Market St.—For the half year ending June 30, 1907, a dividend on all savings deposits has been declared at the rate of three and eight-tenths (3 8-10) per cent per annum, free of taxes, payable on and after Monday, July 1, 1907. Dividends not called for are added to and bear the same rate of interest as the principal from July 1, 1907. **W. E. Palmer,** Cashier.

Dividend Notice—The Italian American Bank, 518 Montgomery St., corner Commercial, has declared a dividend for the term ending June 30, 1907, at the rate of four (4) per cent per annum on all savings deposits, free from taxes, and payable on and after Monday, July 1, 1907. Dividends not called for are added to and bear the same rate of interest as principal.

A. Sharboro, President.
A. E. Sharboro, Cashier.

Dividend Notice—Pacific States Savings and Loan Company, 569 California St.—A dividend for the term ending June 30, 1907, has been declared at the rate of five (5) per cent per annum on all deposits, free from taxes, payable on and after July 1, 1907. Dividends not called for are added to and bear the same rate of interest as principal.

Wm. Pardy, Secretary.

Dividend Notice—California Safe Deposit and Trust Company, corner California and Montgomery Sts.—For the six months ending June 30, 1907, a dividend has been declared on all deposits in the savings department of this company at the rate of four (4) per cent per annum, free from taxes, and payable on and after Monday, July 1, 1907. The same rate of interest will be paid by our branch offices, located at 1531 Devisadero St., 2572 Mission St., 1740 Fillmore St. and 19th and Minnesota Sts. Dividends not drawn will be added to the deposit account, become a part thereof and earn dividend from July 1, 1907.

J. Dalzell Brown, Manager.

OFFICE OF THE
HIBERNIA SAVINGS & LOAN SOCIETY.
Cor. Market, McAllister and Jones Sts.
San Francisco, June 27, 1907.

Dividend Notice—At a meeting of the board of directors of this society, held this day, a dividend has been declared at the rate of three and three-quarters (3¾) per cent per annum on all deposits for the six months ending June 30, 1907, free from all taxes, and payable on July 1, 1907. Dividends not drawn will be added to the deposit account, become a part thereof and earn dividend from July 1.

R. M. Tobin, Secretary.

Dividend Notice—The Renters' Loan and Trust Company of San Francisco, commercial and savings bank, safe deposit vaults, No. 131-135 Hayes St., east of Van Ness Ave.—For the half year ending June 15, 1907, a dividend has been declared at the rate of four (4) per cent per annum on savings deposits, free of taxes, payable on and after Monday, June 17, 1907. Dividends not called for are added to and bear the same rate of interest as the principal from June 15, 1907. Also two (2) per cent per annum paid on commercial deposits, subject to check, credited monthly. INTEREST PAID FROM THE DAY THAT ALL DEPOSITS ARE MADE.

C. S. Scott,
Vice-President and Cashier.

Dividend Notice—Mechanics' Savings Bank, 143 Montgomery St., corner Bush.—For the half year ending June 30, 1907, a dividend has been declared on all savings deposits, free of taxes, at the rate of three and three-fourths (3¾) per cent per annum, payable on and after Monday, July 1, 1907. Dividends not called for are added to and bear the same rate of interest as principal from July 1, 1907.

John U. Calkins, Cashier.

Dividend Notice—The German Savings and Loan Society, 526 California St.—For the half year ending June 30, 1907, a dividend has been declared at the rate of three and eight-tenths (3 8-10) per cent per annum on all deposits, free from taxes, payable on and after Monday, July 1, 1907. Dividends not called for are added to and bear the same rate of interest as the principal from July 1, 1907. **George Tourny,** Secretary.

Dividend Notice—French Savings Bank of San Francisco, 108 Sutter St.—For the half year ending June 30, 1907, a dividend has been declared at the rate of four (4) per cent per annum on all deposits, free from taxes, payable on and after Monday, July 1, 1907. Dividends not called for are added to and bear the same rate of interest as the principal from July 1, 1907.

Chas. Carpy, President.

Dividend Notice—The Wells Fargo Nevada National Bank of San Francisco.—At a regular meeting of the Board of Directors of this Bank, held June 4, 1907, a dividend for the half year ending June 30, 1907, was declared at the rate of 8 per cent per annum, payable on and after July 3, 1907. The transfer books to be closed from June 24 1907, to July 3, 1907, inclusive.

Frank B. King, Cashier.
San Francisco, June 26, 1907.

Burnham & Morrill Company's QUALITY FOODS



Paris Sugar Corn

For 30 Years the Standard of American Quality.

Grown only in Maine, from the choicest selected seed, harvested when the kernels are full, tender and creamy; canned immediately by the most approved modern methods—absolutely free from chemicals or adulteration of any kind.

You serve your customers and your own interest best by recommending Paris Sugar Corn. Its quality is absolute—purity perfect.



Scarboro Beach Clam Chowder

A Surpassing Maine Chowder

Made from the succulent, white shell clam and other delicious ingredients—and prepared by the best cooks on the Eastern coast—ready in a minute—healthful and welcome at any repast and every meal. It has no superior as a trade winner.

The safeguard of good, old New England quality, backed by modern canning methods, is assured your customers in every can of Burnham & Morrill Co.'s products. This recommendation to your customers brings its own reward.

Wm. Cluff & Co.

Distributors
San Francisco, California

ROYAL



BAKING POWDER

Absolutely Pure
A Cream of Tartar Powder, free from alum or phosphatic acid
Makes Home Baking Easy

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

Moneyback kills distrust.

Schilling's Best makes friends.

ASSOCIATION ROSTER

California Retail Grocers and Merchants' Association.

President, A. A. Jost, Sacramento.
Vice-Presidents--1st, George B. Doyle, San Francisco; 2nd, F. W. Aubry, Stockton; 3rd, Chas. A. Mottaz, Los Angeles.

Treasurer, E. B. Pearson, Stockton.
Directors—F. B. Connolly, San Francisco; John W. King, San Francisco; H. K. Duncan, Oakland; L. Warnke, Alameda; F. F. Dustin, Redding.
Secretary, F. B. Connolly, San Francisco.

Associated Retail Grocers of San Francisco.

President, George B. Doyle.
First Vice-President, James S. Irvine.
Second Vice-President, J. W. King.
Treasurer, C. B. Pearson, Stockton.
Secretary, Frank B. Connolly.
Directors: Joseph A. Stulz, Herbert S. Elliott, Gus Lehrke, P. A. Buckley and B. A. Schmidt

PACIFIC COAST.

Retail Grocers' Association.

President.

F. B. Fancher—Sacramento, Cal

First Vice-President.

J. R. Newberry—Los Angeles, Cal

Second Vice-President.

Fred Dresser—Portland, Ore.

Secretary

H. Hauch, Alameda, Cal.

ASSOCIATION NOTES.

Secretaries of associations are invited to send reports of meetings or items of news of their organizations for publication under this heading. They should be forwarded as early as possible.

The withdrawal of the labor delegates from the conciliation committee as a result of the action of the Labor Council last week in disapproving the action of the committee in trying to arrange for an indusrial peace conference, has practically brought an end to the committees existence.

STATE DIRECTORS MEET.

Commend Work of "Advocate" and Transact Necessary Business.

At the call of President Jost of the California Retail Grocers' and Merchants' Association, the officers and directors of that organization met in Stockton on the evening of June 28th.

President Jost, First Vice-President Doyle, Second Vice-President Aubry, Treasurer Pearson and Secretary Connolly, together with Directors J. W. King and F. F. Dustin were present, the officers named being directors also.

The minutes of the previous meeting were read and approved.

Various bills for necessary expenses were brought up and passed for payment.

Considerable discussion relative to the question of "weight, count, measure and gauge everything you buy," was had and it was determined to have the **Advocate** continue this campaign all along the line.

The question of full weight butter was brought up and the work being done along this line approved.

The matter of a program for the State Convention to be held at Sacramento this September was gone into inexhaustively and a committee to take care of this important detail was appointed by President Jost, the committee consisting of Director Duncan of Oakland, Treasurer Pearson of Stockton and Secretary Connolly of San Francisco. They were to report back at the next meeting of the State Direc- at the next meeting of the State direc- of July.

In behalf of Sacramento, President Jost stated that the Association there was working hard to make the convention a success and that all delegates attending could be assured that they would have the time of their lives.

After the directors had been in session for an hour and a half, a recess was declared so that they might attend the sixth annual banquet given by the Stockton Grocers' Protective Association.

After this was over the directors discussed matters of interest and importance to the trade.

The importation of coffee in the calendar year 1896, less the quantity exported, aggregated 804,692,275 lbs, as compared with 843,652,918 pounds in 1906. The quantity consumed was greater in 1906, but the value was less than in 1896 to the extent of $4,574,273 There was 10,270,376 pounds less of tea imported in 1906 than in 1896, though the value of the imports was $601,966 greater in 1906. The importation of cacao has greatly increased and also of chocolate. But the large increase in the consumption of cacao has been almost wholly due to its use in the manufacture of confectionery. Its price has remained nearly stationary during the last ten years. For the five years ended with 1901 the average annual imports of coffee amounted to 816,570,082 pounds, and for the five years ended with 1906 the average was 956,817,166 pounds, showing a steady increase in the consumption of coffee in the United States while the contrary is true of tea.

Every now and then we run across a merchant who has thrown up both hands, so to speak. He is pessimistic. Everything seems to go wrong with him. The supply houses are getting all the business. Nothing seems to satisfy his customers. Bro. merchant, if you are in this condition, you have gotten into a rut, and it depends on how long you have been in the rut and how deep you are sunk in it as to whether it would be advisable to pull up stakes and seek a new location.

The Western Building Material Co. has announced a substantial cut in the price of cement.

ICE SAVING

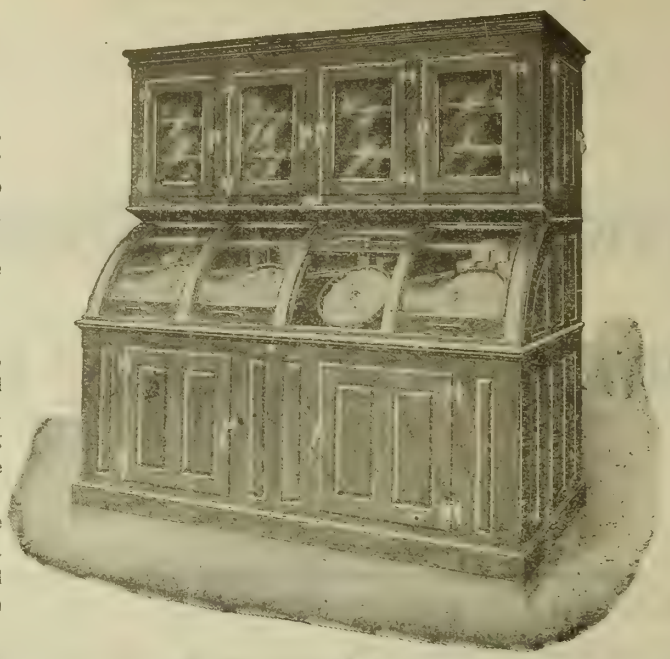
Just a word. Remember, it isn't the first cost of your refrigerator that counts so much as what it costs you to run it afterwards.

Remember that while the

McCRAY SYSTEM

is not exactly cheap at first, it is the cheapest you could possibly buy, because it will save its first cost in saving ice and at the same time give you best results.

Remember, you don't have to take our word for this. Our satisfied customers will tell you the same thing, in even stronger language.



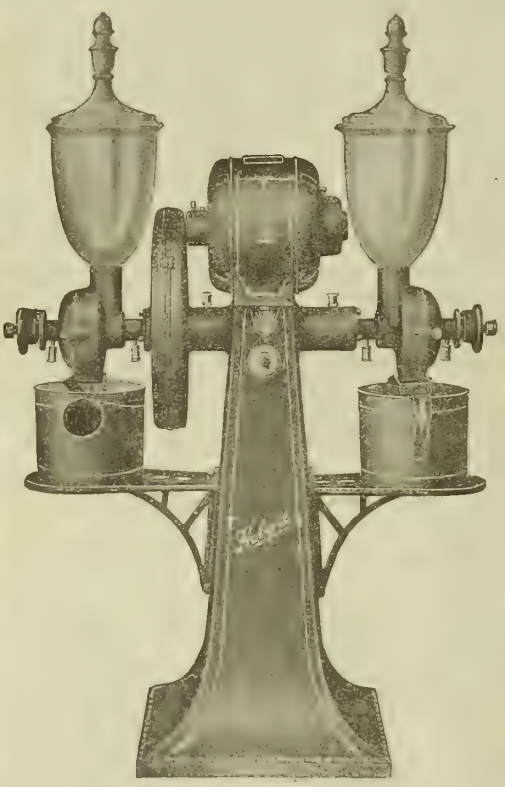
ROLL TOPS

We carry in stock three different styles of roll top McCray Refrigerators, one very elegant indeed, finished in quarter oak; another just as good, but not quite so ornate, and another which compares favorably with other roll tops on the market, at a low price.

If interested, write for catalogue No. 64. Better still, call on us.

MURRAY AND WADSWORTH, 431-433 Polk Street, S. F.

Made in all Styles and Sizes for all kinds of Service



King of Electric Coffee Mills

Branch Office: H. B. DIBBLE, Manager
10 Marshall Square, Opp. 8th St. and Market
Phone Market 461 San Francisco

What "Hobart" Is doing

Has won in the race for preferment because it embodies all the merit possible in electric coffee mill construction. It's distinctive features are a revelation to its competitors.

Investigate Us and We Will Make It Worth While

F. F. WEAR

Dist Sales Agent Pacific Coast
Headquarters, 137-139 Telegraph Ave., Cor. 18th St.
Phone Vernon 255 Oakland, Cal.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

POINTS TO WATCH.

RICE.—
Coast stocks must supply requirements until October. Prices will continue advancing until new crop is available.

TEA.—
New crop opens 1c. to 3c. higher. Further advances said to be probable.

CHOCOLATE—
Local brands have advanced 2c. per lb.

PRUNES.—
The situation grows stronger daily: both new and old crop fruit.

CANNED PEAS.—
Another year of high prices now certain. Market will continue advancing.

FREE DEALS.

Snider's Catsup — With each five cases of Snider's Catsup, pints, one case of Snider's Catsup, pints, free. With each three cases of Snider's Catsup, pints, and two cases of Snider's Catsup, half-pints, one case of Snider's Catsup, half-pints, free. With each ten cases of Snider's Catsup, half-pints, one case of Snider's Catsup, half-pints, free. With each five and half cases of Snider's Catsup, half-pints, half case of Snider's Catsup, half-pints, free. With each ten cases of Snider's Catsup, quarts, one case of Snider's Catsup, quarts, free. With each five and half cases of Snider's Catsup, quarts, half case of Snider's Catsup, quarts, free. Deliveries on above deal to be made after September 1st, 1907, and before January 1st, 1908.

Murdoch's Starch—10 case lots assorted or straight at list, one case corn starch free. Crates of sixes count for two cases.

Rumford Baking Powder—Five per cent discount in five case lots; one case free in ten case lots.

X-Ray Stove Polish—5c size, 3 doz. $1.50 with 6 free; 10c size, 3 doz., $2.50 with 6 free.

Towle Syrup Company Products—With every order for 10 cases of Log Cabin products the following free goods will be given on shipments during September and October of this year: One case of 6 gallons or 1 case of 12 half gallons or 1 case of 24 quarter gallons Towle's Log Cabin cane and maple syrup. Two cases free with every order for 20 cases Log Cabin products. Five cases free with every 50 cases of Log Cabin products. All orders sold on this deal must be shipped not later than October 31st. Regular quantity discounts apply.

Bromangelon—One dozen free with each gross ordered. No free goods with orders for less than one gross.

Frazier's Axle Grease.—One case free with ten

Fairbanks Gold Dust.

With five and a half boxes at 4.65 one-half box free. Size 24x72. With ten boxes at 4.60 one box free. With 25½ boxes at 4.55 two and one-half boxes free. With fifty boxes at 4.55 fiv boxes free. Above deal is good for but a short period.

Kingsford's Oswego Starch:—Effective July 1st. and until July 15th, inclusive, there will be given absolutely free—one pound of Kingsford's Oswego Corn Starch with each ten box purchase of Kingsford's Osewego Package Starch, Gloss or Corn; or, one-half box of Kingsford's Oswego Corn Starch with each 5½ box purchase of Kingsford's Oswego Package Starch, Gloss or Corn. For gratuity purposes a crate of Kingsford's Silver Gloss, containing twelve six-pound packages, will be computed as two boxes.

SUGAR.

The situation here has shown change during the week. We still think that an advance is the most probable movement in this line and that it is apt to occur at any time.

New York, June 27.—Willett and Gray report:

"The Week.—Raws: Advanced 1.65c Refined: unchanged. Net cash quotations this date are: Molasses 3.125c. Centrifugals, 3.87c. Granulated, 4.85c.

"Net Cash Prices Refined.—It is generally understood that the lowest price named for refined here is basis of Granulated, in barrels at 4.85c, net cash, quotations by all refiners.

" Statistics By Special Cables.—"This week's summary of the statistical position shows stocks in the United States and Cuba together of 677,878 tons, against 689,246 tons last week and 585,167 tons last year, an increase of 92,711 tons from last year

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo Coun

PHŒNIX FLOUR!

The Whitest - - - The Best

Made in Sacramento, Cal.

Up-to-date Machinery

Modern Ideas Coupled with the Thirty Years Experience at the same Location Has Taught Us What Kind Of Wheat To Blend.

RESULT: = PERFECTION

Agencies at Oakland, Eureka, Placerville, Red Bluff and Reno.

Phœnix Milling Co.

Sacramento, Cal.

B. E. BRYAN, Oakland Agent, 17th and Wood Sts.
Phone Oakland 8254

"Raws.—As indicated at the close of last week's report the downward reaction came to an end and was succeeded during the present week under review by a firmer and advancing tendency, closing with sales at the highest point of recovery and showing improvement for the week of .01; 65c per lb. in spot and nearby sugars, and .06c. per lb. in futures for July shipment.

"Now that Cuba crop manufacture is over and will not be resumed until the next campaign in December, the combined stocks as above will continue to decrease from week to week, and a corresponding increase of value result up to the parity of beet sugars

"At the close holders are offering very sparingly and the general conditions throughout the sugar world indicate a continued strong tone and tendency.

"Refined.—We have to report another week of quietness in the refined sugar market.

"Weather conditions favor increased consumption and it will soon be time to engage fresh supplies in quantity.

"All the refiners continue to quote basis of 4.90c. per cent, cash for Granulated. At the close the tone became firmer, with indication that the next general change will be an advance."

COFFEE.

New York, June 27.—Willett & Gray report:

"When a staple article undergoes a decline in prices, this is sometimes attributable to speculation—sometimes to a natural overproduction and on other occasions, may be owing to a general decline in all other commodities or because of conditions in the commercial world. The decline in Coffee has been principally due to the heavy production during the crop season now finishing, but this decline has been accelerated by the attitude of the trade and the public press, both doing their utmost to help along the depression and to bring prices as low as circumstances would permit.

"Now, seeing that more than the surplus of this crop is held by the Government of San Paulo entirely out of the market, the available supplies in the world's Visible are not large enough to justify any lower range of values, unless it should be that the next two crops in Brazil turn out larger than consumption requires. For the immediate future, however, the trade must remember that the merchandise offering for the next six months will hardly be sufficient to satisfy the active trade demand, which is unavoidable when considering the small stocks existing everywhere outside of the seaports. There has always been good active business in Coffee between July and October and with this in view and because there has been heavy pressure from all sides during the past six months to depress the Coffee market, it is not likely that prices will recede from this level. On the contrary, legitimate trade buying for absolute requirements should bring about much improved conditions."

Visible supply of world, in bags June 1, 1907, 16,551,708; May 1, 1907, 16,009,449; June 1, 1906 10,171,979;

Stock U. S.., all kinds in bags June 1, 1907, 3,987,476; May 1, 1907, 3,991,-296; June 1, 1906. 3,833,941.

TEA.

Local importers have received the first shipment of new crop Japan teas. Prices are uniformly very high being from 1 to 3c. above the quotations at the beginning of last year. We are advised that the crop is short in quantity.

CHOCOLATE.

Most of the brands of local manufacture were advanced 2c per lb. on July 1st.

RICE.

M. Phillips & Co., report under date of July 2nd:

The market on all grades of Rice is very strong because, practically speaking, there is not a bag of Rice in the South today, that can be bought for any price, especially in the Domestic Japans. The stocks on this coast at the present time will have to carry the trade till Oct. 1st.

New York, June 25th.—Dan Talmage's Son's Co., report:

While the demand for the week cannot be called active, yet it is of seasonable proportions and if anything, trifle in excess of previous records. Prices are firm as the movement each day makes perceptible inroads on stock in hand, and there being no resupply the effect on the market does not need extended elaboration.

Pettijohn's Breakfast Gem

36 2lb. packages to Case.

MANUFACTURED BY

American Milling Co.

SAN FRANCISCO.

BANKING INSTITUTIONS.

LOCARNO PARIS NEW YORK SAN FRANCISCO

Swiss American Bank

Of Locarno, Switzerland

San Francisco, Main Office 1452 Fillmore St. CAPITAL $600,000 Branch 622 Montgomery St.

SURPLUS AND UNDIVIDED PROFITS, $190,000

TOTAL ASSETS, $5,330,000

San Francisco Agents and Officers

Agents
HENRY BRUNNER,
T. C. TOGNAZZINI,
CHAS. MARTIN CO.,
B. G. TOGNAZZI.

Officers,
CHAS. MAGGINI, President.
A. A. MICHELETTI, Cashier.
OTTO OTTESEN, Asst. Cashier.
C. C. PEINI, Asst. Cashier.

ACCOUNTS OF BANKS, FIRMS AND INDIVIDUALS RESPECTFULLY SOLICITED.

RICE

Buy Right Direct from the Mills

Save Jobbers Profits

Largest ExclusiveRice Dealers on the Coast.

NEW ORLEANS RICE MILLING CO., 104 Front St., San Francisco

Samples Mailed on Request

Advices from the South note quiet market on the Atlantic Coast, principally because of limited offerings. On account of the backward spring, the growing crops are late and harvest will be delayed from two to three weeks, and therefore, subject to autumnal storms incident to this section. At New Orleans, market is quiet, but little offering and prices on such held firmly at full figures. In the Interior Southwest Louisiana and Texas crop conditions are improving and planters are much encouraged. The general crop will be late and from now until close of harvest, will be an anxious period for all interested in the culture.

Cables and correspondence from abroad not firm and advancing markets on all styles.

DRIED FRUIT.

There has not been very much doing in this line during the past week, interested parties being inclined to lay back and await further developments. Such a course of procedure will not profit the trade, however, because the statistical position of cured fruit is such that nothing but advances can be expected.

RAISINS.

Nothing particularly interesting has transpired in this line during the week.

Demonstrating the fact that the spot seeded raisin situation is extremely strong, 400 cases fancy seeded one pound cartons was sold at New York a few days ago at 11½c. f.o.b. Fresno. This is probably the highest price ever paid for seeded California raisins since they were first put on the market in merchantable quantities. We are further informed that this sale has virtually cleared the Coast market of spot goods so far as first hands are concerned.

Prices on raisins have been made in Spain for shipment out of new crop but are the lowest that have been quoted at the beginning of the season for a number of years. The bulk of the raisins raised in Spain are disposed of in England and therefore have no material effect upon the California crop.

Private advices from Fresno say that some growers report that their raisin crop prospects have been reduced 15 per cent owing to extremely hot weather during the week. In some sections the vines are said to be burned badly, though these are extreme cases, nevertheless there has been a good deal of damage done, and the enormous crop that has been talked of will not materialize.

T. B. Thompson, of the North Ontario Packing Company, is quoted as saying that the only way he can account for the increased price is that the increase in the number of seeding plants has had a tendency to create a greater demand for raisins. He seems to think that the price will remain pretty well up, but does not indicate that it will mount any higher than it already is.

California raisin grapes are now said to be threatened by a new pest, which in appearance, is something like the tobacco worm. It strips the vine of leaves, and has hitherto defied every effort to exterminate it. The removal of the worm from the vines by hand is being tried, but prove to be highly expensive, as the pest is most prolific.

PRUNES.

The prune situation shows little change from last week. If anything, the market is somewhat stronger.

The growers and packers are placed in an unusual strong position this season because of the European demand and it makes little difference to them whether the buyers from eastern States purchase a lb. or not. Several interests have expressed the belief that prunes will advance to a 6c. f.o.b. basis.

The underlying conditions are undoubtedly good and the market is certain to develop increased strength as the season progresses. Prunes purchased at present quotations may be considered a very safe buy and are certain to pay the grocer an excellent profit on his foresight.

It is estimated by the best authorities of the Santa Clara Valley, according to a San Jose report, that from 65 to 75 per cent of the 1907 prune crop of the valley has been disposed of, and that 75 per cent of this fruit has gone to 50 per cent of the packers of the valley, the remainder getting but a small slice of the valley's product. "A final survey of the crop of the valley," the report continues, "brings forth the fact that, while the crop will be a trifle heavier than expected by some, it will not in any event exceed 40 per cent of the output of last year. A rise in the value of last year's prunes is marked, spot prunes now commanding 3⅞c. with a premium of ¼c. on 30s. and 40s.. European demands are not so frequent as they were a week ago, although the demand for fruit in the large California sizes is still steady."

A private letter from Portland states that some of the packers of Oregon Italian prunes intend to increase the charge for packing to five-eights of a cent in 25-lb boxes, faced, instead of half a cent as heretofore, and three eights of a cent in 50-lb boxes, unfaced, instead of a quarter of a cent.

Private advices from Salem, Ore., repirt a strong market for 1907 Oregon Italian prunes with a probability of an advance in the near future.

New York, June 25.—"Journal of Commerce" says:

It is reported that opening prices just made on the new French crop of PRUNES are above a parity with the quotations on the 1907 California fruit and, according to telegrams from the Coast received here yesterday. European buyers for this reason are showing renewed interest in the latter The revival of export demand imparts additional strength to the feeling among sellers on the Coast. The local trade is sending few inquiries out for future prunes at present and confines its purchases of old crop to small lots on the spot needed to keep up assortments. It was also reported from California yesterday that England is inquiring there for old fruit, but that as there is no stock left there in the sizes wanted the intending buyers have had their attention directed to the New York market, which is better equipped to supply their demands.

CANNED FRUITS.

A letter received from one of the most prominent operators on the Pacific Coast states: "This is the worst year California has ever seen for canned fruits. Canners are paying as high as $100 a ton for apricots, which will make standards cost $1.75 to $1.85, and the better grades in proportion.

It is estimated the total gross returns to California orchardists by the end of the season should exceed $10,000,000, the possible falling off in the number of carloads as compared with last year being more than made up by increased prices.

The California Fruit Canner's Association has not yet issued opening prices on the general line of canned fruits of 1907 packing, but has made a uniform price of $4.50 per dozen on all varieties in glass, except cherries The latter they do not offer at all.

APRICOTS.

Concerning apricots, a San Francisco writer says: "Cots are cots" this year, and the grower with a fair stand will be on easy street when the bell rings. On account of the high prices asked, the Eastern trade has apparently forgotten that there is such a thing as an apricot and are not getting into the deal very strong. The demand from canners is heavy, however, and growers will dry but very few apricots this year. When growers can get from $65 to $75 for cots as they run they are not going to dry very many."

CHERRIES.

San Jose mail advices say that owing to the cloudy weather and the heavy wind which followed immediately after the rain it is probable that the loss in cherries will not be as serious as might be expected. After the first shower it was thought that the damage to the crop probably amounted to one-tenth of its value. It is not believed now that the cherries will be spoiled to any extent except for long shipments.

HONEY.

John Leffler, who owns the larger per cent of the apiaries near Redlands, Cal., is quoted as saying that the cold weather of June will make the honey crop shorter than for several seasons, especially on fancy brands, as the cool, damp weather, has prevented the bees from working while the black sage has been blooming now, but the honey. The white sage is blooming now, but the honey from it is not of such fine character. So far the bees have been unable to

get in much work. There has been plenty of flowers, but the cool weather and rains have prevented work.

CANNED PEAS.

So far as Maryland is concerned the pea packing season is practically over. The season there has been a great disappointment to packers and jobbers.

There is no reason to look forward to anything but high prices through out the year.

Reports from other sections, such as Wisconsin and New York are not particularly encouraging and there is no question but what canned peas are the strongest article in the canned vegetable market to-day. Present quotations on futures or spots are lower than they will be 90 days or 6 months hence. This vegetable is a safe buy and no grocer will make a mistake in purchasing a year's requirements at this writing.

CORN.

New York, June 28.—One of the New York State packers of corn, represented here by Wood & Stevens, writes to them as follows: "We would not take on another case of futures at any prices, as it is going to bother us considerably, from present outlook, to fill the orders we have already booked. There is no question but that next year sweet corn will be the best article on the list, as the acreage all over the country is very short, and this fact, in connection with the backward spring, has in almost all cases necessitated corn being planted twice and even three times. Very little of our corn is at present out of the ground, while at this time it ought to have at least a six-inch stand, so you can easily understand what the conditions are that we are facing at present."

CANNED TOMATOES.

The market in this line has shown quite a little interest during the past week or ten days and quite a few large transactions are said to have taken place. Jobbers are paying in the neighborhood of 80 to 82½c for 2½ lb. standards.

The market in the east continues to maintain a strong position both in spot goods and in futures. Packers are not showing any anxiety as to their ability to dispose of their products at their own figures.

Advices from Indiana are to the effect that only 85 per cent of the tomato acreage contracted will be set out, because farmers became discouraged by the recent weather conditions and are putting their ground into corn.

Aberdeen, Md., June 28.—Strasbaugh Silver Co., report:

The market for futures, is dull and draggy. After the activity which prevailed there is little wonder, Buyers who have not filled all their requirements for Futures, are consoling themselves with the fact that we are having quite favorable Tomato growing weather. Packers feel that since the thermometer has reached the nineties that it is more probable now than it was ten days ago, that we may have at least something like an ordinary summer. Even though we have not had ten days of genuine summer weather, there seems to be no inclination on the part of packers to force sales upon unwilling buyers.

There have been recent opportunities for them to sell Futures at fairly lucrative prices (i. e. providing they pack them) and as more or less business was taken on the basis of each advanced point, their prospects were fully covered with orders, from day to day, and at each suceeding point, and as result, there are no anxious sellers and the packer who is willing to shade 90 cents is the exception rather than the rule."

SALAD OIL.

New York, June 27, 1907.—Aspegren & Co., report:

In the early part of the week market showed considerable weakness, and the foreign demand which we spoke of in our last weeks letter was entirely scared off and all deliveries both off and new crop have declined from 1c. to 1½c. per gallon below last weeks quotation. This decline did no stimulate any business, but on the contrary market has remained very dull with absolutely no inclination to buy or sell on the part of traders. The market is very narrow and one that can easily be manipulated one way or another. Crude oil has been offered very sparingly during the past week and no disposition to trade is shown.

LOBSTERS.

A prominent Canadian lobster packer, writing to his New York agent, says: "We have never seen the fishing so bad. There is going to be a great big shortage, and we are sure we will be short in our deliveries unless there is a very decided improvement in the catch."

AMERICAN SARDINES.

Eastport advices are to the effect that the run of sardine fish on the Maine coast has increased to a considerable extent, but that the supply is not yet sufficient to keep the factories in full operation.

HAY.

Somers & Co., report under date of July 2.:

The past week has shown a still further continuance in increased Hay shipments. This is the heaviest record for a long time past and our facilities here have been utterly inadequate for handling such a quantity.

Under the pressure of such heavy arrivals the market has naturally weakened considerably, although this weakness is chiefly with Volunteer Hay, which is constituting the major portion of our present arrivals. After the market is settled from this present disturbance we look for conditions to continue on a much more intelligent basis than has been noted for some time past.

Although choice Wheat Hay is none tooo plentiful here on the market or in the country, yet at the moment it shows some little weakening in sympathy with other grades. We incline to the idea that during the winter this particular grade of Hay will be commanding high prices. Alfalfa is coming to market but sparingly, but as the demand for same is light as yet we do not find much of interest to report in this line. For to-day we give the market as follows:

Choice Wheat Hay	$18.00 to 20.00
Good Wheat Hay	15.00 to 17.50
Other grades same	9.00 to 14.50
Wheat and Oat	9.00 to 16.50
Tame Oat	9.00 to 16.00
Old Wild Oat	8.00 to 11.50
New Wild Oat	9.00 to 12.50
Stock Hay	7.50 to 9.00
Alfalfa	8.50 to 13.50
Straw, per bale	.10 to .80

BAY CITY MILLS

GROCERS!

TRY OUR PATENT (Extra Family) ROLLER FLOUR
YOUR CUSTOMERS WILL THANK YOU.



Bay City Flour Mills, First and Clay Sts., Oakland

THOSE COLLECTION LETTERS.

A System That Enables Dealers To Get Money and Save Commission.

Each member of the State Grocers Association is entitled to a set of Collection Letters that are certainly wonders.

There are three letters.

The dealer fills the letters out himself. At the bottom of each letter is a line that says "In order to avoid you publicity, we enclose this letter in a plain envelope. **Always pay to the Creditor Direct."**

So the dealer puts the letter in a plain envelope and the debtor thinks he is getting a letter from the lawyer of the State Grocers Association.

Letter No. 1.—Is a friendly letter. The State Association reminds the debtor that the grocer did him a great favor when he let him have the credit The debtor is told what a good fellow they think he is and non-payment is charged up to carelessness or oversight and he is advised to go to the dealer and square himself and the amount.

Result.—This letter in most cases brings a nice friendly response. In some instances that debtors write: "We realize that you have been very lenient. "Sometimes they get sore but usually they begin to pay.

Letter No. 2.—This letter tells the debtor that the State Ass'n is afraid that after all he is trying to get out of paying an honest debt, but that they won't let him. They remind him that legal action is expensive and that costs and lawyer's fees will make his bill very heavy. They state definitely that if he doesn't go to his debtor **at once** and settle, they will be forced to begin this expense-breding legal action.

Results.—Slow debtors who have been putting the payment off and some of the bad pay who want to avoid expense go around to the grocer and settle.

Letter No. 3.—This letter looks like a legal form.

Results.—When the debtor gets this letter he is most likely to ejaculate: 'Good Lord, I'm sued.' Those who can be scared, get a move on. It brings results from any debtor that a lwayer could collect from without suit.

And the Grocer saves the 20 per cent.

The dues to the State Grocers Association are $3 per year. The letters **alone** are worth more than this. If you want to be "counted in," send a check to **California Retail Grocers and Merchants Association; 1714 Webster St., S. F.**

You ought to do this anyhow. if you haven't for the good the State Association has done and the good it still can accomplishe.

Ad Letter story avir..raoffi,ffiffi..tls.. **Crockett.—Booth Bros:**—We are enclosing $3 for membership in the State Association. This is something we should have done before **as we have received a great deal of benefit from the Association** work.

We have been subscribers for the **Advocate** for some time and find it **very valuable.** We weigh, etc., and find shortages. In one day we found 13-lbs shortage in 3 half cases of butter. The shortage was claimed and allowed and we **now get no more short weight butter.** We will try to get the State Convention this year.

Glen Ellen.—Chas. J. Poppe:—"We sometimes check up the goods as we receive them but recall no shortages. The **Advocate** is all right.

Ft. Smith Refrigerators—Cold and dry.

Frank J. Brandon, trustee of the insolvent estate of Graessler & Reichwald, restaurant keepers, who formerly conducted the Savoy Creamery, at 72 Geary St., has filed suit in the U. S. Circuit Court against R. Consani for $5,000. He claims that preference was given to a certain creditor.

Ft. Smith Refrigerators—Cold and dry.

IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's best ones, that call for

HAND SAPOLIO

Always supply it and you will keep their good will.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Wholesale Price List.

EACH DEPARTMENT OF OUR PRICE LIST IS CHECKED UP AND CORRECTED EVERY WEDNESDAY BY M. J. BRANDENSTEIN & CO., A. SCHILLING & CO., J. A. FOLGER & CO., SUSSMMAN, WORMSER & CO., J. H. NEWBAUER & CO., GUGGENHIME & CO., TILLMANN & BENDEL, WELLMAN, PECK & CO., HAAS BROS., CUDAHY & CO., ARMOUR & CO., WIELAND BROS., ROETHLISBERGER & GRASSOFF, GOLDEN GATE CRACKER CO., WILLIAM CLUFF CO., WHITTIER-COBURN CO., W. P. FULLER & CO., STANDARD OIL CO., HOOPER & JENNINGS, M. PHILLIPS & CO., PACIFIC COAST BISCUIT CO., PACIFIC VINEGAR & PICKLE WORKS, HEYMAN-WEILL CO., AND SCHWABACHER-FREY CO., EACH FIRM TAKING THE DEPARTMENTS ASSIGNED, AS LIST INDICATES.

No claim is made that this Price List contains an ironclad schedule of rates—good for a week. No such schedule could be obtained, even on actual cash sales. These prices are solicited for publication, and represent, at the time of going to press, the average prices demanded by the general run of jobbing houses for average amounts of goods on average conditions of purchase. Persons with cash, or undoubted credit, always get special low rates.

Subscribers will confer a favor by pointing out to us any particularerror or omission.

	COL.
Abalones	18
Ammonia, Laundry	25
Anchovies	17
Asparagus	10
Ax Handles	48
Axle Grease	43
Bacon	11
Bar Sugar	2
Barrels	51
Barrel Covers	51
Basins	51
Baked Beans	10
Baking Powder	20
Bags (paper)	4
Barley, Pearl	23-25
Baskets	48
Bath Brick	43
Beans, Canned	10
Beef, Barreled	12
Beef Extracts	33
Benzine	29
Binder Twine	47
Blacking, Shoe	46
Bloaters	16
Bluestone	43
Bluing	25
Borax	25
Boullon Capsules	33
Bowls	48
Brooms	48
Breakfast Foods	21-22
Brushes	48
Butter Ladles	51
Candies	30
Candles	43
Canned Fish	17
Canned Fruits	9-10-11-1
Canned Meats	13-14
Canned Soups	38
Canned Vegetables	10
Can Openers	48
Capers	33
Cards, Playing	52
Carpet Sweepers	48
Castile Soap	27
Castor Oil	29
Catsup	41
Catsups (bulk)	39-40-41-42
Caviare, Russian	15
Cereal Coffee	33
Cereal Laxative	43
Cereals	21-22-23-24
Cheese, Imr. & dom.	15
Cherries, Maraschino	33
Cheroots	51
Cheese Safes	48
Cigarette Papers	51
Chewing Gum	31
Chicory	1
Chimneys	50
Chloride of Lime	23
Chocolate	33
Chutney	33
Cider	33
Cigarettes	55
Citron	36
Clam & Clam Juice	18
Clam Chowder	18
Clothes Lines	48
Clothes Line Pulleys	48
Clothes Pins	48
Coal Oil	29
Cocoa	33
Cocoanut	34
Codfish	15
Coffees	1
Coffee Extracts	1
Coffee Mills	49
Condensed Milk	34
Condiments	41-42
Corks	49
Cordago	44
Corn, Canned	10
Corn Starch	28
Cottolene	34
Crackers	31
Cranberry Sauce	8
Cream of Tartar	20
Currants	5
Curry Powder	
Cuttle Bone	44
Demijohn	49
Dishes, Wooden	51
Door Mats	49
Dried Fruits	5
Drops and Lumps	30
Dry Paints	29
Dust Pans	49
Dusters	49
Dyes	17
Egg Food	44
Egg Beaters	51
Envelopes	52
Evaporated Milk	34
Extracts, Beef	33
Extracts, Flavoring	19-20
Extracts, Syrups	4
Farin. Goods	21-23-23-24
Figs	5
Fine Cut Tobacco	53
Fish and Cheese	15
Fish (canned)	17
Fish, smoked	17
Fish Potted	17
Flavoring Extracts	19-20
Flour	21
Fly Paper	48
French Mustard (bulk)	19
Fruits, canned	9-10-11-12
Fruits, dried	5
Fruit Wax & Strings	47
Fruit Jars	48
Faucets	41
Fruit Jar Caps	44
Fruit Jar Rubbers	44
Gasolene	29
Gelatine	35
Ginger, Preserved	19
Glue	44
Gum, Chewing	31
Ham	11
Herring	16
High Grade Smoking Tobacco	53
Honey	6
Hops	35
Horseradish	41
Ink	52
Insect Powder	44
Ironing Boards	49
Jams	7-8
Jars	44
Jellies	7-8
Lanterns	31
Lamp Burners	49
Lamp Chimneys	50
Lamp Wicks	51
Lantern Globes	51
Lard	12
Laundry Materials	25
Laundry Starch	28
Lard Oil	29
Lead Pencils	52
Lemon Squeezers	50
Lemon Sugar	35
Lemon Juice	35
Linseed Oil	29
Liquid Bluing	25
Lobsters, Canned	18
Lozenges	35
Lubricating Oil	29
Lye	25
Macaroni	23
Mackerel (salt)	16
Mackerel, tins	17
Maple Sugar	
Maple Syrup	
Marmalade	
Marischino Cherries	33
Matches	45
Meals	21-22-23-2
Meats (canned)	13-11
Memo Books	5
Milk (condensed)	34
Mince Meat	8
Mixed Candy	30
Molasses	2
Mops and Handles	50
Mouse Traps	51
Mucilage	5
Mushes	21-22-23-2
Mushrooms	30
Mustard (dry)	19
Mustard (bulk)	49
Neatsfoot Oil	29
Nest Eggs	51
Nuts	6
Oil Cans	5
Oils	2
Olives	33
Olive Oil	30
Oysters	15
Pails	5
Paints, Dry	24
Paper Bags	4
Paper, shelf	4
Paper, Toilet	4
Paper, Wrapping	4
Paprika	15
Paraffine Candles	43
Pastes	2
Peanut Butter	30
Peas (canned)	10
Peels	3
Pens, Steel	52
Pencils	52
Pepper	15
Pepper Sauce	4
Pickles	39-40-41-4
Pigs' Feet	1
Pineapples (canned)	8
Playing Cards	52
Plug Tobacco	53
Plum Pudding	31
Polish, Metal	4
Polish, Shoe	4
Polish, Stove	40
Pork and Beans	10
Pork, Barreled	1
Potato Mashers	51
Potted Fish	2
Preserves	7
Provisions	1
Prunes	
Raising	6
Relishes	4
Rice	23-2
Rolling Pins	5
Rope	4
Sago	2
Salad Oil	3
Salad Dressing	3
Saleratus	2
Salmon (salt)	1
Salmon (canned)	1
Salsoda	2
Salt	3
Sardines	1
Salt Fish	1
Salt Meats	1
Saratoga Chips	3
Sauces	4
Sauces (bulk)	4
Sauerkraut	4
Seeds	4
Steel Pens	5
Sheep Dip	4
Shelf Paper	5
Shell Fish	18
Shoe Dressing	47
Shoe Brushes	48
Shrimps	18
Smoked Fish	15
Smoked Tobacco	53
Snuff	56
Soda and Saleratus	20
Soup	20
Soup, Scouring	27
Soups	38
Spices	19-20
Spittoons	51
Spoons, Wood	51
Starch	28
Stationery	52
Stick Candy	30
Stogies	54
Stove Polish	46
Sugar	2
Sugar, Maple	3
Syrup	3
Syrup, Extracts	4
Tacks	51
Tapers, Gas	51
Tapioca	23
Teas	1
Tobacco	53
Tobacco Cutters	
Tobasco Sauce	41
Toilet Paper	45
Tomatoes	10
Tomato Catsup(bulk)	39-42
Tooth Picks	51
Traps	51
Truffles	38
Tubs	50
Turpentine	29
Twine	47
Twine Holders	51
Twist Tobacco	55
Vegetables (canned)	10
Vermicelli	22
Vinegar	39-40
Washboards	51
Washing Powder	27
Wax	47
Wax Strings	47
Whips	51
White Lead	29
Whiting	
Wicking	51
Willow Ware, etc	48
Window Screen	51
Wringers	51
Writing Paper	52
Wooden Ware, etc	48
Yeast Cakes	38

Department 1

COFFEE, CHICORY, ETC.

This Dept. is corrected by M. J. Brandenstein & Co.; A. Schilling & Co.; J. A. Folger & Co.

Green Coffee.

	In bags	In drums
Mocha, Gen. Arabian	23	25
" No. 2	21	23
" No. 3	....	....
Mocha Liverato	23	....
" Aden	21	....
Kona (Hawaiian)	12	16
Mexican	12	18
Java, Common	15	18
Java, brown pln'tion	20	25
Java Mandheling	26	....
" Kroe	17	....
Caracol, prime w'shd.	13	16
Caracol, ordinary	12	13
Guatemala Prime	15	..
" Choice	14¼	..
" Good	12½	..
Costa Rica Prime	13	..
" Choice(La G'nd)	13	..
" Good	11¾	..
Salvador Washed	13	..
" Unwashed	11½	..
Caracola Guatemala	15	..
" Salvador	13½	..

Roast Coffee.

Salvador	15 20
Java	31 31
Mocha Aden	27 31
Frme w'shd. C.A.blnds	19 24
Good C. A. Blends	18 20
Ordinary Blends	12 13
Java Fncy Mndheling	33¼ 33⅜
" Kroe	25¾ 26¼
Mocha Liverato	31¼ 31¾
" J. S.	25¼ 31¾
Java & Mocha Fancy	32¼ 32¾
" No. 2	25½ 26
Guatemala No. 1	18 18½
" No. 2	16¾ 16¼
Costa Rica No. 1	17¾ 18¼
" No. 2	17 18¼
" No. 2	17 17½
" No. 3	15½ 16
Kona Fancy	20¼ 20¾
" No. 1	16¼ 16⅝

Private Brands.

Lion, 100-lb	
Hills Bros. Arabian Roast	.26
Arbuckle's 100-lb	17.37½

"M. J. B."

"M.J.B.," 60 1's in case	.28
"M.J.B.," 30 2's in case	.27
"M.J.B.," 24 3's in case	.25

Schilling's Best Coffee.

In 1-lb cartons, in 25, 50 or 100-lb cases. Can be assorted as required.

5-star	.36½	1-star	.18¾
4-star	.29¼	2-star	.22¼
3-star	.25⅝		

Folger's Golden Gate Coffee.

100 or 60, 1-lb tins	.31
50 or 30 2-lb tins	.30
30 or 30, 2½-lb tins	.30
20 or 12, 5-lb tins	.30

Never sold in bulk

Chicory.

California	05¼
Belgian No. 2	.07
Belgian, No. 1	07¾

Coffee Extracts.

Bulk, per lb	.07
Vienna, ¼s, 10-lb. bx	.26
Vienna, 1's, 10-lb. bx	.25
Ackermann's, ½-gross bxs. gross	4.00

Department 2

This Dept. is corrected by **M. J. Brandenstein & Co., A. Schilling & Co., J. A. Folger & Co.**

Japan.

TEAS.

(Panfired, Sundried or Basket-fired.)		
Extra Fancy	.56	74
Fancy	.44	55
Choicest	.39	43
Choice	.34	38
Fine	.24	33
Fair	.22	24

Green China

(Gunpowder Imperial or Young Hyson)		
Extra Fancy	.56	76
Fancy	.38	46
Choicest	.35	37
Extra Choice	.32	34
Fine	.25	31
Fair	.20	25

English Breakfast.

Extra Fancy	.67	80
Fancy	.51	66
Choicest	.35	50
Choice	.24	30
Fine	.20	22
Fair	.15	20

Oolong.

Extra Fancy	.58	$1 50
Fancy	.50	57
Choicest	.36	48
Extra Choice	.33	35
Fine	.27	32
Fair	.22	26

Ceylon and India.

Broken Orange Pekoe	.36	65
Broken Pekoe	.33	56
Orange Pekoe	.31	53
Pekoe	.27	46
Pekoe Souchong	.24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz, Cartoons. Never in bulk)	
Japan, per lb	$0.45
do. 1 crown	.90
do. 2 crown	1.80
English Breakfast	.45
do. 1 crown	.90
do. 2 crown	1.80
Ceylon	.45
do. 1 crown	.90
do, 2 crown	1.80
Oolong	.45
do, 1 crown	.90
do, 2 crown	1.80

TREE TEA.

(Full weights only.)
Packed in 1 lb. and ½ lb. cartons.

Japan	37½	E. B Congou	37½
Oolong	50	Gunpowder	45
Ceylon	37½	Or'ntal Blnd.	37½

Folger's Golden Gate Tea.

	6-oz.	8-oz.	12-oz.	16-oz.	lbs.
Japan	43	42	41½	41	41
English Breakfast	43	42	41½	41	41
Ceylon	46	45	44½	44	44
Oolong	48	47	46½	46	46
Gunpowder	46	45	44½	44	44
Black and Green	43	42	41½	41	41

2

Do. 25-lb. tins, 10 in case	8.40
Do. 10-lb. tins, 10 in case	9.05
Do. 8-lb. tins, 8 in case	9.05
Do. 30-lb. boxes	7.70
For Bakers' and Confections' Use.	
Barrels	$6.25
Half bbls	6.50
Boxes, 30 lbs. each	7.10

Department 3.

This Dept. is corrected by **Sussman, Wormser & Co., J. H. Newbauer & Co.**

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c; half barrels, 25c; boxes, 50c; 50-lb. bags, 10c.

Fruit Granulated	5.40
Dry Granulated, 100-lb sack	5.35
Beet Granulated	5.25
Confectioners' A	5.35
Cube	5.60
Crushed	5.60
Candy Granulated	5.45
Magnolia A	4.95
Extra C	4.85
Golden C	4.75
"D" Sugar	4.65
H. & E. Crystal Dominos	8.75
Bar, bbls	6.85

California & Hawaiian Sugar Refining Co. Additional per 100 lbs: In bbls. and 50-lb bags, 10c more;

3

8 oz, doz	9.75
Gals, each	11.00

Crescent Oil of Mapleine.

1-oz., doz	2.70
2-oz., doz	4.75
8-oz., doz	15.00
4-oz., doz	8.25
16 oz, doz	27.00
32 oz, doz	48.00
Gals, each	15.00

Hardesty's Maple Extract.

1 oz, doz	$1.10
2 oz, doz	1.75

Half bbls. 25c more; boxes 50c more; for all grades:

Granulated Basis	5.35
Powdered	5.45
(A) Crushed	5.60
Berry	5.40
Extra Fine Dry Granulated	5.35
Coarse Dry Granulated	5.35
Confectioners' (A)	5.35
Confectioners' Crystal	5.45
Cubes	5.60
Bricks	5.60
Beet Gran., 100-lb. bags only	5.25
Excelsior (A)	4.95
Extra (B)	4.85
Golden (C)	4.75
Yellow (D)	4.65

C. and H. "Higrade" Bar.

In 100-lb. sacks	$5.45
30-lb. boxes	5.95
10-lb. tins, 10 in case	7.80
25-lb. tins	7.15
40-lb. tins	7.15
Barrels	5.55
Half barrels	5.70

Long's Peerless XXXXXX

Do. bbls	6.85
Do. ½ bbls	7.10
Do. 4-lb. tins, cases	8.40

4

MAPLE SYRUP.

Log Cabin Maple Syrup.

Gallons, per doz	$15
Cans	
Half-gals, per doz	8
Quarts, per doz	4
Pints, per doz	2
Bottles	
Quarts, per doz	4
Pints, per doz	2
Jackets, per gal	1

"Old Manse."

Gal. tins, ½ dz to case, dz	$14
½ Gal tins, 1 dz to case, dz	7
Quart tins, 2 dz to case, dz	4
Pint tins, 4 dz to case, dz	2
Jacket Cans, bulk, per gal	1
Glass Qts, 1 dz to case, dz	4
Glass Pts, 2 dz to case, dz	2

Log Cabin Pen-O-Che Syrup.

Cans	
Gallons, per doz	$12
Half-Gals., per doz	6
Quarts, per doz	3
Pints, per doz	2
Bottles	
Quarts, per doz	4
Pints, per doz	2
Jackets, per gal	1

MAPLE SUGAR.

Toboggan Brand Maple Sugar.

30 1-lb blocks (cases)	$4
60 ½-lb blocks (cases)	4

Maltese Cross Brand Maple Sugar

Ass't'd ¼s, ½s, 1s, per case	$3
Scalloped Cakes, 100 to case	2

Syrup Extracts.



2 oz, doz	2.00	16 oz, doz	18
4 oz, doz	5.25	32 oz, doz	36

MOLASSES.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS 5 G	⅔ G	4 G	CASES 10 G	20 ½G	24 ¼G
Fancy Open Kettle									
Pickaniny	.52	.54	.57	2.98	2.72	2.42	6.90	7.60	5.28
Belmont Plantation	.47	.49	.52	2.73	2.50	2.22	6.40	7.10	4.98
St. Clair Plantation	.41	.43	.46	2.43	2.22	1.98	5.80	6.50	4.62
Centrifugal									
Oak Grove	.37	.39	.42	2.23	2.05	1.82	5.40	6.10	4.38
St. Mary's									
Baking Molasses	.32	.34	.37	1.98	1.82	1.62	4.90	5.60	4.08
Hawaiian Island, Genuine.	.19	.21	.24	1.33	1.24	1.10			
Cane									
Black Strap	.17	.19	.22	1.23	1.15	1.06			

TABLE SYRUPS.

	Bbl. 54 G	½ bbl 34 G	¾ bbl. 17 G	JACKETS 5 G	4½ G	4 G	3 G	KITTS 2 G	1 G	CASES 2 G	1¾ G	1½ G	20 1-G	20 ½G
Saratoga Drips, made from pure granulated sugar, packed: 12-1's, $6.28	.52	.54	.57	2.98	2.97	2.42	1.86	1.28	.72	1.34	1.21	1.08	6.90	7.60	5.28
High Grade Sugar Syrups. (Pure White)															
White Sugar Drips	.47	.49	.52	2.73	2.50	2.22	1.71	1.18	.67	1.24	1.12	1.01	6.40	7.10	4.98
(Delicious Flavor)															
Perfecto	.44	.46	.49	2.58	2.36	2.10	1.62	1.12	10 1-gal. Jackets, crtd. per Crate, $6.40						
Sugar Syrups															
New Butter Scotch	.45	.47	.50	2.63	2.41	2.14	1.65	1.14	.65	1.20	1.09	.98	6.20	6.90	4.86
Victor	.40	.42	.45	2.38	2.18	1.94	1.50	1.04	.60	1.10	1.01	.90	5.70	6.40	4.56
Golden Gate	.38	.40	.43	2.28	2.09	1.86	1.44	1.00	.58	1.06	.97	.87	5.50	6.20	
Cooking Syrups															
Carnation Drips	.34	.36	.39	2.08	1.91	1.76	1.32	.92	.54	.98	.90	.81	5.10	5.80	
Golden Drips	.25	.27	.30	1.63	1.51	1.34	1.05	.74	.45	.80	.72	.68	4.20	4.90	
Special Table Syrup													CASES		
Heliotrope	.38	.40	.43	2.28	2.09	1.86	1.44	1.00	.58	**Round Friction Top Pails**					
								6 10-lb Tins, per case						$3.18	
								24 3-lb Tins, per case						3.84	
								12 5-lb tins, per cse						3.48	

MAPLE SYRUPS.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS. 5 G	4½ G	4 G	CASES. 10 1 G	20 ½G	24 ¼G
Woodlawn, made from pure maple sap in the groves at Beauce, Canada, and 1's also packed: Cases: 12-1's, $13.44; 6-1's, $6.72; 12-½'s, $7.14; 24-¼'s, $8.10; 24-⅛'s, $5.10. Bottles: 12 qts, $4.60; 24 pts, $4.90.	.95	.97	1.00	5.13	4.66	4.14	11.20	11.90	8.10
Deer Lodge	.85	.87	.90	4.63	4.21	3.74	10.20	10.90	7.26
New England	.77	.79	.82	4.23	3.86	3.42	9.40	10.30	7.02
Canada Sap	.67	.69	.72	373	3.41	3.07			

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Department 4.

DRIED FRUITS, NUTS AND HONEY.

This Dept. is corrected by **Guggenhime & Co., Tillmann & Bendel.**

(Add ¼c for 50-lb. boxes and ½c for 25-lb boxes).

Apples.

Sundried, sacks 6
Evap. Fancy, 50-lb boxes.... 7½
Evap. ex. choice, 50-lb box.. 7
Evap. choice, 50-lb box..... 6½

Apricots.

1906 Crop

Choice Sacks 18
Fancy Sacks 19
Fancy, 25-lb boxes.....20

Blackberries.

In boxes, per lb.....none

Cherries.

Pitted, in boxes, per lb.....35
Unpitted, in boxes, per lb.12½

Currants.

In bbls 09½
Recleaned, in bbls.....10½
Recleaned, 25-lb boxes.....11¼
Recleaned, 50-lb boxes.....11
Recleaned, 1-lb carts.....11¾
Recleaned, 12-oz carts..... 10¾

Dates.

Fard, 14-lb. per lb.....11
Persian, 65-lb case.....07

FIGS (California)

Black, sacks 04½
Black, 25-lb boxes, per box..1.25
White, bags 04½
White, 10 1-lb. brks., pr box 65 90
White, 50-½s 2.00

FIGS (Imp. Smyrna.)

box 90
Choice, 5-lb. bx., per lb....16

Nectarines.

White 13
Red 13

Peaches.

Choice, sks..11 Fancy, sks..12½
Ex Ch'ce,sks11½

Pears.

Choice, ¼s, in sacks..... 9
Ex. choice, ½s, in sacks..... 9½
Fancy, ½s, in sacks.....12

Plums.

Unpitted Pitted,black.11
Pitted, blchd11½100s-110s

Prunes.

	Sks.	bx. 25-lb.
30-40s	8⅛	8⅝
40-50s	6⅝	6⅞
50-60s	5¾	5⅞
60-70s	4⅞	5¾

6

30-90s	4⅜	4⅞
90-100s	3⅝	4⅜
in cases of 125-lb tins.....		
in cases of 12 5-lb tins...		

Raisins.

	Box	½s	¼s	50lb.
6 Cr. Layers..	3.50	2.75	....	....
5 Cr. Layers..	3.00	3.25	3.50	....
4 Cr. Loose....	....	....	....	9¼
3 Cr. Loose....	....	....	....	9
2 Cr. Loose....	....	....	....	8¾
4 Cr. Loose....	....	....	....	9
3 Cr. Loose....	....	....	....	8½
2 Cr. Loose....	....	....	....	8¼

Fancy Clusters, 1-lb cart per doz .....
Fancy Clusters, 5-lb cart per case .....
Unbichd Sultanas, 50-lb.... 8
Thompson's bleached Sult. seedless, 50-lb 11
Bleached Sult., sdlss.....9
Seedless Muscatels, 50-lb cases 7¾
R. R., 36 16s 10½
Blue Bell, 50 1s (seeded)....10¼
Seeded, 1-lb cart.....10½
Seeded, 12 oz cart..... 9
Seeded bulk, lb.....10¼

NUTS.

Almonds, Fancy, I. X. L.....18
Almonds, choice soft shell Drake 16
Almonds, shelled, No. 1.....45
Almonds, shelled, No. 2.....35
Almonds, shelled, Jordan Imported .....
Almonds, Jordan, Dom....
Brazils, 160-lb sacks.....18
Chestnuts, Italian 20
Cocoanuts, per 100.....4.50 5.00
Filberts, 175-lb sack.....14
Peanuts, California 06
Peanuts, Japanese 08
Peanuts, Eastern,hnd pickd..6 6½
Peanuts, roasted 8 9
Pecan, polished 18-20
Pine .....
Walnuts, soft shell, bleached.15½

HONEY.

Pure white sage, 2 5-gal tins, per lb 7½
Light Amber, 2 5-gal tins .... per lb 7
White Clover (stained.)
5-gal. tin, per lb..... .07½
2 dz 2-lb jars, per case.... 8.00
2 dz 1-lb jars, per case.... 4.25
24-qt. cans, per case..... 7.00
12 ½-gal. cans..... 6.60
6 1-gal. cans..... 6.00

Glass.

	Per Doz
Tumbler, 8 oz., 4 doz in case	1.25
Oval pints, 4 doz in case....	1.25
1-lb glass jars, 2 doz in case	2.25
1-lb glass jars (with comb..	2.50

7

8

Department 5.

This Dept. is corrected by **Wellman Peck & Co.; Haas Bros.**

JELLIES, JAMS AND PRESERVES.

	Griffon 16-oz. Jars			Cutting 16-oz. Jars		Rose No. 2 Tins.		Rose Picnic Tins		Tumeler Jelly 4-doz Case
	Preserves	Jam Pure	Jam Pure	Jelly Blended	Jam Pure	Jelly Blended	Jelly Pure	Jelly Blended	Jelly Blended	
Apple	....	2 35	....	2 00	....	1 60	....	92½	90	
Apricot	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90	
Apricot Marmalade	2 35	....	....	....	1 85	....	....	....	....	
Blackberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90	
Currant	2 35	2 35	....	2 00	....	1 60	97½	92½	90	
Fig	2 35	....	2 00	....	1 85	....	97½	....	....	
Gooseberry	....	2 35	....	2 00	....	1 60	....	92½	90	
Lemon	....	2 35	....	2 00	....	1 60	....	92½	90	
Loganberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	....	90	
Orange	2 35	2 35	....	2 00	1 85	1 60	97½	92½	90	
Orange Marmalade	2 35	....	2 00	....	1 85	....	97½	....	....	
Peach	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90	
Plum, Damson	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90	
Plum, Green Gage	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90	
Quince	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90	
Raspberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90	
Strawberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90	
Assorted Regular	2 35	....	2 00	2 00	1 85	1 60	97½	92½	90	
Assorted Berries	2 35	....	2 00	2 00	1 85	1 60	97½	92½	90	

COMB

Water White, 24 1-lb frames..16
Light Amber, 24 1-lb frames..14
Water White, 24 1-lb frames..15

BEESWAX.

Pure 30-31

Long's Preserves.

Guaranteed absolutely pure.
(Packed 2 doz. in case)

	Per Doz.
Strawberry, Logan Berry, Blackbeery, Raspberry, Pineapple ,Pear, Fig Cherry	$3.50
Peach, Apricot Plum , Quince, Orange	3.20
Assorted	3.30
Spiced Figs	3.70
½ gal. jars, 6to cs, pr cs	7.50
30-lb pails, per pail	6.00
15-lb pails, per pail	3.80
16-oz. glass jars, 2 dz .to cs, per doz	2.25

Long's Jams.

30-lb pails, per pail..... 3.75
15-lb pails, per pail..... 2.00

Standard Jams.

Tumblers, 4 doz to case, doz. 1 10
Tumblers, 2 doz to case, doz. 1 10
30-lb Kits, per kit..... 3.20

Long's Jellies.

In Crystal Top Glass Tumblers
Guaranteed Absolutely Pure
(Packed 2 Doz. in Case)

All Varieties, per doz....$2 00
30-lb pails, per pail..... 3 20
15-lb pails, per pail..... 1.80

Standard Jelly.

Tumblers, 4 doz to case, doz. 1 05
Tumblers, 2 doz to case, doz. 1 05
30-lb Kitts, per Kitt... 1 10
15-lb Kitts, per Kitt..... 75

Cranberry Sauce.

Long's Peerless Brand.

Bbls. lb.... 9 30-lb Kitts,lb10
¼ bbl., lb.. 9½ 15-lb Kitts lb10¾
¼ bbl., lb.. 9½

Mince Meat.

Long's Peerless Brand.

Bbls.. lb....11 30-lb pails lb11¾
½ bbl., lb..11¾ 15-lb pails lb12

DEPARTMENT 7.

This Dept. is corrected by **Haas Bros.; Wellman, Peck & Co.**

Canned Fruits

2 lb Ex.	2 lb Ex.	2 lb Ex. Stnd.	2 lb Stnd.	2 lb Scnd.	2 lb Wht.	2 lb Pie	KIND	Gal. Eg. 3-lb Ord.	Gal. Ex. 3-lb Choice	Gal. Ex. Stnd.	Gal. Stnd.	Gallon White	Gal. Pie
2 50	1 80	1 65	1 50	1 30	1 15	1 15	Apples	....	....	4 00	3 50	....	....
3 00	.....	2 00	1 65	1 30	1 00	.....	Apricots	8 50	6 00	4 50	.....	....	....
.....	.....	.....	.....	.....	.....	.....	Apricots, peeled	7 50	6 50	.....	.....	....	....
.....	.....	.....	.....	.....	.....	.....	Apricots, sliced	....	....	....	....	....	....
.....	.....	.....	.....	.....	.....	.....	Assorted	....	....	....	....	....	....
3 00	2 15	2 05	1 75	1 65	.....	.....	Blackberries	....	....	1 25	1 00	....	....
.....	.....	.....	.....	.....	.....	.....	Cherries (Royal Anne)	....	....	....	....	....	....
.....	.....	.....	.....	.....	.....	.....	Cherries (White)	....	....	....	....	....	....
.....	.....	.....	.....	.....	.....	.....	Cherries (Black)	....	....	2 00	1 60	....	....
.....	1 35	1 20	1 10	95	90	90	Grapes (White Muscat)	....	....	2 00	2 10	....	....
.....	1 60	.....	1 25	1 10	.....	.....	Nectarines	....	....	....	....	....	....
2 80	.....	.....	.....	.....	.....	.....	Peaches (Yellow)	7 75	7 25	4 80	4 ..	....	....
3 00	.....	.....	.....	.....	.....	.....	Peaches (Lemon Cling)	7 75	7 00	....	....	....	....
3 00	.....	.....	.....	1 40	.....	.....	Peaches (Lemon Cling Sliced)	7 75	7 00	5 25	5 00	....	....
.....	.....	.....	.....	.....	.....	.....	Peaches (White Heath)	....	....	4 25	4 00	....	....
2 80	.....	.....	1 55	.....	.....	.....	Peaches (White Heath Sliced)	....	....	....	....	....	....
3 50	2 50	2 25	1 90	1 35	.....	1 25	Pears (Bartlett)	7 00	6 25	5 25	4 75	5..	....
2 50	1 45	1 20	1 10	95	90	1 15	Plums (Green Gage)	....	....	....	....	....	....
2 50	1 45	1 20	1 10	95	90	1 15	Plums (Egg)	5 00	4 25	3 ..	2 ..	....	....
2 50	1 45	1 20	1 10	95	90	1 15	Plums (Gold Drop)	5 00	4 ..	3 ..	2 ..	....	....
2 50	1 50	1 25	1 15	1 05	95	1 15	Plums (Damson)	5 00	4 25	3 50	3 ..	....	....
.....	.....	.....	.....	.....	.....	.....	Raspberries	....	....	....	....	....	....
.....	.....	.....	.....	.....	.....	.....	Strawberries	....	....	....	....	....	....
.....	.....	.....	.....	.....	.....	.....		....	....	....	....	....	....
.....	.....	.....	.....	.....	.....	.....		....	....	....	....	....	....

Swift's Premium Ham

The superior Quality of Swift's Premium Ham is due to the careful selection, scientific pickling and careful smoking. They please customers. Every Ham U. S. Inspected and Passed.

Swift & Company, U. S. A.



9

Pine Apples.

	Per Doz
Johnson's Columbia	
2's sliced, 2 doz. in case	2 30
2's grated, 2 doz. in case	2 30
1's sliced, 4 doz. in case	1 15
1's grated, 4 doz. in case	1 15
Gal. coreless, 4½ lb to tin, ½ doz. in case, per lb	16
Gal., grated, 7lb .to tins, ½ doz. in case ,per lb	16
2's sliced, Baltimore, 2 doz case	2 25
1's cocktail, Baltimore ovals, 4 doz. case	1 25
Hawaiian.	
Extra sliced, 2 doz, 2½	2.50
" " 4 doz, 1s	none
" grated, 2 doz, 2s	2.25
" " 4 doz, 1s	1.40
	Per doz
Standard, sliced, 2½s, 2 doz	2.00
" " 2s, 4 doz	none
" " 1s, 4 doz	1.35
Chunks, 2s	2.25
Whole, 2½s, 2 doz	2.00
Grated, 2s, 2 doz	1.75
" 1s, 4 doz	1.25
" gals, ½ doz	6.25
Singapore.	
2 lb sliced	1.7522-oz., doz. 48.00
1-lb sliced	.952½ whole 2.25

Department 7.

This Dept. is corrected by **Sussman, Wormser & Co., Wellman, Peck & Co.**

CANNED VEGETABLES

Asparagus.

Mammoth	5.50
Large White	5.00
Medium White	4.75
White Tips	4.50

Beans

Stringless Extras	
Blue Lake, none	
Blue Lake, gal., none	
String, 2 lb, Standard	1.10
String, gal., Standard	5.00
Lima, soaked	1.00

Baked Beans

Fancy Eastern	$
1-lb Tall tins	50
2-lb Tall Tins	80
2½-lb Tall tins	1 00
3-lb Tall tins	1 10

Corn

2s Maine, per doz	$1.35
Gallon, cut, Maine, per doz	5.50
Gallon, cob, Maine, per doz	5.50

10

Iowa, per doz	.90
5 case lots, Iowa	.85
2s Extra Fine Sifted	1.65
Succotash.	
Standard Maine	1.35
Peas	
Petit Pois	
2s Extra Fine Sifted	
2s Extra Sifted	
2s, Soaks	.90

Tomatoes

3s, Solid Pack	1.40
3s with peppers	1.45
2½s, Solid Pack	1.25
2½'s, Solid Pack with peppers	1.35
2½s, Standard	1.15
Gallon Standard	3.50
Gallon, Solid Pack	4.00
Gallon Puree	3.25

Miscellaneous

Artichoke 2½s	$
Carrots, 2s	1.
Cabbage, 2s	1.1
Turnips ,gal	4.00
Spinach, 2s	1.35
Spinach, gal	4 00
Beets, 2s	1.05
Hominy, Great Western, 3s	1.15
Pumpkin and Squash, gal	2.50

You Help

BETTER TRADE

CONDITIONS

When You

PLACE AN AD

in the

ADVOCATE.

11

Department 8.

PROVISIONS.

HAMS.

Eastern Standard, 17-18	.17
" " 15-16	.17
" " 12-14	.17¼
Picnic Hams	.10½

Boiled Hams

Skin on	.24½
Skin on	.25½

Breakfast Bacon

Eastern Standard, 6-8	.21½
" " 8-10	.19½
" " 10-12	.19

English Cured Bacon

Eastern Cure, 8-10	.18
Eastern Cure, 8-10	.18½

Dry Salt Bacon

Clear Medium Bacon	.15¼
Clear Light Medium	.15¼
Light Belly	.16½
Extra Light Belly	.17½
Bacon Backs	.15¼
Bacon Bellies	.15¾

Dry Salt Meats

Sides	.14
Bellies	.14¾
Backs	.13
Fat Backs	None

Barreled Pork

	Bbls.	½-bbls
Spare Ribs	$	
Family Pork	21.50	11.25
Clear Pork	24.00	12.50
Big Pork	26.50	13.75

Barreled Beef

Mess Beef	10.00	5.50
Family Beef	10.50	5.75
Ex. Family Beef	11.00	6.00
Beef Tongues	23.00	12.00

Pigs Feet

Tierces, about 300 lb	$18.00
Barrels, about 200 lbs	13.50
½ bbls, about 80 lbs	5.50
Kegs, about 25 lbs	2.50
Kits, a bout 15 lbs	1.25

12

Pure Leaf Lard

Tierces, about 350 lbs net	12
½ bbls, about 100 lbs	12¼
80-lb Wood Tub, 80-lbs, net	12¼
60-lb Wood Tub, 60 lbs, net	12⅛
20-lb Wood Tubs	12⅝
50-lb Cans, one to a case	12¼
20-lb Cans, 4 to case	12⅝
10-lb Cans, 6 to a case	12⅝
5-lb Cans, 6 to a case	12⅞
3-lb Cans, 20 to a case	13

Golden Gate Lard.

Tierces, about 370 lb net	12
½ bbls, about 150 lb net	12¼
50-lb cans, 2 to case	12¼
20-lb cans, 4 to case	12⅛
10-lb lb cans, 6 to case	12⅝
5-lb cans, 12 to case	12⅞
3-lb cans, 20 to case	13
20-lb wood bkts	12⅝
60-lb tubs	12⅛
80-lb tubs	12⅛

Compound Lard

Tierces, about 360 lbs, net	09¾
50-lb Cans, 1 to a caes	10
10-lb Cans, 6 to a case	10½
5-lb Cans, 12 to a case	10⅝
3-lb Cans, 20 to a case	10¾

"Arrow" Compound.

Tierces, about 370 lb net	9¾
50-lb tins, 2 to case	10¼
½ bbls, about 150 lb net	10¼
50-lb tins, 1 to case	10¼
20-lb tins, 4 to case	10½
10-lb tins, 6 to case	10¾
5-lb tins, 12 to case	11
3-lb tins, 20 to case	11
20-lb wood bkts, 20 lb net	10¾
60-lb wood bkts, 60 lb net	10¼
80-lb wood [illegible] lb net	10⅛

Suetene.

50-lb Cans	None

Beechnut Packing Co.

Beechnut Sliced Bacon and Beef in Glass.

1 doz No. 1 Jars	$3.25
Erie Brand Chipped Beef in Glass, 1 doz No. 1 Jars	2.60
5 case lots, less 5 per cent.	

13 14 15 16

Department 9. CANNED MEATS.

This Dept. is corrected by Cudahy & Co.

	No. ¼	No. ½	No. 1	No. 2
Brisket Beef			1 80	2 90
Roast Ribs of Beef (boneless)			1 40	2 50
Roast Mutton			1 75	2 70
Chipped Beef		1 15	1 90	
Sliced Smoked Beef (horseshoe tins)			2 90	
" Beef (glass)		1 60	2 75	
" Dried Beef (tins)			2 90	
" Dried Beef (glass)		1 70	2 85	
Brawn			1 30	2 55
Compressed Ham			1 60	2 80
Lunch Tongue		1 85	3 15	6 40
Calves Tongue		95		
Skinned Lambs Tongue		1 65	2 80	
Sliced Bacon		1 75	2 50	
Sliced Bacon (glass)		1 50	2 60	
Deviled Ham or Tongue	1 25	2 25		
Potted Ham or Tongue	1 25	2 25		
Potted Meats, Ham Flavor	42½	80½		
Potted Meats, Tongue Flavor	42½	80		
Deviled Meats, Tongue Flavor	42½	90		
Deviled Meats, Ham Flavor	42½	80½		
Potted Beef	45	85		
Potted Chicken or Turkey	1 65	2 90		
Deviled Chicken or Turkey	1 65	2 90		
Boneless Chicken	1 75	3 25	5 60	
Boneless Turkey		3 25	5 50	
Veal Loaf		1 00	2 00	
Ham Loaf		1 00	2 00	
Beef Loaf		1 00	2 00	
Chicken Loaf		1 55	3 60	
Chili con Carne		95	1 35	
Chicken Tamales		1 25	1 75	
Beefsteak and Onions			1 55	2 55
Beef and Vegetables				2 60
Irish Stew				2 45
Hamburger Steak and Onions		1 00	1 75	
Minced Steak			1 50	2 40
Corned Beef Hash		1 00	1 55	2 80
Pigs Feet			1 40	1 45
Ox Tails				2 45
Ox Marrow			2 05	3 30
Boneless Pigs Head			1 90	
Beef Suet			2 05	3 30
Minced Collops			1 50	1 25
Tripe			1 40	1 75
Stewed Kidneys			1 55	2 50
Cambridge Sausage			2 60	
Pork Sausage		1 00	1 60	2 70
Vienna Sausage		95	1 50	2 70
			No. 1½	No. 1
Vienna Sausage (with kraut)			1 15	2 60

	No. ½	No. 1	No. 2	No. 3	No. 4	No. 6	No. 14
Corned Beef		1 35	2 40		4 95	8 00	18 00
Roast Beef		1 30	2 40			8 00	
Sliced Smoked Beef (tins)	1 60	2 70				16 00	
Brawn		1 40	2 45			8 00	18 70
Pork and Beans (plain)	55	90	1 45	1 85		5 35	
Pork and Beans (tomato sauce)	55	95	1 50	1 95		5 60	

	No. 1	No. 1½	No. 2	No. 2½	No. 3	No. 3¼
Ox Tongue (whole)	6 00	6 50	7 50	9 50	12 00	13 00

Every Dealer

Who Consults this Department

SELLS CANNED MEAT

It Would Help Your Goods

If He Read About Them

HERE

Department 10. FISH AND CHEESE.

This Dept. is corrected by

Wieland Bros.; Roethlisberger & Grassoff.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$18.50
½-lb cans, 2 doz in case	10.00
¼-lb cans, 6 doz in case	5.20
⅛-lb cans, 6 doz in case	2.70
White Label Brand	none

CHEESE

Foreign and Domestic.

	new
New York State Factory Cheddars June make	19
Twins, June make	19
October make, Cheddadr's	19½
October make, Twins	19½
Cal. State factory flats	14-15½
Cal. State fctry, Young Am	17-18
Jack or Monterey	14-18
Brick Cream	19
Limburger, Eastern, lb	18-19
Swiss, imported, lb	30½
Domestic Twins, old	23
Roquefort, lb	42
Gouda, per lb	27
Sap Sago	22½
Pineapples, Eastrn, 6 in cs, cs	3 50
Pineapples, Eastn, 6 in cs, sml	2 55
Holalnd, Edam, med plain, dz	9 50
Holland, Edam, medium in bladders, per doz	9.50 10 00
P'ffr'd Edam, small 34-35 pds per case of 12	9.00
P'ffr'd Edam, med 38-40 f	9.75
Do Edam, large 44-45	10.50

Fancy

Camembert, Brie, Roquefort and Gorgonzola, jars	none
Parmesan C & B, sml bot doz	3 00
Parmesan C & B, lge bot, doz	5 00

Bayle's

Small ½-lb 1-lb. 2½-lb 5-lb

Deviled Cheese:
$1.00, $2.25, $4.00, $5.00, $9.00

After Dinner Cheese:
$1.00, $2.40, $4.00, $4.50, $7.50

Roquefort Cheese:
$1.00 ,$2.40, $4.00 ,$4.50, $7.50

MacLaren Imperial Cheese Co., Ltd

Imperial Cheese—

Club size, 2 doz jars, doz	$1.25
No. 1, size, 1 doz jars, doz	2.80
No. 2 size, ½ doz jars, doz	5.25
No. 3 size, ½ doz jars, doz	10.60
Individuals, 5 doz jars, doz	.85

Roquefort Cheese—

Small size, 2 doz jars, doz	1.75
Large size, 1 doz jars, doz	3.25
Individuals, 5 doz jars, doz	.85

SALT FISH

Pacific Codfish

Bundles, per lb	4½
Case, selected, per lb	5½
Boneless, 30-lb boxes, lb	5
Boneless, 40-lb boxes, lb	5½
Boneless Stripes, per lb	6
Boneless Blocks, per lb	7
Boneless Tablets, per lb	8½
Boneless Middles, per lb	7½
Boneless Middles, extra, per lb	10½

Eastern Codfish

Gen Georges, 8 fish to cs	$11 00
Gen Georges, 12 fish to cs	10 00
Geo. Cur. Cod, case	9 50
Geo. Cur. Cod, 40 fish to cs	8.00
Gen. Geo. Middles, 80 fish	15
Gen. Geo. Tablets, 36 fish	11½
Gen. Geo. Blocks, 40 fish	11½

Shredded Codfish

Beardsley's shredded, 2 doz. in case	1 00

Norwegian Mackerel

Bloater, 120-130 fish	75 00
Bloater, ½ bbl, 60-65 fish	35 00
No. 1, 150-160 fish	45 00
No. 1, 75-80 fish	30 00
No. 2, 220-240 fish	30 00
No. 2, 110-120 fish	19 00
No. 3, 300-350 fish	25 00
No. 3, 150-175 fish	15 00
No. 4, 400-440 fish, bbl	25 00
No. 4, 200-220 fish	13 50

Irish Mackerel

No. 1, 200-220 fish	none
No. 1, 80-90 fish	none
No. 2, 325-350 fish	none
No. 2, 130-140 fish	none
No. 2, 475-500 fish	none
No. 2, 180-190 fish	none
No. 1, 10-lb kits, 15-16	
No. 2, 20-22 fish	1 30

American Bloaters

Shore Bloaters, 115-120 fish	none
Shore Bloaters, 45-50 fish	none
Extra No. 1, 120-130 fish	none
Extra No. 1, 50-55 fish	none
No. 1, 140-150 fish	none
No. 1, 60-65 fish	none
No. 2, 130-140 fish	28 50
No. 2, 55-60 fish	11 00
No. 2, 140-160 fish	none
No. 2, 60-65 fish	none
No. 2, 160-180 fish	none
No. 2, 70-80 fish	none
No. 2, 180-200 fish	none
No. 2, 80-90 fish	none

In Kits

Extra Mess, 7 to 8 fish each	$3 00
No. 1, kits, 8-9 fish or 15-17 fish	1.40
No. 2, kits, 8-9 or 20-22 fish	1 30

Salmon

King, bbls	none
Oregon Silversides, bbls	13 00
Alaska Red, bbls	13 00
Alaska Red, ½-bbls, 100 lbs	7 25
Alaska Red, kits	1.00
Bellies, bbls	15.00-18.00
Tongues and Sounds, kits 10-lb	1 40
Tongues and Sounds, ½-bbls, 80-lb	11 50

New Herring, Pack 1906

Holland.

Ex Sletd Mixed, bbls	20 00
" " " ½ bbls	10 50
" " " Keg	1.20
Cheaper grade, mixed, bbl	16.00
" " " ½ bbl	8 50
" " " Keg	90
Ex Selected, Milchner, bbl	22.00
" " " ½ bbl	11.50
" " " Keg	1 25
Cheaper, Milchner, bbl	18 00
" " " ½ bbl	9.50
" " " Kegs	1.00
Labrador, round, 160 fish	8.50
Labrador Split, per ½ bbl	8.50
Pacific, ½-bbl	8.00

WIELAND BROS.

309-311 DAVIS STREET, SAN FRANCISCO.

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese

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Smoked Fish

Neptune, Brand, 100s	$2.85
Neptune, Brand 50s	1.60
Dainty Brand, 50s	2.25
Bloaters, Grim., 100 box	$3.00
Bloaters, Grim., 50 in box	1.75
Bloaters, Cromarty	3.00
Yarmouth, 100 in box	
Halibut, chunks	.15
Herring, boxes, Eastern	.25
Herring, boxes, Washington	.20
Herrings, Neptune, boneless, boxes of 10s, net	1.35
Morr's Selected Red Herrings, 100's	1.90
Moir's Selected Red Herrings, 50's	1.25
Salmon ,per lb	10 20

Beardsley's.

Herring, boneless, tins, doz	1.50
Herring, boneless, small, doz	1.00
Herring, boneless, vacuum tumblers, 2 doz in case	1.95
Finnan Haddies, 30-lb boxes, per lb	13½

Potted Fish.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy Bloater Paste	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	.75
Ditto, fancy pots	4.75
Kippered Herrings	1.90
Kippered Herrings, Meirs	1.90

Department 11.

CANNED FISH.

This Dept. is corrected by **Sussman, Wormser & Co.; Tillman & Bendel.**

	Doz.
Anchovies, in oil, 2 doz ½ pts., in glass, doz	5.00
Anchovies, 2 doz, ¼ pts, dz.	3.00
Bloaters, Yarmouth C. & B. doz	4.50
Codfish Balls, 2-lb tins per. doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.35
Eels, smoked, 1-lb, per dz	2.85
Finnan Haddies, 2-lb ovl.	2.25
Finnan Haddies, 1-lb. round, per doz	1.80
Sardelles, imp., ½-lb tins	2.50
Sardelles, imp. in glass.	3.00
Sardelles, dom. 1-lb, glss	2 25
Sardelles, Ankers. ⅛ keg	3.00
Sprats	7.50 8.00

Mackerel

1-lb tins, 50 in a case
2-lb tins ,2 doz. in a case

Gold Label ,1-lb tins	1.50
P. &. W., 2-lb soused	2.75
P. & W., 2- lb mustard	2.75
P. & W., 2-lb tomato	2.75
Underwood, 2-lb soused	2.85
Underwood, 2-lb tomato	2.85
Underwood, 2-lb mustard	2.85
Los Angeles, 2-lb soused	2.55
Los Angeles ,2-lb tomato	2.55
Los Angeles, 2-lb mustrd	2.55
Mt. Desert, 2-lb soused	2.25
Mt. Desert, 2-lb tomato	2.25
Mt. Desert, 1-lb soused	1.35
Blueback, 1-lb, fresh	1.10
4 doz., 1s, flat, oval	1.80
4 doz., flat, square	1.40

Crescent Mackerel

Soused, 18-oz tins, doz	$1.80
Tomato, 18-oz tins, doz	1.80
Mustard, 18-oz tins, doz	1.80

Mackerel in Oil.

Bezler's	3.00 4.00
Lemarchand	5.00 7.00

Salmon

Alaska Red, 1-lb tins, doz	$1.15
Alaska Red, 2-lb	none
Alaska Pink ,1-lb. tins	.95
Alaska Flats, 1 lb	none
Oregon Red, 1 lb	none
Oregon Red 2 lb	none
Oregon Pink, 1 lb	none
Oregon Pink, 2 lb	none
Oregon Flats, 1 lb	none
Columbia Riv, 1lb tls	none
Columbia Riv, 1 lb flats	none

18

Sardines.

	Per case
French, ¼s, 18 m.m	9.50
" ¼s, 22 m.m	12.50
Portuguese, ¼s, 18 m.m	9 00
" ¼s, 22 m.m	9.50
" ½s, 30 m.m	16.00
Norwegian, ¼s, 22 m.m	9.50

Sprats.

French, ¼s, 18 m.m	8.50
" 22 m.m	9.50

American Sardines

(¼s pkd 100 to cs, ¾s 50 to cs.)

¼ in oil, without key	3.80
¼s in oil with key	4.00
¼s in oil, per doz	.50
¼s in mustard, per doz	.60
¼s in mustard, case	3.75
¾s in mustard, per doz	.95
¾s in mustard, case	3.25

SHELL FISH.

Abalones

4 doz in cs ,with shells, cs 6.00

Clams and Clam Juice

	doz
Doxsee Clams, 1-lb tins	$1.85
Doxsee Clams ,2-lb tins	2.75
Doxsee Clam Juice ,1-lb	.90
Doxsee Clam Juice ,2-lb	1.60
B&M Lunch Clams, flat	1.37½
Underwood Clams, 1-lb	1.05
Underwood Clams, 2-lb	1.65
P. & W. Clams; 1-lb tins	1.35
P. & W. Clams, 2-lb tins	1.65
Oxford Clams, 1-lb tins	.95
Oxford Clams, 2-lb tins	1.50
P. & W. Clam Chowder	2.25
Burnham's Clam Bullion, qts.	
Burnham's Clam Bullion,pts.	4.50
Burnham's Cl'm Bullion,½ pts	2.40

Crabs.

½s flat, 4 doz, per doz	2.25
Minced, ½s flat, 4 doz	1.25
Picnic, 1s, 4 doz	1.15
" 2s, 2 doz	1.75

Lobsters

	Doz
Picnic talls, 4 doz, per doz	3.00
Picnic flats, 4 doz, per doz	2.80
½-lb. flats, 4 doz, per doz	2.60
¼-lb flats, 4 doz, per doz	1.40

Oysters

Oysters, Selects, 12 oz	$3.28
Oysters, Selects, 6 oz	1.75
Oysters, Standard, 10 oz	2.35
Oysters, Standard, 5 oz	1.35
Oysters, Standard, 8 oz	2.10
Oyster, Standard, 4 oz	1.15

Shrimps.

Shrimps, pickled, 1-lb	$1.25
Dunbar's Picnics, 1-lb, doz	1.25
Pride of the Gulf, 1-lb, doz	1.25
Dunbar's 1½-lb, doz	2.25
Pride of the Gulf, 1½ lb, dz	2.25
Pickled Shrimp, 1-lb, doz	1.30

The Advocate

has the

Largest Circulation

of

Any Trade Paper on the

Pacific Coast.

19 20

Department 12.

SPICES AND FLAVORING EXTRACTS.

Schilling's Best Spices — Nature's Best.
Square Tins. Never Sold in Bulk.
Small medium, large size have sifting tops except Mustard.

	Small size per doz.	Medium size pr doz	Large size per doz	Ex.Large size pr doz	Hotel size pr tin
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.80	1.35	2.40	4.00	.85
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	1.35	2.30	4.35	7.75	2.00
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
White Pepper	1.00	1.85	3.50	6.00	1.20
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	**6 doz.**	**4 doz.**	**2 doz.**	**2 doz.**	**1 doz.**
Gross Weight	**21 lbs.**	**24 lbs.**	**23 lbs.**	**38 lbs.**	**54 lbs.**

Folger's Golden Gate Ground Spices.
High Grade—High Price.

Net Weight	½-lb per dz 4 doz to cs	¼-lb per dz 4 doz to cs	½-lb per dz 2 doz to cs	1-lb per dz 2 doz to cs	2½-lb per dz 2 doz to cs	5-lb per dz 1 doz to cs
Pepper	.75	1.15	2.15	3.65	.29	.28
Mustard	.75	1.15	2.15	3.65	.29	.28
Ginger	.75	1.15	2.15	3.65	.29	.28
Allspice	.70	1.10	2.05	3.50	.28	.27
Cinnamon	1.30	2.25	4.25	8.15	.65	.64
Cloves	.90	1.50	2.75	4.95	.40	.39
Cayenne	.90	1.50	2.75	4.95	.40	.39
White Pepper	.95	1.55	2.85	5.10	.41	.40
Nutmegs	1.60	2.65	5.15	9.75	.71	.70
Mace	1.75	2.80	5.40	10.25	.75	.74
Sage	.65	1.05	1.95	3.35	.21	.20
Thyme	.70	1.25	2.35	4.35	.32	.31
Marjoram	.85	1.40	2.60	4.80	.38	.36
Savory	.70	1.25	2.35	4.35	.32	.31

This Dept. is corrected by **A. Schilling & Co.; Tillmann & Bendel.**

In Original Packages.

Pepper, Black	14	18	
Pepper, White	25	30	
Ginger	13	19	
Ginger, Gen Jam	15	21	
Cinnamon, Ceylon	22	25	
Cassia	16	24	
Cassia	16	64	
Cloves	20	36	
Allspice	10	17	
Nutmegs	30	65	
Mace	80	90	
Laurel Leaves, in bales		.07	
Lalrel Leaves, in small lots, 10			

Paprika.

1 oz, doz	1.00	16 oz, doz	7.75
2 oz, doz	1.50	½-lb tins	
4 oz, doz	2.75	5-lb tins	
8 oz, doz	4.50	Bulk, lb	

MUSTARD.

Colman's, ¼s, per lb	.52
Colman's, ½s ,per lb	.48
Colman's 1s, per lb	.48
Colman's 5s, per lb	.43
Durkees ⅛s, per doz	.65
Durkees ¼s, per doz	1.30
Schilling's Best, small	.75
Schilling's Best, medium	1.20

Prepared.

Louit Freres, per doz	2.25
Imitation Freres, per doz	.70
Dusseldorfer, 1 doz pts, case	1.60
Eddy's Salad, small	.90
Eddy's salad ,medium	1.35
Eddy's large	2.00
Webbs, 2 doz. cs	.135
Heinz, 2 doz. cs	1.25

FLAVORING EXTRACTS.

Schilling's Best.

Triple Strength, Pure and Uncolored, Sprinkling Tops.
Full Measure. Never sold in bulk

	Lemon and Others	Vanilla and Rose			
1 oz	1.30	1.80	⅛ oz	7.25	11.00
2 oz	2.00	3.00	16 oz	14.00	21.50
4 oz	3.75	5.75	32 oz	27.00	42.00
6 oz	5.50	8.50			

Folger's Golden Gate.
High Grade—High Price.

	Vanilla and Rose		Lemon and Others
1 oz	1.60	1 oz	1.25
2 oz	2.50	2 oz	1.85
4 oz	4.75	4 oz	3.45
6 oz	6.75	6 oz	4.75
8 oz	9.00	16 oz	12.00
16 oz	16.50	32 oz	23.00
32 oz	32.00	8 oz	6.50

Department 13.

BAKING POWDER, ETC.

This Dept. is corrected by **Hooper & Jennings; Tillmann & Bendel.**

	Royal 1 cs	5 cs	10cs
¼ lbs .cans	$1.38	$ 1.36	$ 1.34
6 oz. cans	1.92	1.89	1.87
½ lb. cans	2.57	2.52	2.50
12 oz cans	3.82	3.75	3.72
1 lb cans	4.95	4.85	4.80
2½ lbs cans	11.65	11.40	11.28
3 lb cans	13.60	13.34	13.20
5 lb cans	22.35	21.90	21.68

An extra discount of 1 % if packed in barrels.

Trophy

4 oz., doz	1.10	2½ lb, doz	9.00
8 oz., doz	2.00	5 lbs., doz	18.00
16 oz., doz	3.50	10 lbs, doz	31.50

Sun Baking Powder

16 oz, doz	$3.90	4 oz, doz	1.20
8 oz, doz	2.20		

Schilling's Best.

Never sold in bulk.

4 oz, gr	16.50	½ lb., doz	10.50
6 oz, gr	22.50	3 lbs, doz	12.00
8 oz, gr	28.00	4 lbs, doz	16.00
12 oz, gr	41.00	5 lbs, doz	20.00
16 oz, gr	53.00	10 lbs, doz	39.00

Folger's Golden Gate.
Guaranteed Pure.

4 oz, gr	16.00	2½ pat, dz	10.00
6 oz, gr	22.50	3 pat, dz	12.50
8 oz, gr	28.00	4 pat, dz	16.00
12 oz, gr	41.00	5 pat, dz	20.00
16 oz, gr	53.00	10 pat, dz	39.00

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CRESCENT.

	Per doz
¼-lb tins..	.65
½-lb tins..	1.25
1-lb tins...	2.00
3-lb tins...	5.50
5-lb tins...	9.00

Rumford Baking Powder.

Case 2 dz. No. ½ cans dz, 22 lbs	$1.40
Case 1 dz. No. 1 cans, dz, 29 lbs	2.80
Case ½ dz. No. 3 cans, dz, 26 lbs	7.50
Case ½ dz. No. 5 cans, dz, 42 lbs	12.50

Less 5 per cent in 5 case lots.
1 case ½'s or 1's free with 10 case lots.

K. C.

10 oz., dz.	.90	50 oz., dz..	4.25
15 oz., dz..	1.35	80 oz., dz..	6.50
25 oz., dz..	2.15		

Pure Cream Tartar.

100-lb bbls	.27	5-lb tins, dz	2.65
50, 25-lb bx	.28	1-lb tins, dz	5.50
5-lb tins, lb.	.40		

SODA.

Churches, A. & H., 30 or 60 1's	.05¼
Same, 60 ½s	.05½
Dwight's Cow Brand, 60 1s	.05¼
Same, 60 ½s	.05½

(12-oz. pkg. ½c more; 8-oz. package ¼c more; 5 cs lots, ¼c less.)

Department 14.

FARINACEOUS GOODS.

This Dep.. is corrected by **Hooper & Jennings; Wm. Cluff Co.**

Miscellaneous Flours

California Family	$4.40	$4.85
Cal. Baker's Extra	4.80	4.70
Rye Flour		5.00
Rye Meal		4.50
Graham		4.50
Whole Wheat		4.50
Colonial		5.00
Sperry's		5.20
Gluten		5.50

Quaker Oats Co.

Quaker Oats, 36 2s	$3.75
Scotch Oats, 36 2s	3.75
Banner Oats, 30 5s	5.00
Saxon Oats, 20 5s	4.75
Zest, 20s	4.50
Apetizo, 24s	3.50

EGG-O-SEE CEREAL CO.

Egg-O-See, 36 1s, per case	2.85
E-C Corn Flakes, 36 1s, case	2.85
5 case lots either	2.75

22

DEL MONTE MILLING CO.

Del Monte Rolled Oats, wood,	7.25
Del Monte Rolled Oats,, sacks, 2 90-lb	6.75
Alta Mills Rolled Oats, wood.	6.75
Alta Mills Rolled Oats, sacks, 2 90-lb	6.25
Del Monte Rolled Wheat, wood	4.30
Del Monte Rolled Wheat, 2 75-lb sacks	3.80

Case Goods.

	Per case
Self-raising Buckwheat Flour 20 cartons, 3½ lbs	$4.00
24 cartons, 3 lbs	4.00
40 cartons, 1¾ lbs	4.00
Cal. Flapjack Flour, 36 2s	4.00
Semola or Nutty Grains, 20 cartons, 4 lbs	3.60
Cal. Cream Flake Oats, 36 2s	3.60
Primrose Wheat, 36 2¾s	3.85
Farina, 24 cartons, 1-lb	1.80

American Milling Co.'s Cereals.

	Per Bbl.
Colonial Ex. Cream Rolled Oats, 180 lbs., (wood)	$7.25
180 lbs., 90-lb sacks	6.75
150 lbs., wood	6.00
Pacific Brand Rolled Oats, 180 lbs. (wood)	6.75
180 lbs., 90-lb sacks	6.25
Bohemian Rolled Oats, 180 lbs. (wood)	6.00
180 lbs., 90-lb sacks	5.50
Colonial Pearl Rolled Wheat, 150 lbs. (75-lb sacks)	3.80
Colonial Granulated Hominy, 200 lbs (wood)	7.75
Colonial Steel Cut Oat Meal, 200 lbs. (wood)	8.25
Brewster's Pat. N. Y. Buckwheat Flour, 200 lbs (wood)	8.25
Colonial Pearled Hominy, 200 lbs. (wood)	7.75
Colonial New Process Buckwheat Flour, 200 lbs (wood)	8.25

Case Goods.

Colonial Ex. Cream Rolled Oats, 36 2-lb pkgs	$3.75
Colonial Self-Raising Buckwheat Flour, 24 3-lb pkgs	3.80
Pettijohn's Breakfast Gem, 2-lb pkgs, to case	3.25

(All prices net.)

23

MISCELLANEOUS PACKAGE CEREALS.

Capital Mills Rld Oats, 36 2s	3.60
36 2s	3.60
Grape Nuts, 1 & 2 doz, per dz	1.35
doz	1.35
Breakfast Gem, case 3 doz	3.25
Wheatine, 36 2s, per case	3.30
Germea, 20 4-lb. pkgs, per case	4.10
Germea, 20 2-lb. pkgs per case	3.20
Flaked Rice, 24 1's	3.00
Dr. Price's Wheat Flake Celery Food per case	2.85
Hecker's Farina, 24 2s, case	2.00
Pillsbury's Best Cereal Vitos, 36 2s	5.10
Cream of Wheat, 36 2's	5.25
Crespo, 36 2's	2.75
Snow Flake, 36 2's	2.80
Malta Vita, 36 1's	4.00
Our Mother's Mush, 36 2s	2.80
Twin Bros. Mush, 36 2s	2.80
H. H Robbins, Cr'mry Bkfst 36 2s	2.80
Carnation Wheat Flakes 20 5s	4.70
A B C Breakfast Wheat 72 2's	5.00
A B C Breakfast Wheat 36 2's	2.60
Nutro, 9s	2.80
Wheaton, 9s	5.20
Morning Meal, per case	2.80

Pancake Flours.

Uncle Sam, 36 2s	3.25
Encore, 36 2s	3.75
Grape Nuts, No. 22, per doz	1.35

H. O. Cereals.

	Case
H-O Buckwheat, 2 doz. 3-lb pkgs, per case	3.75
H-O Pan Cake Flour, cse.	3.90
H-O Oats, 24 2's, per cs.	3.15
Korn Kinks, 36 2s	3.00
Force	4.50

1 set dishes free with 5 cases Force.

Freight paid on country shipments of H. O. goods up to 25c per cent on 5 case lots.

RALSTON MILLS.

Ralston Breakfast Food 36 2s	4.50
Ralston Barley Fo'd, 36 2s	4.25
Ralston Health Oats, 36 2s	4.50
Ralston Hominy Grits, 36 2s	4.25
Ralston Health Crisp 36 2s	2.75
Ralston Select Bran, 24 3s	2.50
Ralston Pan Cake Flour 36 2's	3.75
Ralston Whole Wheat Flr 4 ¼s	5.50

Capitol Mills.

	Per Bbl.
Ex Cream Rld Oats, 180 lbs.	$7.25
Ex Cream R'lld Oats, 180 lbs. (90-lb. sacks	6.75
Rolled Oats, 180 lbs.	6.75
Rld Oats, (90-lb. sks), 180 lbs	6.25
Rolled Oats, 180-lb. bbls.	6.00
Rolled Oats, 90-lb. sacks	5.50
Pearled Rld Wheat, 150 lb.s	4.30
Pearled Rld Wheat (75-lb. sacks), 150 lbs.	3.80
Granulated Hominy, bbls.	7.75
Pearled Hominy, bbls.	7.25
New Process Buckwheat Flour, bbls	8.25
Steel-Cut Oatmeal, "A" (fine) "B" (medium), "C" (coarse) bbls	8.25
Brewster's Pat. New Process Buckwheat Flour, bbls.	8.25

	Per Case
Self-Raising Bckwheat Flour 20-3½-lb. pkgs. in cases	3.80
Self-Raising Bckwheat Flour 24-3 lb. pkgs, in cases	3.80
Farina, 24 1-lb. pkgs in cases	1.60
Mills Ex. Cream Rld Oats, 36 2-lb. pkgs in cases	3.60
Pan-Cake Flour, 36 2-lb. pkgs in cases	3.80

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Farinaceous Goods in Sacks

Manufactured by Local Mills.

Per 100 lbs. in 10-lb. sacks.

Buckwheat Flour, Plain	$4.00
Buckwheat Flour, Extra	4.30
Bckwheat Flour, New Process	4.30
Bckwheat Flour, Self-Raising	5.40
Buckwheat Groats	9.00
Corn Meal, Yellow	2.75
Corn Meal, White	2.75
Corn Meal, Ex Cream Yellow	3.40
Corn Meal, Ex Cream White	3.40
Corn Flour	2.75
Cracked Wheat	3.50
Entire Wheat Flour	3.20
Farina	4.20
Flaked Pearl Wht, 7-lb & 10-lb	3.20
Graham Flour	3.00
Hominy, large	3.40
Hominy, small	3.60
Granulated Hominy	3.80
Oatmeal, plain	4.10
Oatmeal, extra	4.30
Oatmeal, steel-cut	4.30
Oat Groats	4.30
Pearl Grits	3.55
Pearl Barley, No. 1	5.40
Pearl Barley, No. 2	5.40
Pearl Barley, No. 3	5.40
Split Peas, Yellow	5.00
Split Peas, Green	5.00
Rice Flour	7.20
Rolled Oats, 7-lb & 10 lb	4.30
Rye Flour	3.40
Rye Meal	3.20
Wheat Meal	3.40
Pearl Barley, No. 1, 25 and 50-lb. boxes	5.40
Split Peas, Yellow, 25 and 50-lb. boxes	5.00
Split Peas, Green, 25 and 50-lb. boxes	5.00

25-lb. sacks deduct 10 cents per cwt. from price of 10s.

50-lb. sacks deduct 20 cents per cwt. from price of 10s.

PASTES

Imported.

Crown Macaroni, 25 1s, pr pkg	.12
" Spaghetti, 25 1s, pr pkg	.12
" Vermicelli, 25 1s, pr pkg	.12

Imported Style.

Bellac Macaroni, 25 1s, pr pkg	.10
" Spaghetti, 25 1s, per pkg	.10
" Vermicelli, 25 1s, pr pkg	.10
" Alphabet, 25 1s, pr pkg	.12
Wash. Macaroni, 25 1s, pr case	1.90
" Spaghetti, 25 1s, per case	1.90
" Vermicelli, 25 1s, pr case	1.90

Golden Egg.

Macaroni, 48 ½s, per case	1.80
Alphabets	1.80
Spaghetti, 48 ½s, per case	1.80
Vermicelli, 48 ½s, per case	1.80
Noodles, 48 small, per case	1.80
Noodles, 24 large, per case	1.80

Marwelli.

Macaroni, cs 4 dz. No. 1 car, dz	1.20
Spaghetti, cs 4 dz. No. 1 car, dz	1.20
Vermicelli, cs 4 dz, No. 1 car, dz	1.20
Alphabets, cs 4 dz, No. 1 car, dz	1.20

Straight or assorted on above.

No. ½, Extra, per box	.20
No. 1, Extra, per box	.35
No. 1, Extra, 25 lbs	1.10
No. 1, Extra, 50 lbs	2.10
No. 1, Extra, 100 lbs	5.00
Royal, 2s	1.75
Queen's Taste, 12 2s	2.20

Sago and Tapioca.

Pearl Sago	.06
Pearl Tapioca	.06
Flake Tapioca	.05
Minute, 36-¾	2.75
Instantaneous, 50-1s	5.50
Instantaneous, 36-¾	2.75

Department 15.

RICE.

M. J. Brandenstein & Co.

Japan, Tycoon, Fancy Table	5.10
" Rubicon, extra fancy	5.00
" M. J. B., Double Diamond	4.25
Fancy Head, Carolina	6.50 7.00
Louisiana Japan	4.35 5.10

STERILIZED MEALS IN CARTONS PUT UP BY LOCAL MILLS.

ALL NET	Carton	Net Case	Rt'l Pr Pkg.
Buckwheat Flour	36-2 lbs.	$3.65	15c
Buckwheat Flour	20-5 lbs.	4.85	30c
Corn Meal, White or Yellow	36-2 lbs	2.35	10c
Corn Meal, White or Yellow	20-5 lbs.	3.20	25c
Cracked Wheat	36-2 lbs.	3.60	15c
Cracked Wheat	20-5 lbs.	4.60	30c
Graham Flour	36-2 lbs.	2.85	10c
Graham Flour	20-5 lbs.	3.90	25c
Hominy, Large	36-2 lbs.	3.60	15c
Hominy, Large	20-5 lbs.	4.60	30c
Hominy, Small	36-2 lbs.	3.60	15c
Hominy, Small	20-5 lbs.	4.60	30c
Oat Meal, Granulated	36-2 lbs.	3.65	15c
Oat Meal, Granulated	20-5 lbs.	4.60	30c
Steel Cut Oatmeal, A. B. C.	36-2 lbs.	3.75	15c
Steel Cut Oatmeal, A. B. C.	20-5 lbs.	4.85	30c
Pearl Barley, 1, 2, 3	36-2 lbs.	4.75	20c
Pearl Barley, 1, 2, 3	20-5 lbs.	6.20	40c
Rice Flour	36-2 lbs.	6.00	25c
Rice Flour	20-5 lbs.	8.00	55c
Rye Flour	36-2 lbs.	3.60	15c
Rye Flour	20-5 lbs.	4.60	30c
Rye Meal	36-2 lbs.	3.50	15c
Rye Meal	20-5 lbs.	4.50	30c
Split Peas, Yellow or Green	36-2 lbs.	4.45	15c
Split Peas, Yellow or Green	20-5 lbs.	5.70	40c
Whole Wheat Flour	36-2 lbs.	3.00	10c
Whole Wheat Flour	20-5 lbs.	3.85	25c
Gluten Flour	36-2 lbs.	4.30	15c
Gluten Flour	20-5 lbs.	6.00	40c
Farina	36-2 lbs.	3.95	15c
Farina	20-5 lbs.	5.35	30c
Lightning Tapioca	24-1 lb.	2.00	15c
Cardinal Crushed Oats, Premium	20-5 lbs.	4.15	

The Advocate is the LARGEST EXCLUSIVE Retail Grocery JOURNAL west of CHICAGO.

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Louisiana Tongue..... 5.12½
Louisiana Japan
Banzai 5.30
Hawaiian 4.75 5.00
China, No. 1, per
dbl mt..... 6.37½ 6.50
China, Mxd, dbl mt....4.60 4.75
Patna Head 7.00
Caro Head, MJB 40 2s r 20 5s 7.00
Imp. Japan MJB 40 2½-lb... 6.50
Imp. Japan MJB 10 5-lb.... 6.50
Japan Table Queen, 33 3-lb 5.62½
Japan Tble Queen, 40 2½-lb 5.62½

M. Phillips & Co.

Hermosa, Ex fncy, 2½ & 5 lb 7.10
Fiesta, 2½ and 5 lb..... 6.75
Ex Fancy Carolina..... 7.00
Fancy Carolina .....6.00 to 6.50
Hawaiian .....5.40 to 5.75
"Satsuma" No. 1 Imp. Japan.. 6.00
"Toyokome" 5.65
"Togo," Japan 5.50
"Higo," Japan 5.25
"Mikado," Japan 5.10
Texas Japans .....4.50 to 5.50
China No. 1.....5.85 to 6.90
China No. 2.....4.35 to 5.15

W. T. Wellsch & Co.

Samurai, La. Japan.....$4.75
Fuji, La. Japan..... 5.10
Fuji Yama, La. Japan..... 5.30
W (circle), La. Japan..... 5.50
Snow White, Caro. Head..... 6.65
Mardi Gras, " 6.40
Paragon, " 6.15
Virgin, " 2½ & 5 7.10
Honeymoon " " 2½ & 5 6.95
Natural " 3's.... 6.40
Mascot, " 5.65
Best Yet, Japan 3's..... 5.90

Rice Specialties.

Quaker Puffed, 3 doz to case. 3.00

Department 16.
LAUNDRY MATERIALS.

This Dept. is corrected by J. H. Newbauer & Co.; Tillmann & Bendel.

AMMONIA

Greer's Washing Ammonia
First grade absolutely pure.
180 Beaume Strength.
Pints, 2 doz to cs, per doz..$1.65
Qts, 1 doz to case, per doz.. 2.70
½ Gal., ½ doz to cs, per doz. 4.50

Greer's Toilet Ammonia
Lavender and Violet
Pints (2 doz to cs).$2.50 pr dz

Parson's Household Ammonia
(Neutral.)
Pts., 2 doz to case, per doz..$ 1.75
Qts., 1 doz to case, per doz.. 2.65
½ gals, 1 doz to case, per doz 4.50

Washing Ammonia
Standard Grade
Pts, 2 doz to case, per doz..$ .80
Qts, 2 doz to case, per doz.. 1.10

Bluing, Ball
Nuremberg, A, ½s, per lb. .35
Do A. D., ½s, per lb.... .27½
Do A. C. R., ½s, per lb.. .22½

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Crown
German ½s per lb...12½ 13
Do ¼ s, per lb....14½ 15
Deschamp's French, 1's
per lb 27½
Do ½'s, per lb....28½

Bluing, Liquid
Common, pts, 3 dz to case.. .85
" qt, 2 doz to case.. 1.25
" ½ gal, 1 doz to case 2.50

Borax
20-Mule Team, 1's cs of 2
doz $2.25
20-Mule Team, 12-oz cs
of 4 doz..... 3.45
20-Mule Team, ¼'s cs of
8 doz 3.84
(Less 5 per cent in 5 case lots;
Lump, 25 lbs in box..... .09
Powdered, 25 lbs in box.... .09

Chloride of Lime
Brookman's, 1's per lb....7¼
Do ½'s, per lb.....9
Blue Bell, 50 1s, per lb.....6½
Owl, 50 1s.....7

Potash.

	Per case
Babbitt's 4 doz in case.....	3.00
American, 4 doz in case.....	3.00

Lye.
Tomson's Red Seal, 4 dz
to case 4 00
Tomson's 5-lb 12 to cs.. 4 50
American, 1s, 4 dz in case.. 3.05
Babbit's Lye, 4 doz in case 3.10
Metropolitan 4 dz to cs.. 3 00
" 5-case lots... 2 90
Banner, 1 case, 4 doz..... 3.60
Blue Bell, 48 1s..... 2 85
Jumbo, 48 1s..... 1 90
Golden Star, 4 doz to case.. 2.90
Merry Nickel, case 1.75
Merry War, case 2.85

Sal Soda
California, sacks 1 40
California, bbls 1 50

Department 17.
SOAPS.

This Dept. is corrected by Wm. Cluff Co.; Tillman & Bendel.

Peet Bros.

Silk Soap $3 35
A. B. Naptha 4.30
Crystal White 4.00
Fern 3.30
Lily White (Floating) 3.90
Mechanics, 36 cakes in box.. 2.05
Mechanics, 50 in box (5c size) 1.90
Swansdown, 50 bars in box.. 2.00
Pine Tar, 100 cakes in box.. 3.75
Olive Castile, bx doz, pr gr.. 4.80
Mottled Castile, bx 1 dz cakes 4.80
Pure White Castile, 12, 15 or
20 bars to box 3.10
Spring Blossoms, bx 3, wrpd, gr 4.80
Beau Ideal, bx 3, wrpd, gr.. 5.20
Attar of Roses, bx 3, wrpd, gr 5.20
20th Century Buttermilk, box
3 cakes, wrapped, pr gross 5.00
Elder Flower, bx 1 dz cakes 4.80
Turkish Elder Flower, bx 3, gr 5.20

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Turkish Oatmeal, bx 3, wrpd, gr 5.20
Oatmeal, bx 1 dz cakes, pr gr. 4.25
Witchazel, bx 1 dz cakes pr gr 5.00
Bart'nia Bouquet, bx 3 wrpd, gr 24.00
Sweet Narcissus, bx 3, wrpd, gr. 17.50
La Rosa, bx 3 wrpd, pr gr.... 9.00
Maj'tic Series Heliotrope Jasmine, Jcky Clb, Rose bx 3, wrp 9.00
Japan Bouquet, bx 3, wrpd, gr 9.00
Barbers' Cream, 6 lb bxs, pr lb .20

Standard Soap Co.

Gasene, 100 ..... 4 25
Top Notch, 100 10 oz..... 3.25
Yellowstone, 100 14 oz..... 4 00
Marigold, 100 16 oz..... 4 20
Radio, 100 10 oz 3.00
Magno, 100 10 oz..... 6 00
Gold Medal Borax..... 6 50
Purity, "Floating," 5c
size 3 90
Do. 10c size..... 6 25
Do. 10c size, 20..... 1 30
Electric Mineral, 100 16
oz 5 50
Electric Mineral, 20, 16 oz.. 1 15
Peerless Kitchen, 100 10 oz.. 2 85
Peerless Kitchen, 20 10
oz ..... .65

Swift & Co.

Witch Hazel (Swift & Co.).... 5.00
Oat Meal (Swift & Co.)..... 5.00
White Ribbon 3.65
Swift's Pride 3.35
Swift's Naptha 4.00
Elko 3.55
Cream Laundry 4.25
Snap, 60, 16 oz..... 2.65
Snap, 100, 8 oz..... 2.25
Special, Grocers' Assmt (sells
for $9.00, 80% profit)..... 5.00

Miscellaneous.

Mascot $2.65
Wool, 100s, 10-oz..... 7.00
" 100s, 6-oz..... 4.00
Miller's Naphta, 100 14-oz.... 4.35
Mikado, 20 14 oz..... 4.25
Mikado, 20 14 oz..... 1.05
Lenox, 100 ..... 3.20
Lenox, 20..... .70
Ivory, 100 10 oz..... 7.00
Ivory, 100 6 oz..... 4.00
Fairbank's Clairette, 100.... 3.35
Fairbank's Santa Claus, 100.. 3.35
Fairbank's Copco, 100.... 4.00
Fairbanks' Fairy Ovl, 5c.... 4.00
Fairy Oval, 10c..... 7.00
Sunny Monday, 100s..... 4.75



50 large.. 3.50
100 small 2.75

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Lifebuoy, Indry size, 60 cakes.$
" Indry size, 30 cakes..
" toilet size, 100 cakes..
" toilet size, 50 cakes..
Sunlight, Indry shape, 100 cks
Welcome, Borax Indry soap.
Cheerful, high grd Indry soap
Monkey Brand, 100 cakes....
Monkey Brand, 50 cakes.....
Babbitt's, 100 .....
Strker's Kitchen, 100s, 8 oz..
Strker's Kitchen, 20s, 8 oz..
Star of Kitchen Sand Soap..
Gem of Kitchen Sand Soap..
Yacht Club Borax, 200s.....
" " " 100s .....
" " " 20s .....
Nun Nicer Borax, 10 bz.....
Blue Ribbon Borax, 7 oz....

The Genuine.



Price; per case.....$
Packed 100 bars in Case.

Castile Soap

Notre Dame .....
White Virgin, lb.....
White, Conti .....
Mottled, Imported .....

Clover Leaf White .....

SAVON.

Gilt Edge, 100, 16 oz.....$
" 20s .....
Royal, 100, 14-oz.....
" 100 12-oz .....
" 100 10-oz .....
Vermont, 25 4s .....
16 oz., 100s.....
14 oz., 100s.....
12 oz., 100s.....

Scouring Soap

Bon Ami, 3 dz to cs, per cs.$
Sapollo, ½ gross box, per bx
Sapollo, hand, ½ grs bx, pr bx

WASHING POWDERS

Gold Dust, 24 3's, per cs.$
Gold Dust, 100 10 oz....
Swift's Pride, 100 1s.....
Swift's Pride, 24 4s.....
Lavarine, 36 1 lb, pr. cs.
Lavarine, 100 5c pkgs.....
Corn, 50 lbs. (bulk).....
Pearline, 100 6 oz pkgs..
Babbitt's 1776, 6 oz.....
Kleeno, 72 1s.....
Kleeno, 24 3s.....
Kleeno, 100 ½s.....

BABBITT'S BRANDS.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!

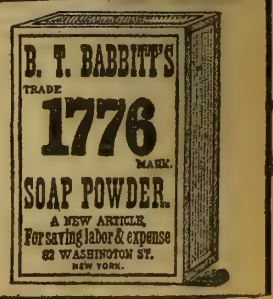


B. T. Babbitt's
Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 41 CLAY STREET. S. F.

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Peet's Seafoam, 24 3s..... 3.75
" " 100 12 oz..... 3.75

Grandma's Borax, powdered 24 3s..... 4.50
" 60 ¾'s 2.40

Department 18.
STARCHES.

This Dept. is corrected by J. H. Newbauer & Co.; Wm Cluff Co.

Kingsford's Oswego.

Silver Gloss 12 6-lb bxs..9
" 40 1-lb pkgs.8½
Corn, 40-lb boxes.....8

NATIONAL STARCH CO.

Lily, Sioux and Niagra Brands.

Corn, 40 1s.....6
Gloss, 48 1s.....6¼
Gloss, 12 6lb.....7
Lanudry (bulk), 50s.....5

None Such Brand.

Corn, 40 1s.....6
Gloss, 48 1s.....6
Gloss, 12 6s.....7
Gloss, 50-lb box.....4¾

Log Cabin.

Corn, 40 1s, per lb.....5
Gloss, 40 1s, per lb.....5½
" 12 6s, per lb.....6

Murdoch's Oswego.

Oswego Corn, 40 1s.....7¼
Velvet Gloss, 40 1s.....7¾
" " 12 6s.....8¼

Blue Ribbon.

Gloss, 48 1s.....
Gloss, 12 6s.....
Corn, 40 12s.....

Miscellaneous

Celluloid, 60 ¾-lb pkgs.pr bx 5 00
Elastic, same, per box..... 5 00
Pop Corn Starch, 40 1s..... 6 50
China, 80s..... 6.00

Department 19.
OILS, PAINTS, ETC.

This Dept. is corrected by Whittier-Coburn Co.; W. P. Fuller & Co.

Coal Oil

Water White, bulk.....10½
Water White, 150 deg bulk..11½
Special Water White, bulk...12½
Pearl, cases, 2 5s.....17½
Astral, cases, 2 5s.....17½
Star, cases, 2 5's 17½
Ex. Star, cases, 2 5's.....20½
Argo, bulk 20
" case 27
Elaine, cases, 2 5s.....26½
Eocene, cases, 2 5s.....20½

Gasoline and Benzine

86 deg. Gasoline, bulk.....30
86 deg. Gasoline, cases.....37½
Benzine, bulk 12
Benzine, cases 19
Stove Gasoline, bulk.....18
" " case 25
Gasoline, 86 deg., bulk.....30
Same, cases, 2 5s.....36½
Red Crown Gasoline, in bulk.18
Red Crown Gasoline, in cases, 2 5s 25
Motor Gasoline, bulk.....18
Motor Gasoline, in cases, 2,5s.25
No. 1 Eng. Dist. Iron Bbls. or Drums 08½
No 1 Eng. Dist., cases, 2 5s..15½
No. 2 Eng. Dist. Iron Bbls or Drums 07
No 2 Eng. Dist., cases, 2 5s..14
V. M. & P. Naptha, in bulk..92
V. M. & P. Naptha,cases,2 5s.19½

Turpentine.

Strictly Pure, cases, 2 5s.....83
" drums of iron bbls..76½

Linseed Oil

Pure, raw, bbls.....55
" boiled, in bbls.....57
" raw, case, 2 5s.....61
" boiled, case, 2 5s.....63

Castor Oil

Baker's AA, cases, 2 5s..... 1.30
No. 1, cases ,2 5's..... .70
2 oz ..... .65
4 oz ..... .90
8 oz 2.00
2 5-gal tins, per gal..... 1.30

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Lard Oil

	Bbl.	Case
Strictly pure	.90	96
Sup. Win., str	.85	91
No. 1	.75	81
1 oz		.45
2 oz		.55
4 oz		.85

Neatsfoot Oil

Cooper's	.80	85
Extra	.70	75
No. 1	.65	70

Lubricating Oils

	bbls	Case
Star Cylinder Oil	.60	65
Columbia Cylinder	.40	65
Gem Cylinder Oil		..
Ruby Cylinder Oil		..
Star Machine Oil	.30	25
Star Dynamo Oil	.50	55
Star Spindle Oil	.50	55
Star Sep'tor Oil	.50	55
Red Engine Oil	.27	32
600 M Cylinder	.45	50
FFV Cylinder	.80	85
Med. Ruby Eng.	.30	35
Castor Machine	.23	28
Auto-Cylinder	.60	65
Gas Engine	.30	35

Miscellaneous Oils

Union Salad Oil	.70	76
Pure Sperm Oil	.70	75
No. 1 Polar	.40	45
China Nut Oil, ordinary	—	85
China Nut Oil, No. 1	—	90

White Lead

Whittier, in kegs	7¾	8½
Pioneer, " "	7¼	8¼

Dry Paints

English Paris White, bbls.	$1.60	
Whiting, barrels	1.20	
Prince's Min'l B'wn, bbls.	1.65	
Yellow Ochre	1.50	1.65
Eng. Ven. Red, bbls.	1.50	1.75

Department 20.

This Dept. is corected by Pac. Coast Biscuit Co.

CANDIES.

Lozenges
5-lb. boxes)

XXX Peppermint, pals.	.13	.16
Thin Peppermint		.15
TT Peppermint		.16
Musk, fluted, pails		.22
Cinnamon, Lemon, Sassafras, Rose		.18
Midget fruit		.20
Conversation and hrts.		.15
Liliput Conv. & herts.		.17
Midget Conv. Lozenges.		.18
Crown T. T. Loz, 24 5c pkgs		.80
Aurora Lozenges, 24 5c pkgs		.80
Cough Troaches, 5-lb bx		.25
Eagle Wafers, Peppermints ,Wintergreen		.25

Mixed Candy
(30-lb pails)

Plain Mixed	9
Royal Mixed	12½
Grocers' Mixed	10½
Yankee Mixed	13
American Mixed	13
Fancy A Mixed	15
Fancy C. Mixed	14½
French S. Mixed	16
French No .1 Mixed	18
French Extra Mixed	20
Lady Mixed	15
Broken Mixed	9

Steam Panwork

Anise Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Bird's Eggs	17
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed ,smooth	22
Caraway Seed, pearled	22
Celery Seed	22

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Cinnamon Beans large red	15
Cinnamon Beans, imperial	17
Coriander Seed, pearled	23
Jelly Beans, pails..12½	14
Jelly Bird's Eggs	17
Jelly Cranberries	17
Jelly Limes	17
Jelly Raspberries	17
Jordon Almonds, fine	45
Jordon Almonds ,imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Cream Goods.

(5-lb boxes)

Fondans Creams	14
Hand Dipped	20
Hand Dipped, with nuts on	22
Fruit and nut Ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	32

Chocolates.

(5-lb boxes)

Chocolate, plain	14
Chocolate ,Hand Made	20
Chocolate Dipped Bonbons	20
Chocolate Dipped Bonbons with nuts	22
Chocolate ,Climax ,30-lb pails	16
Chocolate Chips	25
Chocolate Nonpareil Drops	20
Chocolate Wafers	22
Chocolate Cream Tablets 30 in box	1.10

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5 lb tins	.28
Occidental Marshmallows, 3 lb tins	.30
Dipping Marshmallows, 5-lb boxes	.25
Angel Food, 5-lb boxes	.20
French Nougat, 30 5c slices in box	1.00
Walnut, Apricot ,Spanish Nougat, 5-lb boxes ,lb	.25

Sundries.

Opera Carmels	.19
Rock Candy ,white & red	.15
Rock Candy, brown	.16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Licorice Tablets, 5-lb box	1.25
Licorice Tablets, 24 5c bx	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.25

Gum Goods

(5-lb boxes)

A. B. Gum Drops, asstd	9
A. B. Gum Drops licorice	9
A. B. Gum Drops, cryst'zd	11
A. B. Bonbons, plain inbls	7
A .B. Bonbons, fancy, inbl	7½
A. B. Bonobns ,fancy, crystalized, 5-lb boxes	15
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares ,assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste ,plain	17
Fig Paste, tricolor	18

Chewing Gum.

	Single	Box
Sweet Heart, per box		.60
Sen-Sen, 20 pieces		.60
Sweet Heart, 20 pieces		.60
Blood Orange, 20 pieces		.60
Chiclets, 40 5c pkgs		1.25
Chiclets, 10 10c pkgs		.80
Newton's Pepsin, 20 pkgs		.60
Pearlo, 10 5c package		1 00

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Department 21.

CRACKERS.

Animals	12½
Animals Iced	15
Assorted	12
Assorted Extra	14
Assorted	12
Assorted Extra	14
Automobiles	12
Assorted Fingers	15
Boston	.00
Butters, Templar	.09
Champions	.09
Chocolate Wafer	.18
Coco Taffy	15
Cocoanut	.15
Currant Cakes	12½
Cornhills	.11
Cherry Marshmallow	.18
Cracker Meal	.06
Cracknel, plain	.22
Creole Belle	.16
Dainty Chip	.14
Dainty Marshmallow	.16
Digestives	.09
Egg Jumble	.14
Fig Bar	.14
Fruit, Iced	.15
Fruit Biscuit	.14
Fine and Dandy	.18
Fruit Sultanas	.14
Golden Cream	.15
Graham Gems	.09
Ginger Cake	.10
Ginger Nut	.11
Graham	.10
High Tea	.15
Honey Comb, Iced	.14
Honey, Frosted	.14
Iced Sweets	.14
Iced Squares	.14
Jennie Lind	.12
Lemon Snap	.12
La Grand	.11
Lemon Biscuit	.14
Lemon Wafer	.14
Little Egypt	.14
Lunch Banquet	.14
Lunch, Oakland	.09
Lunch, Coast	.09
Monitor	.09
Marshmallow, Walnut	.16
Nicuacs	12½
Nicuacs, No. 1	.11
Orange Wafer	.14
Oysteretts	.08
Pilot Bread	.04
Pretzel	.10
Popular, Mixed	12½
Picnics	.07½
Pilot, Extra	.05
Pretzelletts	.11
Pineapple Delight	.16
Red Cross Oyster	.09
Salien Snowflake	.14
Snowflake	.14
Seed Cake	.12
Salted Fingers	.10
Snowball	.16
Saloon Pilot	.07
Sugar Cookies	.12
Soda	.06½
Soda, Extra	.07
Soda, Saloon	.07
Soda No. 1 (5c seller) doz	.50
Soda No. 2 (10c seller)	.08
Soda No. 3 (25c seller)	.20
Soda	.08½
Soda Extra	.07
Strawberry Wafer	.14
Star Butter	.09
Vanilla Biscuit	.14
Vanilla Snap	.12
Wafers, Assorted	.16
Walnuts, Marshmallow	.16
Your Sweets	.18
Zephyr Pilot	.09
Big Four Snaps, doz	.50
Railroad Lunch doz	1.00
Gingerette-Lemonette, doz	.50
Chocolette-Strawberrette, dz	.50
Banquet Lunch (cartons)	.15
Banquet Lunch, 2-lb tins	.50
Saline Snowflake, 2-lb tins	.50
Grahams, 1-lb cartons doz	1 00
Del Monte Tea (carton) dz	.75
Water	12½

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Department 22.

FANCY GROCERIES.

This Dept. is corected by Wellman, Peck & Co.

Wellman, Peck & Co.; Haas Bros.

Bouillion Capsules.

Armour's, 10 capsules in box per doz boxes 3.00

BEEF EXTRACT

"Rex," 2 oz per doz..... 4.40
" 4 oz " " 8.00
" 8 oz " " 14.75
" 16 oz " " 27.50
Marshall's 2 oz, per doz.... 2.65
" 4 oz., per doz..... 4.75
Liebig's 2 oz, 32 12s to cs, dz 4.50
" 4 oz,16 12s to cs " 8.40
" 8 oz, 8 12s to cs, " 15.90
" 16 oz, 4 6s to cs, " 29.75
Libby's, 2 oz, per doz..... 4.45
" 4 oz, " " 8.00
" 8 oz, " " 14.00
" 16 oz, " " 26.00

Capers.

Capotes, 1 d in case....1.00 1.50
Nonpareil, small 1.50
Nonpareil, large 2.25
Nonpareil, Imperial qts. 10.00
" .2 litre... 20.00
" .4 " ... 37.50

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes ⅛s and ¼s 25
Eagle, 12 1s.....25
Premium, 12 1s 33
Vanilla, 12 ⅛s.....44
Powdered, ¼s, ½s, 1s 12 lb boxes 29
Subject to quantity discounnt.

Ghiradelli's. In paper.

Eagle, 24 1-lb.....23
Eagle, 12 1-lb.....23½
Eagle, 12 ½-lb.....25
Eagle 12 ¼-lb.....26
Crescent, 6, 5 to lb.....21
Crescent, 12, 6 to lb.....19½
Cal. Sweet, 6, 6 to lb.....25½
Cal. Sweet, 12, 6 to lb.....24
Monarch, 12 and ½ lb.....28
Monarch, 12, 1-lb.....27
Monarch, 12, ½ lb.....27
Star, 24 1-lb 21
Star, 12 1-lb.....21½

Ground. In tins.

Ghirardelli's, 12 1-lb.....28½
" 24 1-lb tins 28
" 60 1-lb tins 27½
" 20 3-lb tins 26
" 6 3-lb tins.....26
" 6 10-lb tins 25½
" 1 35-lb tins 25

In delivery cases.

Ghirardelli's, 60 3-lb tins....26
Venard's, 24 1-lb tins.....21
Venard's, 20 3-lb tins.....20
Miner's, 12 1-lb tins.....23½
Miner's, 24 1-lb tins.....23
Miner's, 20 3-lb tins.....22

COCOAS.

Baker's Bkfst, ½s, 1s and 5s.42
Van Houten's, ½s and 1s..83
Van Houten's, 1s.....80
Royal Dutch, 12 ½s.....77
Royal Dutch, 12 1s.....60
Epps's, 14 ½s.....38
Fry's, 12 ½s.....39
Webb's, 6 ½s.....23
Lowney's, 6 ½s.....37
Ghirardelli's Bkfst, 6 ½s....40
" Bkfst, 12 ½s....40
" Cacao, 6 & 12 ½s..32
Miner's Bkfst, 6 ½s 37½
Miner's Bkfst, 6 1 5s.....39
Van Emgon's Dutch, 1-lb....90
Van Emgen's Dutch, ½-lb....70
Van Emden's Dutch, ½-lb..75

Cereal Coffee.

Postum, 24 ½'s, per doz....$1.35
Postum, 36 ¼s, per doz..... 2.25

Chutney.

Bombay, assorted qts..... $6.25
" assorted pts..... 4.00
" Major Grey qts.... 7.00
" Major Grey, pts.... 4.50

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CIDER.

Mott's boiled, doz qts..... 3.25
Monroe's, champagne, doz.. 2.50
" boiled, doz..... 2.75
Bidwell's, " " 2.50

COCOANUT.

Baker's.

Baker's Drifted Snow, pails. 14
Bbls. 126 lbs.....13
Brazil shr'ded or Table Talk. long thread, 20-lb pails lb.14
" 150-lb bbls, per lb.13
Table Talk in parchment bgs, cases of 30's, 60½'s or 30½'s and 15 1's.....14½

Schepp's.

Shredded 1-lb pkgs, per lb..23
" ½-lb pail, per lb..24
" ¼-lb pail, per lb..25
" 12 5c pkgs.....47½

Dunham's.

Shredded, 1-lb ppr, per lb...27
" ½-lb ppr, per lb..28
" ¼-lb pksg, per lb.29

COFFEE SUBSTITUTES.

Postum Cereal.

No. 1, 2 dz. sml pkgs, per dz 1.35
No. 3, 3 dz. lrg pkgs, per dz 2.25
No. 0, 1 dz. lrg pkgs, per dz 2.25

CONDENSED MILKS.

BORDEN'S

CONDENSED MILK CO.

All Borden's Brands Guaranteed.



Eagle Brand—

Condensed Milk, 4 doz.... 6.80

Pioneer Brand—

Evaporated Milk (Unsweetened)
Tall Cans, 4 doz..... 4.25
Small Size, 4 doz..... 2.00
Challenge 4.65
Floral 4.50
Rose 4.75

Borden's Malted Milk.

Trial size, pe rdoz.....90
Small Size 4.00
Large ize 8.00
Hospital Size.....33.00

Alpine Milk.

20-oz, 1 to 5 case..... 4.15
20-oz, 5 to 10 case..... 4.05
20-oz, 10 to 25 case.....
20-oz, 25 to 50 case.....
20-oz, 50 cases or more....
8-oz, 96 to case.....
Gal., 6 to case.....

Carnation Milk.

20 oz, 1 to 4 case..... 1.05
20-oz, 5 to 9 case..... 4.00
20-oz, 10 to 24 case..... 3.95
20-oz, 25 to 49 case.....
Gal., 6 to case, 10c less.

Miscellaneous.

St. Charles, 4 doz in case....$4.60
St. Charles, 5 case lots..... 4.50
Jersey, 4 doz, per case..... 4.00
Lily 4.25
Highland 4.25
Pet, Eam., 4 doz to case.... 3.35
Baby Pet, 6 doz to case..... 3.00

Coffolene.

	Single cs.	5 cs.	10 cs.	25 cs
Small	7.25	7.15	7.10	7.00
Medium	7.25	7.15	7.10	7.00
Large	7.25	7.15	7.10	7.00

Bromangelon.

(Straight and assorted flavors: Raspberry, Lemon, Strawberry, Orange, Cherry, Chocolate).

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Large, 2 doz, per doz..... 1.20
Small, 3 doz, straight or assorted, per doz..... .90
Silver White Keystone, per dz 1.00
Minute, per doz 1.00
Knox's, per doz.....$ 1.30
Knox's per gross.....15.00
Knox, Acidulated, per doz.. 1.20
Cox's, per doz..... 1.15
Keck's, per doz..... 1.10
Plymouth Rock ..... .90
Plymouth Rock 1.20
(1 doz. free with 3 doz.)
Sheet ..... .35

Ginger Confections.

China, per case of 6 stone jars 2.50
China, Chyloong small stone pots, per doz.....
Crystallized glace, ½-lb. tin, per doz. 2.50

Hops.

No. 1, ¼ lb, 30-lb box, lb.... .30
No. 1, 1 lb, 30-lb box, lb.... .30
Less than 30-lb boxes..... .31

Junket Tablets.

1½ doz. in container, per dz .50

Lemon Sugar.

Gilt Edge, 24½s, per doz.. 1.37½
Gilt Edge, 24 1's, per doz.. 1.85

Lime Juice.

Tahita, 24 8 oz. per doz....$1.25
Tahita, short measure, 16-oz. 1.50
Tahita, full measure, 32-oz..2.50
Tahita, bulk, gal..... 1.00

Olives.

Bottled.

Queen Olives, 10 oz, oval,pts, 2 doz 3.00
Fluted Stuffed Olives, 5 oz., 6 doz 1.10
10 oz., oval olives, pts, 2 dz 2.50
Baby Pimolas, 10 oz., 2 doz.. 3.65
Baby Pimolas, 24 18s..... 6.25
Manzanilla, 8 oz, 4 doz.... 1.25
Manzanilla, 5 oz, 4 doz.... 1.10
American Ripe, pts, tin, 2 dz 2.25
American Ripe, qts, 2 doz... 3.75
Old Mission Ripe, pts, 4 doz. 1.80
Old Mission Ripe, qts, 2 doz. 3.25

White Label, 5-oz., Manzanillas.

Per doz

5-oz., Manzanilla..... 1.30
8-oz., Queen 1.85
10 oz., Queen..... 2.35
14 oz., Queen 3.75
22 oz., Queen..... 5.75
32 oz., Queen 9.00
64 oz., Queen.....16.00
5 oz., Stuffed 1.30
10 oz., Stuffed..... 2.65

Olive Oil.

1 doz qts (California) per dz 8.00
2 doz pts, (California) per dz 4.25
4 doz ½ pts(California) pr dz 2.25
Gallon tins, each.... 2.50
½ gal. (California) each..... 1.50

Nicello Brand.

4 doz ½ pts, case..... 9.00
2 doz pts, case..... 8.50
1 doz 22 oz., case..... 9.00
1 doz qts, case..... 8.00

Old Mission.

1 doz qts., case..... 8.00
2 doz pts., case..... 9.00
2 doz ½ pts..... 4.80

Grogan's Purity Olive Oil.

Qts., 6 to gal, 12 to cs, pr cs. 7.50
Pts., 12 to gal, 24 to cs, pr cs.. 8.00
½ pts., 24 to gal, 48 to cs, pr cs 8.50
Gal. Can, 8 to case, per can. 2.40
½ Gal Can, 12 to case, pr can 1.30

Mushrooms.

doz.

Le Court, 100 to case..... $3.25
La Forrest, 100 to cs..... 3.00
Hotel, 100 to case..... 2.40
Fancy Stuffed, pts..... 4.00

Peanut Butter.

Heron's 2 doz to cs, per doz 2.40
Imperial, 2 dz, No. ½, glass, dz 1.10
" 2 dz, No. ½, glass, dz 2.10
" 1 dz, No. 1, glass, dz 3.25

Peels.

Citron, 25-lb box..... .23
Citron, 10-lb box..... .23½
Lemon, 25-lb box..... .15
Lemon, 10 lb box..... .15½
Orange, 25-lb box..... .14
Orange, 10-lb box..... .14½

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Plum Pudding.

Curtice, Individual, doz.....$1.10
" No. 1, doz..... 2.50
" No. 2, doz..... 4.50
" No. 3, doz..... 6.50
G. & D., 1s, 2 doz to cs, dz.. 2.60
" 2s, 12 to cs, doz.. 4.50
" 3's, 6 to case, doz.. 6.50
" 4's, 6 to case, doz.. 8.50
R. & R., Individual, doz.... 1.00
" 1's, per doz..... 2.65
" 2's, per doz..... 4.60
" 3's, per doz..... 7.10

Salad Dressing.

Durkee, small, 2 dz per doz.. 2.50
" large, 1 doz, pr doz 4.25
" picnic size, 4 dz, pr dz 1.00
My Wife's, 1 doz, 16-oz. case 3.25

Salad Oil.

Tierces, about 50 gal., gal..$ .75
1 gal. tins, 10 to case, gal.... 1.00
5 gal. tins, 1 to case, gal.... .95
½ gal. tins, 20 to case, gal.. 1.10
Quart bottles, 12 to case, doz 2.75
Pt. Bottles, 24 to case, doz.. 1.50
½ pt. bot., 36 case, doz.....

Saratoga Chips.

(Less 5 per cent.)

Bulk, 15-lb box..... 3.60
Cartons, 6-oz., 24 in case, doz 1.30

SALT.

Cal .Table & Dairy, 75 2's, 60 2½'s, 50 3's, 30 5's, 15 10's and 8 20s, per bale..... 1.75
Do 50-lb bags, ton.....11 00
Leslie's Sterilized, 75 2's, 50 3's, 40 4's, 30 5's, 15 10's, and 8 20s, per bale..... 2.25
Do. 50-lb bags, ton.....11.50
Leslie's. 50s 20.00
Imptd Liverpool, 50s, ton....20.50
" " 100s, ton....19.50
" " 200s, ton....19.00
Genuine Werrington,50s,pr ton20.00

H. R. H. Liverpool.

Bales of 75, 2's per bale....$1.75
Bales of 50 3's, 40 4's, 30 5's, 15 10's 8 20's per bale... 1.75
Bags, 50's, per ton.....11.00

Worcester.

Worcester Dairy,bbl 320 lbs (5 bbls 5.25)..... 5.00
Worcester Dairy, bbl 320 lbs, 10 bbls 4.50
Worcester Table, 140 2s, 100 3s and 60 5s.....1 bbl 5 bbl 5.50 5.25
Worcester Table,30 10s..5.25 5.00
Worcester Table, 50lb sacks, Irish Linen ..... .90 .85

Rock Salt.

Half-Ground, 100-lb. sks, ton 9.50
" " 50s, ton.....10.00
Stock, 100-lb sack, per ton... 9.00
" 50s, ton 9.50

Package Salt.

Leslie's Sterlized, 48 2's..... 2.75
" " 24 3's..... 2.00
" " 20 5's..... 2.50
" " 50 2's..... 3.60
R. S. V. P., 2s, 24 to case... 2.80
R. S. V. P., 3s, 24 to cs, pr cs. 2.00
R. S. V. P., 5s, 20 to cs, pr cs. 2.50
Log Cabin, 24 2s..... 1.70

Celery Salt.

Durkee's, 1 doz in box..... 1.25

SOUPS.

Anderson's 20 varieties..... .90
Campbell's, 21 varieties..... .90
Snider's, Tomato, 3's..... 2.80
" " 2's..... 1.85
Van Camp's, 21 varieties.... .95
Libby's, 2 s, assorted..... 2 35
" 1's, " 1 40
" concentrated, 1's..... 1 00

Franco-American.

	Qts	Pts.
Mock-Turtle, Ox-Tail, Consomme, Bouillon,Julienne, Vegetable, Beef, Pea..	3.15	1 80
Chicken	3.50	2 00
" Gumbo	3.30	2 00
Green Turtle, thick.....	7.00	3.60
" " clear	9.50	....
Mulligatawney	3.50	2.00
Tomato	3 15	1 80
Assorted	3.25	1.85

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Truffles.

1-16 glass, per doz	3.60
1-16 tins, per doz	2.75
⅞ tins, per doz	5.25
¼ tins, per doz	10.45
½ tins, per doz	20.35

Yeast Cakes.

Magic Yeast, case	1.20
Yeast Gem, case	1.15
Great Western	1.00
Gillet's Magic	1.20
Yeast Foam	1.20

This Dept. is corrected by **Fillmann & Bendel; Pac. Vinegar & Pickle Works.**

CATSUPS.

Snider's, qts. doz	3.75
" pts "	2.40
" 1½ pts, "	1.40

Griffon's.

½-pints, per doz	1.12½
Pints, per doz	1.85
Quarts, per doz	3.25

Miscellaneous.

Campbell's, ½ pts, doz	1.15
Heinz, 10-oz	[illegible]
" 12-oz	[illegible]
" 17-oz	[illegible]
Blue Label, 25 ½-pts. to cs	[illegible]
Blue Label, 25 pts to cs	[illegible]
Blue Label, 12 qts to cs	[illegible]
Golden Star, gal jugs, doz	[illegible]
" " qt. jugs, doz	4.45
" " pt jugs, doz	2.35
" " ½ pt jugs, doz	1.40

Long's Fruit Catsup.

Pts, 24 to cs, case	4.75
½-Pts, 48 to cs, "	5.75
" 2, 5 and 10 lbs, lb	1.60

SAUCES.

Holbrook's, ½ pts	2.40
Lea & Perrin's, small	2.75
Lea & Perrin's, medium	5.00
Lea & Perrin's, large	8.25
5 cases, 5c per doz less.	
Tobasco, McIlheny	4.00
Tobasco, New Iberia	3.50
Bengal Worcester, ½ pt	.85
Bengal Worcester, pt	1.25
Pepper, sprinkle top, ½ pt	2.00
Superior Pepper, small	.90
Superior Pepper, large	1.50
Libby's Manchester Sauce, 24½ pints, per doz	1.20

HORSE RADISH.

Picnic Gems, doz	.95
Pints, doz	.95
Medium, doz	1.30
Quarts, doz	2.50
10-Gal. Kegs, gal	.78
5-Gal. Kegs, gal	.80
2-Gal. Pails, gal	.85
1-Gal Pails, gal	.90
Standard Kegs, 10s, keg	6.50
" " 5s, keg	3.25
" " 3s, keg	2.00

FRENCH MUSTARD.
(In bulk.)

	Cal. Home Brand	Stan-dard
Bbl, per gal	.35	.30
½ bbl, per gal	.37	.32
¼ bbl, per gal	.40	.34
10-Gal Keg	.42	.36
5-Gal. Keg	.45	.38
2-Gal. Pail	.50	.45
1-Gal. Pail	.60	.55
Standard Keg, 10s	3.50	3.00
" " 5s	1.75	1.50
" " 3s	1.50	1.25

In Glass, Cal. Home Brand.

8 oz, 2 dz to case, per doz	.95
14-oz, 2 doz to case, per doz	1.75

Standard.

6-oz, small bbl	.80
8-oz, Dusseldorf	.90
16-oz, "	1.40

SAUERKRAUT.
Cal. Home Brand—Dry Pack

Bbl., 50-gal	15.00
½-bbl., 32 gal	10.50
¼-bbl., 15 gal	5.50
10-Gal Kegs	3.25
5-Gal Kegs	1.75
2-Gal Pails	.85
1-Gal Pails	.60
Standard Kegs, 10s	2.50

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Department 24.

GROCERY SUNDRIES.

This Dept. is corrected by **Haas Bros.; Wm. Schuff Co.**

Axle Grease.

H. & L., per case	$1.60
C. & S., 2-doz case, per case	2.00
" 5 case lots	1.95
" 10 case lots	1.85
Frazer's, 2 doz tins, per case	2.25
Frazer's, 4 doz wd, per case	3.60
Frazers, 15-lb pails	1.00
Mica, 3 doz tins, per case	2.60
Castor Oil, 2 doz 1s	2.60
Universal, 2½, light	2.00
Universal, 2½, dark	1.75

Paper Bags.

Automatic, Self-Opening, 500 in pkg., List.

¼-lb	$1.00	8-lb	4.80
½-lb	1.20	10-lb	5.20
1-lb	1.60	12-lb	6.30
1½-lb	1.70	14-lb	8.30
2-lb	2.00	16-lb	9.00
3-lb	2.50	20-lb	10.00
4-lb	2.90	25-lb	11.00
5-lb	3.40	30-lb	13.00
6-lb	4.00	35-lb	15.00
7-lb	4.40		

Sizes 8 to 35 lbs.

Sugar Bags, broad bottom, lb .06

Discounts from above list:
Cheapest, 50%.
Eagle or Equal, 50%.
White bags, 50%.
Lion, 40%.
Mikado (stripped) 40%.

Bluestone.

Barrels, per lb	.13
5 bbl lots, per lb	

BATH BRICK

Bristol, 2 doz, per case	.95
Powdered, 20 1s, per case	1.15
Powdered, 40 ½s, per case	1.25

CANDLES.
Adamantine.

Adam, 14-oz., 20s	.11½
" 12-oz., 20s	.10½
" 10-oz., 20s	.10
Hotel, 40s, 12-oz	.10¾
(Wrapped ¼c higher.)	
Chippewa, 1 oz	.07¾

Torchlight

Stearic Acid, 12 oz, 20s	.10¼
" 14 oz, 20s	.11¼
" (wrap) 16 oz 20s	.13¼

Stearic.

Schneider's 14-oz., 20s	.14
Schneider's 14-oz., 40s	.13¾
Schneider's 16-oz., 20s	.15¾

Parafine, Etc.

	Per lb.
4s, 6s, in cartons of 36-lb bxs	11
12s, in cartons of 36-lb bxs	11¼
½-lb, in cartoons of 25-lb bxs	11
1-lb cartons of 25-lb bxs	11
Colored, 1c higher.	
Beeswax, pure for churches	.35
Do No. 2	.27½
Do No. 3	.22½
Christmas, all sizes	.09
Do holders, per gross	.85
Wax Tapers, per doz pkgs	.80
Do Per gross	8.00
Night Lights, German, on pap & wd, per doz	.40
Do French, on tin, doz 85,	1.25

Werks

16 oz, S. A., 40s, (wrap)	.16¼
16 oz, S. A., 20s	.15⅞
14 oz., S. A., 40s, (wrap)	.14
14 oz, S. A., 20s	.13⅞
14 oz, Adam, 20s	.11¾
12 oz, Adam, 20s	.10¾
10 oz. Adam 20s	.09

Standard Oil Company.
Electric Light.

	Per Set
6s, 16 oz., 20 sets	.12¼
6s, 14 oz., 20 sets	.11¼
6s, 12 oz., 20 sets	.10¼
6s, 10 oz., 20 sets	.09¼
12s, 12 oz., 40 sets (hotel)	.10¼

Granite Mining.

	Per Set
6s, 16 oz., 40 sets	.12¾
6s, 16 oz., 20 sets	.13

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Department 26.

PICKLES, VINEGAR, RELISHES, ETC.

This Department is corrected each week by the Pacific Vinegar & Pickle Works.

PICKLES IN BULK
California Home Brand

Uniformly Assorted by Hand and Count Guaranteed.	Sour ½ bbl 32 gal	Sour ¼ bbl 16 gal	Sweet ½ bbl 32 gal	Sweet ¼ bbl 16 gal
Special Small Gherkins ½ bbl. 6000, ¼ bbl 3000			24.00	12.50
Special Small Mixed Same count			24.00	12.50
Gherkins ½ bbl 4000, ¼ bbl. 2000			21.00	11.00
Mixed Same count			21.00	11.00
Special Small Medium Pickles ½ bbls. 3000, ¼ bbls. 1500	13.00	7.00	18.00	9.50
Special Small Medium Mixed Same count	13.00	7.00	18.00	9.50
Smal. Medium Pickles ½ bbls. 2000, ¼ bbls. 1000	12.00	6.50	16.00	8.50
Small Medium Mixed Same size	12.00	6.50	16.00	8.50
Chow Chow			15.00	8.00

Package Count	Bbl 1800	Bbl 1500	½ bbl 1200	¼ bbl 600	½ bbl 1000	¼ bbl 500
DILLS	15.00	14.00	10.00	6.00	9.50	5.50

Jumbo Dills.—bbl., $12.00; ½ bbl., $8.50; ¼ bbl., $4.50.

California Home Brand.
Sour and Sweet, (Plain or Mixed), German Dill, Chow Chow and Onions

	No1 Sml	No2 Mdn	No3 Lrg	Dills	Swt Mid gets	Sweet Gher-kins	Chow Chow	Pearl Onions
Barrels, 50 Gals	$0.36	$0.33	$0.28	$0.28	$0.60	$0.55	$0.40	$0.80
½ Barerls, 32 gals	.38	.35	.30	.30	.62½	.57½	.42	.82
¼ Barrels, 16 gals	.40	.37	.32	.32	.67½	.62½	.44	.84
Kegs, 10 gals	.42	.39		.34	.67½	.62½	.46	.86
Kegs, 5 gals	.44	.41		.36	.70	.65	.48	.88
Pails, 5 gals	.44	.41		.36	.70	.65	.48	.88
Pails, 2 gals	.55	.50		.38	.75	.70	.60	1.00
Pails, 1 gal	.65	.60		.50	.85	.80	.70	1.10
Sd kegs, 10s, 8 gals	3.50	3.25	2.00	2.75	5 50	5.00	3.75	7.25
Sd kegs, 5s, 4 gals	1.75	1.65	1.00	1,50	3.00	2.75	2.00	3.75
Sd kegs, 3s, 2½ gals	1.25	1.15	.85	1.00	1.75	1.60	1.50	2.25

"CENTAUR BRAND"
Sour (Plain or Mixed), German Dill, Chow Chow and Onions
Midgets Small Medium Select'd Dills Chow Onions

	No1 sml	No2 Mdn	No3 lrg slct,	Ger man Dils	Chow Chow	Cauli. Onions
Barrels, 50 gals	$0.33	$0.30	$0.25	$0.25	$0.32	$0.25
½ Barrels, 32 gals	.35	.32	.27	.27	.34	.27
¼ Barrels, 16 gals	.37	.34	.29	.29	.36	.29
Kegs, 10 gals	.39	.36	.31	.31	.38	.31
Kegs, 5 gals	.41	.38	.33	.33	.40	.32
Pails, 2 gals	.51	.47		.35	.50	.40
Pails, 1 gal	.64	.57		.45	.60	.50
Stand Kegs, 10s, 8 gals	3.25	3.00	1.60	2.50	3.20	2.50
Stand Kegs, 5s, 4 gals	1.65	1.50	.80	1.35	1.60	1.25
Stand Kegs, 3s, 2½ gals	1.15	1.00	.70	.90	1.10	1.00
Stand Pail, 5s, 4 gals			.90			

PICKLES IN GLASS
California Home Brand

Pat. Top—English or Octagon	10 oz	½ Pt.	Pt.	Qt.
Gehrkins Sour	1.35	1.60	2.30	4.50
Mixed Pickles	1.35	1.60	2.30	4.50
Chow Chow	1.35	1.60	2.30	4.50
Pearl Onions	1.75	2.00	3.25	
Sweet Gherkins	1.75	1.90	2.75	5.00
Sweet Mxd Pickles	1.75	1.90	2.75	5.00
Seref Gurken			2.75	5.00

CENTAUR BRAND
American Style—Square Bot Eng. style, Round Bot.

	Pts.	Qts.	½ Gal	Gal.	½ Pts	Pt.	Qt.
Gherkins	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Mixed Pickles	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Chow Chow	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Picalilli	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Mexican H. t	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Cal. Onions	1.20	1.75	3.00	5.00	1.20	1.75	3.00

TOMATO CATSUP.

	In Glass, per doz. ½ Pt.	Pt.	Qt.	Jugs, per Jug ½ Gl.	1 Gal	2 Gal	1 Gal. Tins Scr tp	Fl tp
Cal. Home Brand	1.35	*2.25	3.25	.70	1.00	1.90	.80	.75
Service				.50	.85	1.60	.65	.60
Sunset	.90	1.65	2.75	.35	.60	1.20	.55	.50

*Case free with five.

41 42 43 44

Tomato Catsup—In Bulk.

	Bbl. 50 Gl.	½ Bbl. 32 Gl.	¼ Bbl. 16 Gl.	10 Gl. Keg	5 Gl. Keg	St'ndard kegs 10's	5's	3's
Cal. Home Brand	...55	.60	.65	.68	.70	5.50	2.75	2.00
Sunrise	.45	.50	.55	.58	.60	4.50	2.50	1.75
Sunset	.35	.40	.45	.48	.50	3.75	2.00	1.50

TABLE SAUCE.

In Glass.

				In Jugs			Gal.
	½ Pts	Pts.	Qts.	½ Gal	1 Gal	2 Gal	Tins
Cal. Home Brand	2.00	3.00	4.00	.75	1.25	2.25	.85
Worcestershire	1.00	2.00	3.00	.65	1.00	2.00	.....
Chestershire	.75	1.50	2.25	.35	.60	1.20	.45

Table Sauce in Bulk.

	Bbls 50 G	½ bbls 32 G	¼ bbl 16 G	10 G Keg	5 G Keg	Standard Kegs 10's	5's	2's
Cal. Home Band								
Worcestershire	.80	.82	.84	.86	.88	7.00	3.50	3.00
Chestershire	.55	.57	.59	.61	.63	5.00	2.50	2.00

VINEGAR

Commercial Wine, Cider, Malt or Spirit Vinegar

	40 Gr.	50 Gr.	60 Gr.	70 Gr.	80 Gr.	90 Gr.
Barrels	.14	.16	.17	.18	.20	.22
½ Barrels	.16	.18	.19	.20	.22	.24
¼ Barrels	.18	.20	.21	.22	.24	.26
10 Gal. Kegs	.20	.22	.23	.24	.26	.28
8 Gal. Kegs	.20	.22	.23	.24	.26	.28
5 Gal. Kegs	.22	.24	.25	.26	.28	.30
4 Gal. Kegs	.22	.24	.25	.26	.28	.30
2 Gal. Kegs	.24	.26	.27	.28	.30	.32

HIGH GRADE VINEGARS

	Barrels	½ Bbls
California White Wine Vinegar	.30	.35
California Red Wine Vinegar	.30	.35
Apple Juice Vinegar	.25	.30
California Home Brand Pure Pickling Vinegar	.25	.30
Cases of one dozen uarts		2.50

RELISHES AND CONDIMENTS.

Miscellaneous.

	6 oz	½ Pt.	Pt.	10 oz
Tomato Chutney	1.25	1.75	2.50	1.35
Chili Sauce	1.25	1.75	2.50	1.35
Salad Dressing	1.25	1.75	2.50	

California Home Brand

	8 oz	14 oz	Pts
Sweet Relish	.95	2.00	2.75
East India Relish	.95	2.00	2.75
Red Hot	.95	2.00	2.75

6s, 14 oz., 40 sets ..... .11½
6s, 14 oz., 20 sets ..... .11¾
6s, 12 oz., 20 sets ..... .10¼
6s, 10 oz., 20 sets ..... .10
12s, 12 oz., 40 sets (hotel) ..... .11

Paraffine Wax.

	Per Set
1s, 14 oz., 25 sets, white	.11¼
2s, 14 oz., 25 sets, white	.11¼
4s, 14 oz., 36 sets, white	.11½
6s, 14 oz., 36 sets, white	.11¾
12s, 14 oz., 36 sets, white	.11¾

Colored, 1 cent higher.

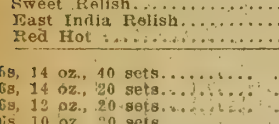
Radiant Paraffine Wax.

	Per Set
4s, 14 oz., 36 sets	.10½
6s, 14 oz., 36 sets	.11
6s, 14 oz., 20 sets	.11
6s, 10 oz., 20 sets	.09

Egg Food.

Pratt's, 26-oz. 2 doz in cs ... $4.50
Wellington's, 1-lb, 2 doz box. 4.00

Fly Paper.



Sticky (holders gratis) ..... $ 2.50
Tanglefoot, per case 2.50
Tanglefoot Holders, per case of 50 ..... .35
Sunert's, 40 5s, paper in box .90

Fruit Jars.

(Net cash—no discount)

Mason's, pts, per gross 7.35
Mason's, qts, per gross 8.25
Mason's, ½ gals 10 00

Fruit Jar Caps.

Porcelain, 6 doz to box, pr bx 2.80

Fruit Jar Rubbers.

No. 1 White, per lb ..... .60
"Gold Seal," cartons, per gr .75
"Badgers," cartons, per gr .. .60
Red Ribbon ..... .70

Glue.

Le Page's, 1 oz per doz ..... .80
Le Page's, 2 oz., per doz 1.30
Le Page's ½-gill tins, per doz 1.50
Le Page's, 1-gill tin, per doz 2.00
" " Tubes, small, gr 12.00
" " " big, per gr ... 18.00

Cordage.

Basic price—Manila 15¾. Sisal 10¾, (5,000 lbs. ½c and 10,000 lbs. ½c less.) All kinds advance on base price per pound as given underneath:

	Sis.	Man.
Rope, 1¼-in., (7-16 diam		
" 6 and 9 thr. (¼ and upwards)	basis	basis.
" 12 thread (⅜ diam)	½	½
" Bale, 3 and 4 strand	½	½
" " 2, 6, 8 st'nd	½ less basis	½
Lath Yarn	basis	basis
Hop Twine, tarred	1	1
Grape Vine Twine	1	1
Spring Twine		2½
Paper Twine, unoiled	½	2½
Whale Line and Bolt		1
Hawser laid rope for well-boring		1
Transmission of Power		6
Lanyard and Tarred		basis
Lariat Rope, hd tw, unoiled, 3 & 4 st'd	1	1
Sash Cord, 12 colls		

Cuttle Bone.

Birds', per lb ..... .30

Insect Powder.

Eureka, 10c size, per doz ..... .75
Eureka, 25c size, per doz 1.75
Eureka, 60c size, per doz 4.50
Eureka, $1.00 size, per doz 8.00
Buhach, 2-oz., per doz 1.15
" 4-oz., per doz 2.15
" 8-oz., per doz 3.75
" 16-oz., per doz 6 80
" 6-lb, per lb ..... .60

Matches.

Tins 1.65
Boys, doz boxes ..... .12
Swedish Safety, per gross ..... .65
Swedish Wind, 1 gross ..... .90
Vulcan Parafine, 65s per gr .55
Do 50 grs lots ..... .50

Diamond Match Co.'s.

Anchor, 240s 1.70
Do, 500s 3.00
Bird's Eye, 500s, gr 3.75
3 Noes Safety, 100s 7.75
Bees Wax, 100s 4.50
Globe, 100s 5.00
Domino, case 2.75
Red Top Safety 2.75
S. & C. Eastern Parlor 80's .. 4.25
S. & C., 200s 2.25
S. & C., 300s 3.25
S. & C., 500s 4.25
Press, 100s, 5-gross case 4.75
Little Star, per case 2.20
Search Light, 100s, large, 1 gr 4.75

Paper, Wrapping.

Butter, White, per ream .. .20
Do, Waxed, per ream .. .25
Manilla, No. 2, roll any size lb .4⅛
Manilla, No. 1, rolls or flat .05
Straw, per ream ..... .95
Do rolls, any size, per lb .03½
Drab, per ream ..... .60
Do rolls, any size, per lb .02¾

Paper, Toilet.

Royal, 100 rolls of 500 shts .. 4.00
O Keyed, 5-oz rolls, per case 2.50
Royal, 8-oz rolls, per case, .. 4.25
O Keyed, tablets, per case, .. 3.75
Pastime, tablets, per case .. 4.50
Union, per case 7.00
Lulu, pkgs, 4000 shts, per cs 3.75
Astoria, pkgs 450 shts, per cs 3.90
Windsor, pkgs 500 shts, per cs 4.00
Universal, pkgs 700 shts, pr cs 6.00
Great Eastern, pkgs 1000 shts, per case 7.50
Popular Rolls, 5 oz, 100 rols, per case 3.99
Daisy Rols, 9 oz, 100 rolls, per case 4.50
Express Rolls, 10 oz, 100 rolls, per case 5.00
Asbestos Rolls, 11 oz, 100 rolls, per case 5.25
Mammoth Rolls, 16 oz, 100 rolls, per case 7.50
Pyramidal, 2000 sheets, 50 rolls in case 7.50

"No-Meds"

(Cereal Laxative.)

48 cartons to case, per case, $12.00
Less 30 % discount to trade.
Varying cash discount depending on quantity purchased.

Polishes, Shoe.

Day & Martin's.

Large, 6 dz to case, doz 3.00
Medium, 6 dz to case, doz .. 2.25
Small, 10 dz to case, doz 1.00

Mason's Russet Polish.

	Doz.	¼ Gr.	Gr.
No. 2	.40	1.20	4.80
No. 3	.70	2.00	8.00

Comb Black Dressing.

	Doz.	¼ Gr.	Gr.
Large	1.50	4.50	18.00
Small	.80	2.30	9.20

Combination Russet.

	Doz.	¼ Gr.	Gr.
Large	1.50	4.50	18.00
Small	.80	2.30	4.80

Mason's Stove Polish.

	Doz.	¼ Gr.	Gr.
	.45	1.20	4.80

Shoe Blacking.

	Doz.	¼ Gr.	Gr.
No. 1	.25	.75	2.80
No. 2	.30	.85	3.25
No. 3	.35	1.00	3.85
No. 4	.45	1.40	5.45

Polish, Stove.

Rising Sun, large pkg; per gr 6.25
Do 5-gross lots 6.00
Do Small pkg., per gross .. 3.85
Sun Paste, lrg, ¼ gr bx per gr 5.00
Enameline, No. 4 tins, per gr 5.00
Do No. 6 tins, per gr 3.25
Do Liquid, pt-tins, bx 3 dz 2.25

X-Ray Stove Polish.



Small, 3 doz. to case, per cs 1.50
Large, 3 doz to case, per cs 2.50
(½ doz. free with each case.)

Polish, Metal.

Electro Silicon, 1 gr in case per doz ..... .80
Brilliantshine, ½ pts, per doz .95
Brilliantshine, pts, per doz .. 1.80
Brilliantshine, qts, per doz .. 3.15
Do, ½ gal., per doz 6.00
Do 1 gal tins, per tin .... .85
U. S. Metal Polish, qts 3.67
" " pts 2.00
" " ½ pts 1.25
U. S. Metallic Polish Paste, lb. package, doz 3.35
½-lb. package, doz 1.67
3-oz package, doz ..... .50
Barkeeper's Friend, pwdr, gr 21.60

Seeds.

Anis ..... .15½
Canary ..... .07
Caraway ..... .15
Celery ..... .17½
Coriander ..... .11
Cumin ..... .18
Flax, ground ..... .06
Flax, whole ..... .06½
Hemp, sacks ..... .06½
Millet ..... .06½
Mustard ..... .10
Poppy ..... .15
Rape, Cal. ..... .06
Bird gravel, 2s, per doz .... .85
Bird Seed Mixed, 48 1s, doz .. .80
Red Ribbon, 60 1s 6½

Original sacks ½c less.

Sheep Dip.

Little', 10-gal tins, per gal .. 1.20
Little's, 5-gal drums, per gal 1.20
Smith's, 10 ½-gal tins, gal .95
Smith's, 5-gal drums, per gal .95

Shoe Dressing.

Boss, 3 dz to cs, per gr 9.00
Russian, 3 dz to cs, per gr .. 12.00
Shinola, per gross 10.00
16 Shinola outfits of brush and dauber, no charge.
Shinola paste, case of 3 doz 2.50
3 solid brass scoops, no charge.

Bixby's Polishes.



Jet Oil, doz ..... .85
Jet Oil, 3 dz bx, 5 Bixola free 2.55
Royal Polish, 1 doz in box .. .86

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Royal P'lish,3 dz bx,ham'r free 2.55
Shoe, Satin, 1 dz (sml comb'n) .75
No. 5 Shoe Satin Pste, 1 doz .80
No. 5 Shoe Satin Paste, 1 doz .40
No. 10 Satinola Paste, 1 doz .80
No. 10 Satinola Paste, 1 doz in box .80
Satinola, combination, sml, dz .75
Satinola, combination, lrge, dz 1.25
Shoe White Cream, per doz .85
Ermino White Paste, per doz .80

Bixby's.

"BBB," size M., ½ gr. box.. 1.25
"BBB," size B, per ½ gr. box 2.50

Twine.

Cotton, 4-ply, 100-lb bales, lb .25
" 3-ply, 100-lb bales.. .25
" 2-lb cones, per lb.. .25
Hemp, 3-oz balls,pr 3-lb pkg .25
Do. 4-oz balls,pr 3-lb pkg .25
Sack, 4-ply, 12-4lb pkgs, lb.. 24

Binder Twine.

Pure Manila,650 ft to lb,pr lb 14½
Manila, 600 ft to lb, per lb. .13½
Standard, 500 ft to lb. pr lb 11½
Sisal, 500 ft to lb, per lb.. .11½

Wax.

Fruit, 25 1-lb pkgs, per box .90
Mint Wax, per box.. 1.50
Japan, per lb.. .20
Beeswax .38
Pure Ref. Paraf., 40 1s, lb .09½
" " 20 1s, lb. .09½

Wax Strings.

12-in., 10 pkg, 100 stgs each 1.60
14-in., 10 pkg, 100 stgs each 1.75

Department 25.

WOOD AND WILLOW WARE AXE HANDLES.

This Dept. is corrected by
The Herman-Weill Co.

Ex. 36-in., doz.. $2.50
No. 1, 36-in., doz.. 1.50
No. 2, 36-in., doz.. 1.35

Baskets.

	Per doz.
Cal., Open, Spruce, No. 3....	.85
Cal., Open, Spruce, No. 4....	.90
Cal., Open, Spruce, No. 5..	1.25
Cal., Satchel, Spruce, nest,0-5	1.35
Cal., Satchel, Spruce, nest,1-5	1.00
Cal.,Satchel, Spruce,nest, 1-41	.71
German Market, nest of 4..	1.40
Clothes, Oval, Wil., No. 2..	7.75
Clothes, Oval, Wil., No. 3..	9.00
Japanese Telescopee, nest of 6, size 18x12x7	1.25
Saine, size 20x13½x7	1.75
Saine, size 24x15x10	2.25

Bowls, Wooden.

	Per doz
Maple, No. 1, 11-inch	.75
Do No. 2, 13-inch	1.60
Do No. 3, 15-inch	2.75
Do No. 4, 17-inch	4.25
Do No. 5, 19-inch	6.00
Do No. 6, 21-inch	6.75

Brooms.

	Per doz
No. 7 Special	4.00
Little Lady	3.65
Dandy	3.10
Cooks' Choice	2.35
Ladies' Pride, No. 1	2.85
Toy, string	1.00
Common Whisk	1.00
OO Whisk	1.50

Brushes.

	Per doz
Dust	2.25 12.00
Scrubbing	.55 3.00
Dandy	1.50 5.75

Shoe Brushes.

No. 415, black tampico No. 59 .95
No. 25 Mixed Center.. 1.75
No. 602, all black.. 2.00
No. 335, black and white.. 3.50
No. 7, bristles.. 3.90

Stove Brushes.

	Per doz
551 tampico, handles	.90
No. 41, Black Bristle	1.90
No. 411, Black Bristle	2.25

Ox Fibre Brushes.

	Per doz
Scrub Cat, 10½x2½ in face..	1.50

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Do Rat, 8½x2½ in face..	1.25
Do Mouse, 6½x2½ in face	1.00

Can Openers.

King, doz	.75
Sprague, doz	.45

Carpet Sweepers.

Bissell's, per doz. 25.00 to	27.00
Standard, per doz	23.00

Cheese Safes.

Round, 22-in, each	2.20
Square each	4.00

Clothes Lines.

Hemp, 40-foot, per doz	1.00
Hemp, 60-foot, per doz	1.50
Cotton, 40-foot, per doz	.80
Cotton, 60-foot, per doz	1.20
Sash Cord, 60-foot, per doz..	1.75
Sash Cord, 90-foot, per doz..	2.64
Wire Cord, 50-foot, per doz..	1.65
Wire Cord, 75-foot, per doz..	1.60
Wire Cord, 100-foot, per doz..	2.10

Clothes Line Pulleys.

Galv. Iron, with eye	$0.50
" " with hook	.60

CLOTHESPINS.

Common, per box of 5 gross	.65
U. S. Patent Spring, per gr..	.60

CORKS.

Wine, pt size, per M	$4.20

Demijohns.

(Discount of 40% and 10%)

½ gal	$5.75
1 gal	7.50
3 gal	13.50
5 gal	16.00
5 gal	24.00

Dust Pans.

No. 1 Japan, doz	.75
Covered, doz	1.30
Janitor, doz	2.50

Dusters.

	Per doz
China, fancy colored	.90
Standard Turkey, No. 10	2.15
" " No. 12	2.90
" " No. 14	3.60
" " No. 16	4.60
" " No. 18	5.30

DOOR MATS, COCOA.

	Per doz
Light, No. 1, 14x24	4.00
Do No. 2, 16x27	5.50
Do No. 3, 18x30	7.25
Do No. 4, 20x33	9.00
Medium, No. 1, 14x25	5.25
Medium, No. 2, 16x27	6.75
Medium, No. 3, 18x30	8.50
Medium, No. 4, 20x33	10.25
Extra, No. 2, 16x27	9.50
Extra, No. 3, 18x30	12.50
Extra, No. 4, 20x33	15.00
Extra, No. 5, 22x36	18.00
Keystone Steel Mats, sq. ft..	.30

Faucets.

	Per doz
Cork Lined, No. 0	.45
" " No. 2	.45
Cork Lined, No. 3, doz	.90
" " No. 4	.60
" " No. 6	.75
" " No. 8	.90

Ironing Boards.

4-ft., per doz	4.40
4½-ft., per doz	5.00
5-ft., per doz	6.00
5½-ft., per doz	7.20

LAMP BURNERS.

Opposition.

0 or E, per doz	$0.50
1 or A, per doz	.60
2 or B, per doz	.75

LAMP CHIMNEYS.

Electric—In Cartons.

No 2, 6 doz in case, per doz 1.10

Lantern Globes.

Packed 5 doz in case.. .70

Aurora Rochester.

	Per doz
No. 1, 6 doz in case..	.75
No. 2, 6 doz in case..	.90
No. 3, 6 doz in case..	2.00

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Macbeath Pearl Top.

No. 1 or A, 6 doz in case..	.85
No. 2 or B, 6 doz in case..	1.05

La Bastie.

	Per doz
No. A, plain bulk, 6 doz in cs	1.32
No. B, plain bulk, 6 doz in cs	1.63
No. A, crimp bulk, 6 dz in cs	1.32
No. B, crimp bulk, 6 dz in cs	1.63

Common Chimney.

	Per doz
No. 0 or E, 6 doz in case..	.40
No. 1 or A, 6 doz in case..	.45
No. 2 or B, 6 doz in case..	.66

LEMON SQUEEZERS.

Ball, per doz	$0.85
Glass, No .1, per doz	.50
Glass, No. 3 (for oranges) dz	1.25

MOPS AND HANDLES.

	Per doz
9-lb. Mops	1.35-1.65
12-lb. Mops	1.80-2.20
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per doz
Wood, painted, 3 hoops	2.40
Wood, varnished, 3 hoops..	2.35
White Cedar, 3 galv. hoops..	3.25
Fibre	3.60
Galvanized, 8 quarts	2.05
" 10 quarts	2.30
" 12 quarts	2.55
" 14 quarts	2.90

SHELF PAPER.

	Per gross
Narrow, assorted colors..	.12
Lace paper, per box	.30

TUBS.

White Cedar—No .0. 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Fiber—No. 0, $19.00; No. 1, $15.75; No. 2, $13.75; No. 3, $12.25.

Galvanized—No. 0, $5.85; No. 1, $6.95; No. 2, $7.95; No. 3, $8.85.

WASHBOARDS.

	Per doz
California, regular size	2.25
Little Lady, glass	1.85
Little Lady, zinc	1.10
Peerless, double	3.50
North Star	3.85
Crystal Glass	4.40

Washing Machines

Majestic, family size, each	6.00
Snowball, family size, each	6.75
Leader, family size, each	7.00
Shelby, family size, each	7.75

WICKING.

	Grs.
Lamp, 0 or E, ⅝-in	$0.40
Lamp, 1 or A, ¾-in	.45
Lamp, 2 or B, 1-in	.70
Lamp, 3 or D, 1½-in	1.10
No. 1 Rochester	2.25
No. 2 Rochester	3.25
No. 3, Mammoth	10.50
Junior Rochester	2.00
Stoves, 3-in	2.00
Stoves, 3½-in	2.50
Stoves, 4-in	3.00
Stoves, 4½-in	3.50

WRINGERS.

Wood Frame.

Two top screws; iron tub clamps.

	Per doz
Royal, 10x1¾ inches	27.50
Challenge, "	31.00
King Special "	29.50
Empire "	36.00
Century, 10 inches	28.50
" 11 inches	31.50
" 12 inches	35.00

Iron Frame.

Superior, 10 inches	29.50
" 11 inches	33.00
" 12 inches	37.00
Crescent	37.00

Ball Bearing.

Hitchcock	33.00

MISCELLANEOUS.

Barrel Covers, 17-in. (flour barrel size), per doz	1.80
Barrel Covers, 21-in. (sugar barrel size), per doz	2.70

48

Brownies, per doz	1.20 1.25
Butter Ladles, plain, doz	.45
Butter Ladles, carv'g, doz	.85
Butter Spades, doz	.40
Dishes, oval, ¼-lb, per M	1.50
" " 1-lb, per M.	1.75
" " 2-lb, per M.	2.25
Dishes, wire rnd, ¼-lb, per M	
" " " 1-lb, per M.	1.75
" " " 2-lb, per M.	2.25
Egg Beaters, Dover	1.00
Measures, fiber, 4 pieces	1.25
(Set pt., qt., ½ gal and funnel)	
Lanterns, O Tubular, doz	
Lantern globes, in cart	
Mouse traps, 1 to 5 holes doz	1.00
Mouse traps, "Sure Catch, dz	
Traps, rat, "Blizzard" doz	
Nest Eggs, per doz	.30
Oil cans, glass, wire cover, 1 gal, per doz	4
Oil Cans, gal., glvnzd iron	
Oil Cans, 5 gal., glvnzd iron	
Potato Mashers, per doz	
Rolling Pins, per doz	1.20
Spoons, wooden	.30c
Step Ladders, each per ft.	14
Tacks, steel, asstd	doz
Tacks, Common, 2 oz., doz	.11
Tapers, gal 30 17-in.	gr dz
Toothpicks, box	
Twine Holders, hanging, doz	2.00
Spittons, fiber, 11-inch	
Spittons, fiber, 12-inch	5.00
Spittons, fiber, 9-inch	4.15
Whips, per doz. from 90c to	18.00
Window Screens 12-inch, doz	
" " 18-inch, doz	
" " 24-inch doz	

Department 26.

STATIONERY.

Corrected by the
Schwabacher-Frey Stationery Co.
42-44 Sutter St., San Francisco

Blank Books.

Counter, 72 leaf, per grs	5.00
Counter, 90 leaf, per grs	6.00

Day and Ledger.

Cap, canvas, 200 pp., each	.30
Cap, canvas, 500 pp., each	1.00
Crown Cloth, 150 pp., each	.75
Crown Cloth, 300 pp., each	1.00
Cap, Im. Leather Bnd, 600 pp	3.00

Writing Paper.

Tanglewood.

Commercial Note, ¼lb	
Commercial Note, 1lb	
Letter, 10-lb ex	1.20
Cap, 12-lb ex	1.44

Envelopes.

	Per M
XX, 7-in	
XX, 6-in	1.10 @ 1.60
XXX, 10-in	
XXX in Baronial cream or white	1.10 @ 1.60
XXX in Baronial cream or white	1.60 @ 2.00

Inks—Carter's or Diamond.

Black, 2 oz, 3 dz to box, pr bx	1.25
Red, 2 oz, 3 dz to box, pr bx	1.25
Black, 4 oz. per gr	7.50
" or Blue Blk, pt. dz	2.50
" or Blue Blk, qt. dz	4.00
" or Blue Blk, gal	7.00

Lead Pencils.

Cedar, rubber tip	
Lead pencils, assorted H B L	
" Matchless	
Yellow, pshd, rbr tip, round	
" pshd, rbr tip,hexagon	4.00
Black, pshd, rbr, tip, Nos. 1, 2, 3, 4, "Office" Hex	4.50
Carpenters, 3 dz to bx, pr bx	1.00

Steel Pens.

	Per gross
Railroad, 1 gross in box	$0.40
Stub ex fine, soft writing	
Falcon	.40
Bank	
School fine	
Spencerian Nos. 1, 2 or 3	.75
Gillott's No. 404	
Gillott's No. 303	
Payne Mail, pickle plate	
Tuxedo	

THE "ADVOCATE" GAUGING RODS HAVE ARRIVED!!

Send Your Order In At Once!

Now Do You Want Any Further Proof?



In the evidence given in the proceedings to oust the Standard Oil Company from Missouri, a former agent of that company testified that salesmen were instructed to carry gauge rods (which the agent intimated were false) and when the argument failed to get orders given to independent competition countermanded he was told to use the gauge rod and show where the oil was over-gauged four or five gallons.

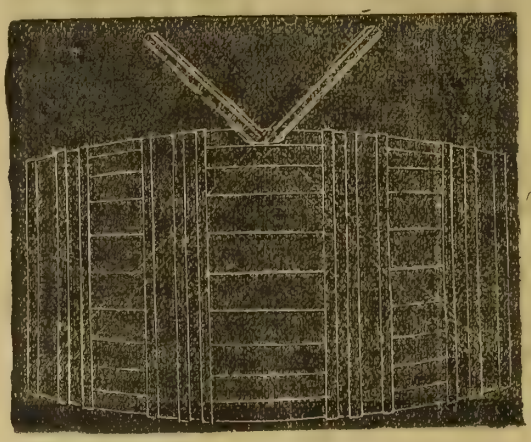
This testimony ought to convince any merchant of the absolute necessity of having his own measuring instruments on which he can rely for protection. Oil and vinegar are frequently overgauged and unless a merchant has a set of gauging instruments he cannot tell whether he is paying for oil or vinegar that is charged to him at, say 52 gallons, when as a matter of fact the barrel will only hold 48 gallons. This is a trick frequently practiced as these concerns know that few dealers have measuring instruments.

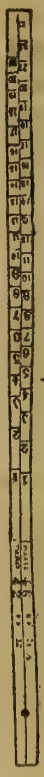
The long stick is used to determine the actual capacity of the barrel while the small one shows the amount that is lacking in the barrel. Protect yourself as many readers of this paper have, by buying a set of the Advocate gauging instruments which are sold at a nominal figure. It is advisabe to have two sets, one for vinegar, molasses and syrup and another for oil if it is bought in barrels as one set should not be used to gauge both oil and vinegar or molasses.

We will deliver the gauge rods to you at your store at these prices, cash in advance. . . . .

1	**GAUGE**	**and**	**1**	**WANTAGE**	**ROD**	**$1.45**
2	"	"	2	"	"	2 80
3	"	"	3	"	"	4.20

Cuts in this advertisement show both the gauge and wantage rods while the cut of the barrel shows how the gauging is done. Complete directions for using will be mailed free with each set.





Get a set of gauge and wantage sticks, then you'll know to a certainty when you buy what you get for your money.

Remit by postal or express order, draft or check.

SEND ORDERS TO

Retail Grocers' Advocate

1714 Webster Street **San Francisco, Cal.**

Attracting Trade.

TRADE GETTING AND YOUR ASSOCIATION.

While the Results May Not be Quick They Are Sure and Profitable.

What constitutes an ideal association? Is it numbers? We think not. A large association does not always possess strength. Sometimes an organization consisting of only a handful of men accomplishes more good than its larger brother. Is it financial strength? Not always. We know of an association that has over one hundred thousand dollars in its treasury and it is far from being an ideal association. Numerical strength and financial resources are two elements that go toward assisting to ideal conditions, but more is required.

The ideal association is an organization of power; of accomplishment; of unity; progressive activity on the part of the members and ability on the part of the officers. A big army without careful generalship would soon meet disaster where a small army well officered would be successful.

The ideal association will be one that will stamp itself indelibly on the community in which it lives; it will be impressive and powerful. To make the ideal condition possible we repeat there must be unity. This begets strength. Every side of the organization field must be carefully tilled. The members must be educated and cultivated. The lessons of organization must be patiently taught. Too much must not be expected at the outset. Time must be given for the seed to grow.

Things worth having are worth working for. Officers and members must learn to work together. There must be a spirit of give and take. Ideal members will bring forth ideal officers. Ideal officers and members produce ideal organization. The social, educational and business side of the members must be cultivated; this will cause a natural development of strength and fitness for work along ideal lines. The ideal association will not be produced without cost of time and money. Too often we look for ideal conditions and are unwilling to produce the means to bring them forth. An ideal association should be liberally supported. There is such a thing as being "penny wise and pound foolish." The ideal assoication will not only attempt, but it will produce results. Hiding the association in a back alley or up seven flights of stairs will not assist in producing ideal results. Get in the foreground so far as location is concerned. Spend some money on rent and office fixtures. Make the meeting room comfortable; make the meetings interesting. Here are some of the things that will help toward the ideal. The ideal association is a long way off, but we get nearer to it. The members are learning loyalty, which is one of the main necesisties. Every victory won brings us a step nearer the goal. Let us all strive for the ideal, even though we never reach it. The effort will bring forth big results.

Latest advvices by mail from Honolulu say that the Wahiawa Consolidated Pineapple Company was preparing for a big season's work at Wahiawa, and the canning plant is being increased to many times the capacity which it was last year. The output of the cannery this year will not be as heavy as might be expected on account of the fact that the Hawaiian Fruit and Planting Company, which consolidated with the Tropic Fruit Company to form the present concern, had a contract by which its copr for two years was to be turned over to the Dole cannery. For this reason the Consolidated cannery will put out only about 12,000 cases of pines this year. A conservative estimate of the out-put for 1908 is 50,000 cases and from then forward there will be a steady increase in the production.

With the new prune crop starting in on a basis of at least from 4¾c. to 5c. peaches from $60 to $70 a ton, Bartlett pears at $60 or better, cherries at 9c. and 10c. and cots simply out of sight, it is evident, the San Jose "Mercury" thinks that there will be "something doing" in the fruit line in California this year, in spite of the fact that there will be probably not over a quarter of a crop on the general average, taking the State as a whole.

The Western Pacific Railroad has finished tracklaying inside the city limits of Stockton, and will now put down the tracks northward toward Sacramento. The work through that city was slow owing to a portion of the streets having to be torn up, but out in the country the rails will be placed in position at a much faster rate. The grading has been completed and sufficient material to build the line to the Capital City is stored on the line of the Tesla road, which was purchased by the Western Pacific. A track-laying machine is being used with good results. It handles the ties at a fast rate where there are no obstructions. Construction trains have been made up and busy scenes will be enacted north of Stockton for days to come. It is expected that trains will be in operation between Stockton and Oroville before the end of the present year.

MERCHANT ROBBED.

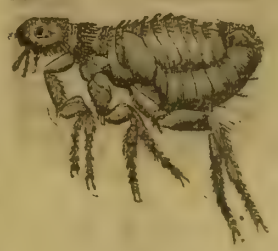
Salida Grocery Store Entered by Thieves Recently.

Salida, Cal.—Thieves entered the grocery and general merchandise store owned by T. H. Kewin here a few days ago and rifled the cash register of $6.30, stole a pair of shoes and secured a quantity of canned goods, and escaped without leaving the slightest clue.

The thieves entered through the postoffice, which is run by Mr. Kerwin, in connection with the store. They molested nothing the postoffice, although $20 in an unlocked drawer might easily have been secured. The robbers were evidently not anxious to have the United States authorities put on their track, and judiciously left the government's property alone. Sheriff Dingley was notified of the robbery, but was unable to find a clue to the perpetrators of the crime.

The allied merchants' committees are to take up the matter of charter amendments this week, and among the changes which are to be proposed will be the incorporation of the principle of the recall in the charter, so that the present situation in the municipal government, if it were to occur again, would not be without remedy.

Charles C. Nichols, formerly manager of the Firemen's Fund Insurance Co., and Philip J. Fay announce that they have entered into partenership, at 627 Merchants' Exchange, as general underwriters in all classes of insurance—fire, liability, bonds, elevators, plate glass, automobiles, marine and accident.



The Eureka Insect Exterminator

is a preparation of eight different drugs and is so well compounded that it actually destroys insects, yet it is harmless to the human.

It kills Fleas, Flies, Ants, Moths, Bedbugs, Roaches, Lice, Mosquitos, Etc.

Price list, page 28.

For Sale by the Wholesale Drug and Grocery Trade
JOSEPH FUSCH, Manufacturer.

1797 Bray Ave.
Fruitvale, Cal.

Phone Merritt 2962

Clerk's Corner.

What Marshal Field Has to Say to Young Clerks.

It has been our wont whenever opportunity offered to quote some famous business man on the subject of striving young men. This we have believed to be a line of action that would carry much weight and conviction. In this vein we have quoted Mr. John Wanamaker of Philadelphia, Mr. H. H. Rogers of Standard Oil fame and many other unusually successful business men. This week we submit to our readers an excerpt of letter of Mr. Marshall Field. The similarity of opinion and sentiment in this regard between these now famous men is truly remarkable. This, however, only emphasizes the truth of the statements and proves that they are facts and not theories. Mr. Field's letter herewith:

"Pursue work in hand with diligence and determination to know it thoroughly, which can only be done by close and enthusiastic application of the powers at command. The trouble with most young men is that they do not know anything thoroughly and are apt to do the work committed to them in a careless manner."

"The average young man of today when he begins to earn is soon inclined to habits of extravagance and wastefulness; gets somewhat imbued with the idea that irrespective of what he earns he must indulge in habits corresponding to those of some other young men, simply because he imagines he cannot be manly without.

"The five, ten or fifteen cents a day that is squandered, while a mere trifle apparently, if saved would in a few years amount to thousands of dollars and go far toward establishing the foundations of a future career.

"As a rule people do not know how to save. I deem it of the highest importance therefore to impress upon every young man the duty of beginning to save from the moment he begins to earn, be it ever so little."

He never departed from that standard—be thrifty and preserve your character. It was his message from the new West to the old East. He honestly, valiantly lived to this ideal every day of his life.

Southern Pacific Freight Agent J. W. Dickinson of Oakland, says: "The average freight shipments from the Kirkham St. depot now are 35 carloads per day. This about equals the busy times last year. It is surprising when one considers that a number of firms have returned to San Francisco. But others have taken their places and new wholesalers continue to settle in Oakland. Thirty-five carloads of freight out of Oakland each day shows that this city is doing business. There are wholesalers here who ship merchandise all over the United States.

News Notes.

R. A. Holcombe of R. A. Holcombe & Co., is due to arrive in New York some time next week.

Wm. C. Ralston is mentioned for the office of sub-treasurer here to succeed the late Julius Jacobs.

E. C. Johnson has discontinued his grocery store at Haight and Shrader streets and has opened a new place at Vista Grande near Ocean View.

J. J. McCarthy, formerly located at corner of Webster and Filbert Sts., San Francisco, has opened a grocery in Milbrae, San Mateo county, Cal.

Lumber has been officially lowered $10 a thousand from the last published list, making the price from $20 to $22 Some dealers are cutting these rates.

The Imperial Salt Co. will hold a special meeting of stockholders at 2 p. m., July 11th, 101 Sansome St., San Francisco. V. S. Hardy is the secretary.

S. N. Wood & Co. have leased the entire ground and mezzanine floors of the new Pacific building, Market and Fourth Sts. The building has a frontage of 275 feet on Market St. and 145 on Fourth St.

The executive committee of the relief corporation has been directed to clear the refugee camps by Aug. 17th, as a result of the firm stand taken by the Park Commission.

East Oakland Creamery Co. has been incorporated at Fruitvale. Directors, Frank Loretz, president; Soren Nielsen, vice-president and treasurer; M. Taylor and J. Kaufmann.

Ocean Shore Creamery Co. has been incorporated with a capital stock of $10,000. Shares $10 each; subscribed $30, by Carl, Joe and Frank Reichmuth, one share each; place of business, San Francisco.

The Ocean Shore Railroad began train operations recently, by running a turreted flat car over a winding course, extending from 12th and Howard Sts. to the Islais Creek district, a stretch of 2½ miles.

Capt. A. W. Starr, founder of the Starr Mills, died a few days ago in Napa Asylum. He was one of the prominent men of the State during the wheat excitement and lost heavily in the financial panic.

Over in Berkeley advocates of prohibition are circulating pledges which church people are signing, agreeing not to patronize grocery stores which also sell liquor. W. W. Clark is one of the leaders in the movement.

The following trade-marks have been issued by the patent office: For tea—Jones-Paddock Company, San Francisco, the word "Summit." For coffee—Jones-Paddock Company, San Francisco, the word "Alta," also the word "Farallon."

The Montello Salt Company has been incorporated at Ogden, Utah to evaporate, refine and ship salt, its capital being placed at $1,000,000. The officers are Alexander Wright, president; D. S. Clark, secretary, and Wesley Jensen, treasurer.

A convention of the Northern California Beekeeper's Association was held at Sacramento on June 24. Among the subjects on which papers were read, followed by a discussion, were: "The Saving of Wax," "The Care of Surplus Combs," "The Value of Organization," "The Value of Good Queens" and "The Protection of the Home Markets."

Greer's Washing Ammonia

It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

310 Sacramento St., San Francisco
Telephone Temporary 3898

Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast. SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer, Trade Mark.**

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

YOUR EVERY WANT IN

PAPER

Can Be Supplied by

A. Zellerbach & Sons

421 JACKSON STREET
San Francisco Cal.

U. S. Metal Polish

POLISH.
Qts. .....$3.00 per doz
Pts. ..... 2.00 per doz
½ Pts. ..... .90 per doz

PASTE.
1 lb .....$3.00 per doz
½ lb ..... 1.75 per doz
3 oz ..... .50 per doz
Barkeeper's Friend Powder, gross.....$18.00

U. S. METALLIC POLISH PASTE

is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. For sale by all dealers. Also the Savoy Alkali Floor Powder, containing no grease.

J. T. WILSON,
Pacific Coast Agt., 2871 16th St., S. F.

Manufacturers' List.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When a grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco, 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer, who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schilling's.

Schillings Best, ¼-lb. cans..... $ .15
Schillings Best, ½-lb. cans..... .25
Sshillings Best, 1-lb. cans..... .45

Rumford.

Rumford, ½-lb. cans..... .15
Rumford, 1-lb. cans..... .30
Rumford, 3-lb cans..... .75
Rumford, 5-lb cans..... 1.25

Crescent.

	To Family Trade	To Restr., Etc.
3-lb tins	.70 each	6.75 per doz
¼-lb tins	.10 each	$1.10 per doz
½-lb tins	.15 each	1.60 per doz
1-lb tins	.25 each	2.65 per doz
5-lb tins	1.00 each	10.50 per doz

Sun Baking Powder.

1 lb ..... .45 | ¼ lb ..... .15
½ lb ..... .25 |

CEREALS

Cal. Flapjack Flour (Del Monte Milling Co.) 2 lb. package..... .15
Cream Flaked Oats (Del Monte Milling Co.) 15c, two for..... .25
Excelsior Flaked Oats
Excelsior Oats (Del Monte Milling Co.) straight..... .10
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 1-2 lb. pkge .25
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 lb. package .20
Peacock Brand Buckwheat (Del Monte Milling Co) 1 1-2 lb. pkge .15
Shredded Wheat Biscuits, 15c or two..... .25
Triscuit, straight..... .10

TEA.

Tree, (M. J. Brandenstein & Co.)..... .50

COFFEE.

Golden Gate (J. A. Folger & Co.) 1 lb. cans..... .40
M. J. B., (M. J. Brandenstein & Co.) 1 lb..... .40
M. J. B., (M. J. Brandenstein & Co.) 3 lbs..... 1.00

COTTOLENE.

Small size pails..... $ .30
Medium size pails..... .60
Large size pails..... 1.35

FLOUR

Globe Mills.—A-1, $1.55; Banquet, $1.45; Silver Star, $1.40.

Del Monte.—Delmonte, $1.55; Waldo, $1.40.

Port Costa.—Port Costa, $1.55; Starr's Extra Choice, $1.45; Mayflower, $1.40.

Stockton Mills.—Crown $1.55; White Navy, $1.40; Triumph, $1.40; Bear, $1.35.

Sperry Mills.—Horace Davis, Patent Roller, $1.60; Golden Gate, $1.50; Drifted Snow, $1.55; Sperry, $1.55; Royal, $1.45; Eagle, $1.40; First Grade Flour, 1-8th, 85c; 10-lb. sack 45c.

American Milling Co.—Colonial, $1.50.

Bay City Mills (1st and Clay Sts., Oakland)—"Bay City," $1.50; "White Foam." $1.50.

Diamond Milling Co.—Diamond Patent, 49-lb. sacks, $1.50; Diamond Family, 49-lb. sacks, $1.40; Sky High, 49-lb. sacks, $1.35.

Phoenix Milling Co., Sacramento.—(Bay Territory office, 17th & Wood St., Oakland. B. E. Bryan, Agent.)—"Phoenix," $1.55.

Mapleine.

2 oz ..... .35
4 oz ..... .60
16 oz 2.00
32 oz 4.00
Gallons 15.00

OLIVE OIL.

Purity (Chas.P.Grogan), Half Pts. $ .25
Purity (Chas.P.Grogan) Pints.... .50
Purity (Chas.P.Grogan) Quarts.. .90
Purity (Chas. P. Grogan) Half Gal.... 1.75
Purity (Chas P. Grogan) Gallon..... 3.00

SAUCES.

Catsup, Bishop's (Bishop & Co) 1-2 pints ..... .15
Catsup, Bishop's (Bishop&Co.) pts .25
Chili Sauce, Bishop's (Bishop&Co.) 1-2 pints ..... .15
Chili Sauce, Bishop's (Bishop&Co.) pints ..... .25

SOAPS....

Sapolio.....10c, 3 for 25c

ADDRESSES WANTED.

Parties Whose Whereabouts Are Desired by Various Merchants of California.

Every reader of the **Advocate** is requested to glance over this list. If you find any one there you know, send us his address.

If you are seeking the address of some customer, send his name, occupation and last-known address, and we will see if we can help locate him for you.

Note—Only employes of the **Advocate** will know who is inquiring for these various parties.

Note—We give only the last known address.

(1) Austin, H. V., Reno (waiter.)
(1) Brennen, Will, Goldfield, Nevada (miner.)
(2) Benjoin, M., Redding.
(3) Bowden, H., Sacramento.
(1) Burton, Chas E., San Francisco, (carpenter.)
(2) Cummings, W. M., Redding.
(2) Chase, Frank, Redding.
(1) Collins, Fred W., Stockton, (carpenter.)
(3) Collings, J. B., Sacramento.
(3) Eubanks, B. F., Sacramento.
(1) Edwards, Joseph, San Francisco, (miner.)
(3) Gowell, Sacramento.
(2) Harvey, J. D., Redding.
(3) Lockridge, J., Sacramento.
(2) McGee, Jas., Redding.
(2) Pasco, Tony, Redding.
(2) Pefley, W. L., Redding.
(1) Paltana, J., Redding.
(4) Smith, J. W., Sacramento (laborer.)
(3) Stepp, C. A., Sacramento.
(3) Stephens, O. L., Sacramento.
(3) Waggoner, A. H., Sacramento.
(1) Ward, W. H., Stockton, (miner.)
(1) Williams, W. H., Redding (miner.)
(2) Welch, V. G., Redding.
(2) White, H. D., Redding.
(2) Whelihan, F. P., Redding.
(2) Wertz, J. L., Redding.
(4) Colford, Geo. W., Stockton.
(4) Baker, Lewis, O'Farrell & Jones, San Francisco.
(4) Cannon, Wm., Stockton.
(4) Dowen, Clarence J., West Oakland.

PERSONALITY IN SALESMANSHIP.

Perhaps the strongest factor in salesmanship is personality.

The Diamond Match Company makes matches; millions, billions, trillions of them. They are good matches. The heads don't fly off. You can strike them almost anywhere.

As a result, the Diamond Match Company sells more than seventy-five per cent of the matches in the United States.

How did they get the business? Here's how. Trust? Yes, but that didn't get them trade; it rather drove it away.

Way up in Minnesota there was a man named Mason. His real name was Frederick Mason, but nobody suspected it. He was Fred to everybody. He was big in body and in mind. He was the national organizer of the Retail Grocers' Association. He made that organization one of the most powerful in America.

He had that mysterious something called personality.

He has it yet.

The Diamond Match Company heard about him. They went after him in the way large corporations have. They got him, but not until he had satisfied himself that their matches were as above described.

We heard him address several hundred wholesale grocers a while back. These wise boys had received stacks of letters extolling the merits of the Diamond Match. They had been visited by scores of salemen, but when Fred Mason stood up before them, looked them squarely in the eye and told them the same old story, they believed and signed his order blanks. Why? Because Fred Mason believed in his matches and talked with conviction.

Personality counts 92 per cent every time.—Graphonotes.

Cable Address "Cluffeck." Tel. Temporary 2860

William Cluff Company, Inc.

WHOLESALE GROCERS

Importers and Exporters of Cigars and Tobacco

Spear and Mission Sts. San Francisco, Cal

OFFICERS AND DIRECTORS.

RETAIL GROCERS AND MERCHANTS Association of Alameda Co.

President, John Mitchell.
1st Vice-President, J. L. Woodworth.
2d Vice-President, O. B. Palmer.
3d Vice-President, F. C. Koerber.
4th Vice-President, A. J. Nor.
5th Vice-President, J. E. Frazier.
Secretary, Geo. MacDonald.
Treasurer, H. D. Cushing.

Directors.

H. Hauch, A. J. Nor, H. D. Cushing, G. Hoffman, J. Hopkins.

Manager Collection Dept.

M. K. Webster.

Association meets the 1st and 3d Monday of each month at 8 o'clock p. m., at 419 12th St., Oakland.

NOTICE.

Whenever any prices in the Manufacturers' List, printed on Page 12 of the "Advocate," are cut, members should notify Secretary MacDonald as promptly as possible. (His telephone is Oakland 151.) Mr. MacDonald will at once take steps to have the cutting stopped.

OAKLAND MEETINGS.

The Alameda County Grocers' Association will hold its meetings on the second Monday of each month.

FOR INSURANCE REPORT.

National Association of Credit Men Pass on Various Companies Who Suffered Loss in Great Fire.

Chicago, June 14.—At today's session of the Credit Men's Convention the report of the committee on San Francisco insurance settlements was read. This report says, in part: "In judging the actions of some companies in adjusting their losses, consideration should be given to the fact that careful experts have estimated the earthquake damage in San Francisco as not exceeding 3 per cent of the total damage. Further, the fact should be considered that while the people of San Francisco did not object to a small discount for immediate cash payment, in many cases the companies themselves caused great delay in making the adjustments and then demanded deductions, proper only in the case of immediate payments. It should be noted again that deductions made by the companies were not from the face of the policy, but were from the adjusted loss. Small deductions for cash were considered justified, as in many instances this meant to the insurance company a sacrifice of its assets in order to procure the ready money. The following six companies paid their losses promptly upon adjustment without asking cash discount: **Aetna of Hartford, California of San Francisco, Continental of New York, Liverpool and London and Globe of Liverpool, Eng., Queen of Aemerica of New York, and Royal of Liverpool.**

"It is due to the insurance companies which paid in full their vast losses in San Francisco to give them the financial aid and encouragement of our business as a recognition of the uprightness of their dealings and as an appreciation of the sacrifices they have made. We have gone to the greatest pains in our investigation of the payments made by the large number of companies paying losses in San Francisco. We have endeavored with great care to do no injustice to any company interested. There are numerous companies having small losses that we have not mentioned in our report for the reason that we did not consider a company entitled to any great praise which paid a small loss in full. We trust that this will be treated as a practical guilde for many years to come in the placing of insurance by the members of the National Association of Credit Men. The following is a list of companies that, in the opinion of the Committee should be placed on the roll of honor.

"Aetna of Hartford, Alliance of Philadelphia, Atlas of London, California of San Francisco, Citizens of St. Louis, Connecticut of Hartford, Continental of New York, German Alliance of New York, German-American of New York, Hartford of Hartford, Home of New York, Insurance Co. of North America of Philadelphia, Law Union and Crown of London, London and Liverpool and Globe of Liverpool, London Assurance of London, Manchester Assurance of London, Michigan Fire and Marine of Detroit, New Hampshire of Manchester, New York Underwriter's Agency of New York, Niagara of New York, North British and Mercantile of London, Northern Assurance of London, Pelican Assurance of New York, Phoenix Assurance of London, Queen of America of New York, Royal of Liverpool Scottish Union and National of Edinburgh, Springfield Fire and Marine of Springfield, Sun of London, Union Assurance Society of London, Washington of Seattle.

"The following companies while not included in the roll of honor, maintained a high average of payments and settled their losses to the satisfaction of their policy-holders: Agricultural of Watertown, American Central of St. Louis, American of Newark, Glen Falls of Glens Falls, Mercantile Fire and Marine of Boston, New Zealand of Auckland, Pennsylvania of Philadelphia, Phoenix of Hartford, Protector Underwriters of San Francisco, Providence-Washington of Providence, Security of New Haven, St. Paul Fire and Marine of St. Paul, State of Liverpool, and Teutonia of New Orleans.

"The Advocate has the full report of the Credit Men's Committee on each Company on file, and will answer all inquiries in accordance with same. If you have policies in doubtful Companies's (not on the roll of honor)—write us for a report on same. You can not afford to take chances.

Preparations for the industrial peace conference which is to be held in San Francisco during the coming visit of three of President Roosevelt's Cabinet are to be in charge of the following committee of arrangements, appointed by George A. Tracy, chairman of the conciliation committee, yesterday: Isidor Jacobs, chairman; Benjamin Ide Wheeler, Walter Macarthur, Rev. Geo. W. White, Michael Casey, A. W. Scott Jr., William P. McCabe, Dr. F. W. Gale A. C. Holmes, Norton C. Wells, B. L. Cadwallader and George A. Tracy.

KELLEY-CLARKE CO.
23 Market St., San Francisco
NEW CORN
IVORY SOAP
LENOX SOAP
P. & G. NAPTHA SOAP
SCOTCH OATS
QUAKER OATS
AFITEZO
QUAKER PUFFED RICE
K. C. BAKING POWDER
PROCTOR & GAMBLE CANDLES
ORANGE CITY RUSKS
PEARL GUM
HONEYSUCKLE MILK

Back to the Old Stand
HAAS BROS.
WHOLESALE GROCERS
Importers and Commission Merchants
100 California St.
(Corner Davis)
San Francisco California


An Auto? No!
Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

"Just a Shade on Others"

Weinhard

THE PEER OF BOTTLE BEER

California Bottling Co.

SOLE BOTTLERS

1255 Harrison Street Phone Market 977

Weinhard is the delicious beer served at the Cafe San Francisco—
The Louvre—Tait's—and many other Cafes

John T. Kelly
W. H. Kelly

Tel. Temp'y 1362

KELLY BROS.

WAGON COVERS & BOAT SAILS
TENTS, AWNINGS, HAMMOCKS

18-20 Clementina St. Bet. First and Second Sts. San Francisco

GROCERS GIVE THEIR VIEWS.

(Continued from page 5.)

plans for the convention. These plans will be thoroughly practical.

The Sacramento grocers are already planning the entertainment.

Every reader of the **Advocate** who can do so should plan to meet with the other grocers of the State at Sacramento. It will be an experience of of great value as well as great interest.

The State Association has got many valuable laws for the the grocers.

Grocers are getting better profits on many things because of their action

The "short delivery" cheat is being cleaned up.

Grocers are getting much money through the Associations collection letters.

The dues are $3 per year.

What some of the grocers think about the work being done by the Association and by its paper, can be best understood from the following excerpts from letters received this week:

Vacaville, Vacaville Mercantile Co.: —"We check all goods carefully and usually find them right. We are using the State Collection letters and they are getting in a lot of money for us. We think there is no better way for **old bills**. We are very well satisfied with the **Advocate** also."

Ydalpom, P. H. Fisk:—"We now weigh, count, etc, most of our goods I have found shortages in bloaters, cakes, chocolate, and potatoes, all of which were allowed for. I think the **Advocate** the best trade paper in the State for many reasons.

Boulder Creek:—S. H. Rambo Co: " We weigh and measure goods we receive when practicable and seldom find shortages except such as result from theft in transit. We are well pleased with the flour situation. We make a point of reading each issue of the **Advocate** as soon as it arrives and find that it pays us."

Hopland, W. W. Thatcher:—"We find few shortages although we are careful in checking up invoices. The **Advocate** is a very good paper."

Winters, Parker & Wertner:—"We do not check up goods received as we should. We find shortages from time to time which are usually allowed. We think the **Advocate** a very good paper for the grocer."

Petaluma, H. C. Newman, proprietor 311 Grocery):—"We check up goods carefully where we have any doubt but seldom find shortages. We usually weigh barrel goods. The **Advocate** is a valuable factor in improving grocery dealers since it is an **Educator** and states what we recognize as facts."

Tracy, Koehler Bros:—"We read every word of the **Advocate** each week and find nothing but what is a help in our business."

San Franciso.—T. Salomon, 1688 Eddy:—"A shortage of 21 pounds on two sacks of potatoes (which was allowed) shows the necessity of weighing, etc., all goods. The **Advocate** is a very valuable paper for the grocery trade."

Oakland.—Royal Grocery Co., 4108 -4110 Piedmont Ave:—"The **Advocate** is an A No. 1 paper for grocers because its is first last and all the time for the grocers and too many other reasons to mention."

J. W. McClellan, Martinez, Cal.:—"We weigh and measure almost everything we buy and as a result have found shortages in potatoes, crackers, and coal oil when in barrels. We also find that egg cases shipped to the city are robbed. I am convinced that the **Advocate** is the best paper of its kind for the grocers of the State."

THE EAST ON SAN FRANCISCO.

New York.—The "Wall Street Journal" says: Shirley E. Johnson returning from a trip to the Pacific Coast, describes conditions in San Francisco as suffering from the unsettled conditions of labor and capital, and the consequent backwardness in restoring the city from the disastrous effects of the earthquake. He says: "While there have been some large structures erected, as evidence of the enterprise and confidence of people who have abundant resources, the great mass of work remains to be done, the resources are inadequate, and in the present deadlock it is not easy to see how much progress can be made. There are now 40,000 unemployed in the city and the labor situation is ruled by from 15 to 20 unions. As a result of the co-operation of influential business men to bring this state of things to a close, it is difficult for merchants and manufacturers to get credit from the banks where employers make concession to demands for higher wages, in order to meet contracts. Instances are known in which banks have withdrawn credit and called their loan, thus forcing the employer to ally himself with the organized effort to withstand labor unions. A large number of large establishments have been closed because of the impossiblity of making any profit under existing scale of wages and with limitations upon their capacity to command working capital. To add still further complications the street car strike has been prolonged, in the midst of idleness, by the strike-breakers. Under such circumstances the financial, commercial and industrial interests of the city are all working at disadvantage. The situation is not, however, without its brighter aspects, as seen in the determination of the better element to work out their own salvation with the help of time. Business conditions on the way east from San Francisco, at such points as Salt Lake City, Kansas City and elsewhere, indicate a disposition to make few, if any, commitments beyond those already assumed. While general prosperity stil prevails there is a much more conservative attitude than a year ago."

Seasonable Suggestions

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

PUSH THE GOODS
PROTECTED BY AGREEMENTS
CUT OUT
AS FAR AS POSSIBLE
ALL GOODS
DEMORALIZED
BY PRICE CUTTERS

Cocoanut is usually a good seller in July.

Never forget the scrub brushes. They always sell.

A widow and her insurance money are soon married.

There are many good things in prepared mustard which fit into the lunch basket.

Cleanliness! To estimate the advantage of this excellent virtue is a prodegous task.

Justice probably had her eyes blinded by some people with a pull who got into trouble.

Milwaukee captured General Kuroki. The place was strewn with dead soldiers when he left.

"The building up of a sterling character is one of the fundamental principles of true success.

A neat, and reasonable lunch basket ought to sell nicely during this period. It is picnic time.

The principal of to-day seem to be governed by the saying"Somehting for nothing and where to get."

While Castor Oil is made extensively in Mexico and India the chief source of supply is in California.

The weather always has been a popular theme of conversation. Now the people are all talking at once.

The "Advocate" is furnishing more information in regards to the Utility of Gauging Rods. It will be found on page 30.

The announcement that there are a number of Hearsts among the Japanese shows what a wonderful people they are.

The picnic season in on in full blast. A shelf or counter with appropriate goods, attractively displayed will prove a big trade-winner for you.

The new punch bowl of the battleship Kansas was filled with lemonade for a starter. Perhaps it is customary in that State to stir up the fighting spirit by handing out a few lemons.

Brooklyn man awarded $12,000 as the price of his wife's love. Real estate, car fare and affection all showing an upward tendency in Brooklyn.

People will believe almost anything, but it strains credulity when a Washington newspaper prints a picture of a baseball umpire and calls him a "public favorite."

Now is the time for some enterprising manufacturing concern to furnish the small boy with a Teddy gun to kill off the Teddy bears which his sister lugs around.

Consul James A. Worman of Three Rivers, Quebec, gives the world out put of aluminum at about 15,000 tons, of which say 20 per cent is supplied by one American concern.

The slot machine is likely to be doomed in Omaha. The board of police and fire commissioners has ordered that all machines be taken from cigar, drug stores and saloons.

An exchange has wisely said that a good many grocery stores need a more liberal stock of ginger—not the spice kind, but the kind that puts life into a man's business abilities.

Do not buy more goods than you can successfully turn in a comparatively short time. The telegraph, the telephone and the express train ought to keep you from being overstocked.

A Laramie paper insinuates that a man who lived in Cheyenne all his life smiled for the first time when told that death was nigh, St. Louis never said anything about Chicago as bitter as that.

Lovers of beans are innumerable. It does not matter whether kidney, marrow, pea, white or colored, pole or bush grown; kidney, wax, lima, green pod, either bush or pole, all are in favor.

A receiver has been appointed for a railroad in Abyssinia. The dark continent is catching on, and will soon be discussing rebates, watered stock and terminal jobs with the rest of the world.

"Next in importance to the selection of an occupation is the choice of companions. Particularly is this true in the case of young men having employment in strange cities far from home influences.

Much is to be gained and nothing is lost by the business men of a community working together. The whole trouble will found in getting a start. It is up to some one man in the town to start the ball rolling.

When you advertise a bargain, be sure that it is a real bargain. Noth-

Have You Stocked?



A dainty sweetmeat dipped in fine chocolate, having a combination of flavors that is just right, gives it that delicacy and sweet aroma so delightful to lovers of good confections, so delicious that

One Purchase Insures Another
"One Taste invites Another."

Hunky Dory, the biggest repeater and winner that ever issued from the House of Reliable Confections, always put up in Triple-proof packages of pleasing and attractive design—keeps the contents in perfect condition.

In two sizes, 10c and 25c packages.

Packed for shipping in Cases of 50 10c packages
" " 20 25c "

DODGE, SWEENEY & CO., Agents

SPEAR & HARRISON STS., SAN FRANCISCO

ing makes a woman madder than to find that what she has bought as a bargain can be purchased anywhere at what you charge her.

Careless sweeping and the accumulation of dust are one of the big elements in the deterioration of the stock. No day should be allowed to pass without this feature of the store work being carefully inspected.

If the mind is burdened with care —is carrying a load which is made a bother to others, the only way to get peace is to enlist thought and effort in some other direction, so that the old is displaced with the new.

"The young man possessing a conscience that cannot brook the slighest suspicion of wrong-doing, and which insists on steadfast and undeviating truthfulness, sturdy honesty and strict devotion to duty under all circumstances has a fortune to begin with.

The great value of appearance is too often over-looked by the average merchant. A clean, bright store, with neatly arranged stocks, always catches the eye quickly, and there is no question but what it is an incentive to trade.

Have you noticed that people are getting a great deal more particular about what is inside the wrapper of package goods? Keep yourself posted on what goods you are selling, so that you will not be caught napping when questions are asked of you.

The British board of trade correspondent at Adelaide states that the annual production of olive oil in the State of South Australia is 20,000 gallons, all of which is at present consumed in the country, the supply so far not being equal to the demand.

Do not use the feather duster. It kicks up dust only to settle again in the same spots later on. Use pieces of cheese cloth. Have the clerks take these cloths to the rear door and shake. Then you are sure that the dust has gone to the outside where it belongs.

Blowing soap bubbles may afford considerable amusement, but it hardly ever proves profitable. The day-dreamer whose chief business is building air castles and who does not hustle with the aim of seeing his dreams realized, is likely to have numerous regrets.

Collections have all seasons for their own. Do not put them off. If you have a disagreeable one that should be looked after today, look after it. The customer who gets offended when you ask him for past due money is not a first-class customer. Let your backbone assert itself.

DeWolf Hopper had a slight cold one night, and in a curtain speech r ferred to it in this fashion: "I went to my doctor," he declared, " and the doctor said I had been eating too much nitrogenous food and must stop it and eat farinaceous food. Since that I haven't been able to eat at all, for I don't know what other word means."

Strikes in Butte some time ago brought about a suspension of all publications for a time. Almost at once business stagnated. Panics occured on the streets, and rumor went about white-faced and terrifying—all because the papers were not issued. There has never been a more successful object lesson of the importance of the press.

Sir Wilfrid Laurier was once on an electioneering tour in Ontario, and as the elections were bitterly contested every effort was made to stir up race and religious prejudice. One day a Quebec Liberal sent this telegram to Sir Wilfrid: "Report in circulation in this country that your children have not been baptized. Telegraph denial. To this the premier replied. "Sorry to say report is correct. I have no childen."

It is estimated by the National Board of Fire Underwriters that total property loss in San Francisco by earthquake and fire was about $350,000,000 The loss to the 243 Insurance companies in which the property was insured was approximately $176,000,000, represented by 150,000 claims. Many foreign companies carried isurance in San Francisco and the total loss of all the insurance companies on account of the calamity is about $225,000,000.

There is a drudgery about business, and work of the same kind day after day and week after week becomes monotonous. Merchants need vacations. The vacation time is now at hand. A few days spent in the mountains, at the sea side, or in the country will have a charm for the over-worked tradesman and will give him renewed energy that he can utilize to advantage upon his return. The money and time spent in taking a vacation is very apt to bring splendid returns.

Milwaukee might well be made famous in grocerdom as a city where the grocers showed their independence to the extent of refusing to handle a five cent breakfast food, thereby keeping goods of that size out of the market.

Secretary Wilson shows that he is abreast of the times when he says that the American people are demanding better goods and more every day. While he said that in connection with meat, it also applies to groceries and the man who pushes quality to the front will be the winner.

DIVIDEND NOTICE.

The Savings and Loan Society,

101 Montgomery St., corner Sutter, has declared a dividend for the term ending June 30, 1907, at the rate of three and three-quarters (3¾) per cent per annum on all deposits, free of taxes, and payable on and after Monday, July 1, 1907. Dividends not called for are added to and bear the same rate of interest as principal.

EDWIN BONNELL, Cashier.

Dividend Notice—San Francisco Savings Union, NW. corner California and Montgomery Sts.—For the half year ending June 30, 1907, a dividend has been declared at the rates per annum of four (4) per cent on term deposits and three and six-tenths (3 6-10) per cent on ordinary deposits, free of taxes, payable on and after Monday, July 1, 1907. Depositors are entitled to draw their dividends at any time during the succeding half year. Dividends not drawn will be added to the deposit account, become a part thereof and earn dividend from July 1.

LOVELL WHITE, Cashier.

Dividend Notice—Central Trust Company of California, 42 Montgomery St., corner Sutter.—For half year ending June 30, 1907, a dividend has been declared on deposits in the savings department of this bank as follows: On term deposits at the rate of four (4) per cent per annum, and on ordinary deposits at the rate of three and three-quarters (3¾) per cent per annum payable on and after Monday, July 1, 1907. Dividends not called for are added to and bear the same rate of interest as the principal from July 1, 1907.

B. G. TOGNAZZI, Manager.

Dividend Notice—Bank of Italy, 632 Montgomery St., San Francisco, Cal.—For the half year ending June 30, 1907, a dividend has been declared at the rate of three and eight-tenths (3 8-10) per cent per annum on all savings deposits free of taxes, payable on and after July 1, 1907.

Dividends not called for are added to and bear the same rate of interest as the principal from July 1, 1907.

L. SCATENA, President.
GEORGE G. CAGLIERI, Cashier.

Dividend Notice—Mutual Savings Bank of San Francisco, 706 Market St., opp. Third. For the half year ending June 29, 1907, a dividend has been declared at the rate of three and three-quarters (3¾) per cent per annum on all deposits, free of taxes, payable on and after Monday, July 1, 1907. Dividends not called for are added to and bear the same rate of interest as the principal from July 1, 1907.

GEORGE A. STORY, Cashier.

Dividend Notice—The Mission Savings Bank, No. 2631 Mission St., (between 22d and 23d.)—For the half year ending June 30, 1907, interest will be paid on all deposits, free from taxes, at the rate of four (4) per cent per annum, payable on and after Monday, July 1, 1907. Interest not drawn will be added to the principal.

DE WITT C. TREAT, Cashier.

Dividend Notice—Home Mutual Deposit-Loan Company, Saint Mungo building, 1300 Golden Gate Ave.—Dividend of five (5) per cent per annum declared for six months ending June 30, 1907.

ALBERT R. KNOLL, Secretary.
GEORGE M. MITCHELL, President.

Dividend Notice—Security Savings Bank, 316 Montgomery St.—For the half year ending June 29, 1907, dividends upon all deposits at the rate of four (4) per cent per annum, free of taxes, will be payable on and after July 1, 1907. **FRED W. RAY, Sec.**

THE BANK OF SAN FRANCISCO.

Dividend Notice.

Successor to the Citizens' National Bank, Polk and Sutter Sts., has declared a dividend on savings accounts for the half year ending June 30, 1907, at the rate of four (4) per cent per annum, payable on and after July 1.

DIVIDEND NOTICE.

The Continental Building and Loan Association, Market and Church Sts., San Francisco, Cal., has declared for the six months ending June 30th, 1907, a dividend of 4 per cent per annum on ordinary deposits and 6 per cent on term deposits. Interest on deposits payable on and after July 1st. Interest on ordinary deposits not called for will be added to the principal and thereafter bear interest at the same rate.

Washington Dodge, Pres.
William Corbin, Secretary.

Coast News.

CALIFORNIA.

Los Angeles:—Mr. J. H. Thaxter, a Los Angeles grocer, published a notice of the sale of his business on July 2d. The reason for the sale was left undivulged. Constantine Wilkins is now the proprietor.

A meeting of the creditors of J. A. Papot, a grocer, was held in the latter part of last week.

Mr. I. D. Williamson, the Los Angeles grocer, has just taken a mortgage of $301.

The store of Mr. E. W. Grannis has been mortgaged to the extent of $2,000. Mr. Grannis has been prominent in the grocery business for many years.

Oakland:—In this city the following remarkable occurances have been reported. The Palo Alto and the Old Mission grocery companies have been closed. Both stores were not incorporated. Mr. J. H. Johnson's grocery business was also closed down.

Fairfield:—The Fairfield Grocery Co published the notification of the sale of the business some time ago. The new proprietors will assume active managership beginning today.

Palo Alto, Cal.—Robert Compton, proprietor of the grocery and tea and coffee store at 321-323 University Ave., has had the interior of his building remodeled, giving larger floor space and providing for a better display of goods. The store is particularly attractive. Mr. Compton has also materially increased his stock of goods and enlarged his force of clerks.

National City:—The grocery firm of G. B. Lott & Co. have been succeeded by M. A. G. Williams, who has long been a resident of this place.

Santa Clara, Cal.—H. S. Berry's grocery business has been purchased by Wm. M. Jacobson.

Santa Cruz, Cal.—The corner store in the Anthony block, formerly occupied by Kelly Bros.' dry goods store, has been rented by Nicholas Damascus, who will conduct therein a grocery store.

Sultana, Cal.—A fire recently destroyed the merchandise store of L. G. Uniacke. The stock of merchandise belonging to Mr. Uniacke was valued at $4,000, on which it is said there was no insurance.

San Diego:—Mr. F. N. Hamilton of the grocery firm of Hamilton Bros. has sold his interest to his brother, Thos. H. Hamilton.

Willits:—Mr. B. F. Stradley, a grocery in this place has been reported to be attached.

Ukiah, Cal.—Dan Gibson of this city and Frank Grant of Hopland have purchased the grocery store from the Lucas Bros.' Co. and will take charge next week.

OREGON.

Portland:—E. Sabin Grocery Co. have received a mortgage for $125.

Joseph:—While the firm name of Conley and McCully Grocery Co. will remain the same, it is generally understood that Mr. G. F. Conley has sold his interest to Mr. McCully.

Bend:—Mr. W. S. Mehoes, the prominent Bend grocer, has sold his business to Messrs. Scofield and Turley.

Ontario:—D. H. Burnard has discontinued his grocery business at this place.

UTAH.

Salt Lake City, Utah.—"No pay, no goods" is expected to be the motto which the members of the Buthers' and Grocers' Association will adopt at a meeting to be held this evening. It is planned that in the future the grocers shall refuse to extend credit to customers who do not pay their bills at the end of each week.

The matter was forcibly brought to the attention of the dealers a few days ago by a notice from the wholesale dealers that beginning with July 1 all bills contracted during the week will be payable the following Monday.

New Sauerkraut

Orders Promptly Delivered

REED PICKLE WORKS

1507 Folsom St.

Bet. 11th and 12th

Phone Market 228.

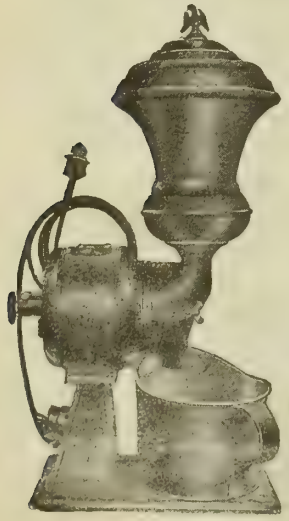
LASH'S

Kidney and Liver

BITTERS

CURES DYSPEPSIA

1731 Mission St., S. F., Ca'



Royal Electric Mills

Only Absolutely Self-Cleaning Mill in the World.

Have PULVERIZERS that do not BURN the coffee and CUTTERS that do not CRUSH the coffee

Beck Hardware Co.

73-75 Clementina St., Near 2nd and Folsom Sts San Francisco,

OUR COFFEE MILLS { CUT THE COFFEE / NOT GRIND IT.

Phone Temporary 978.

CALIFORNIA'S BEST ADVERTISED PRODUCT

GHIRARDELLI'S

CHOCOLATES and COCOA

Satisfies Everybody

THE DEALER
Because it Cannot be Sold for Less than a Fair Price:

THE CONSUMER
Because it is always Pure, Fresh and of Full Strength.

In order to protect our Trade Mark and Also Protect the Dealers who Distribute our Goods, we have fixed the following as the minimum prices of the goods listed below :

Ghirardelli's Ground Chocolate, 1-lb. tins....30c
" Ground Chocolate, 3-lb. tins.....80c
" Cocoa, ½-lb. tins.....25c
" Eagle Chocolate, 1-lb. tins.....25c

(More may be charged when the dealer finds it necessary.)

We Sincerely trust that the Retail Trade will Appreciate our Good Will and will lend their aid in our efforts to main= tain the above prices.

D. GHIRARDELLI CO.

Stockton Grocers Meet

MERCHANTS OF VALLEY GATHER 'ROUND THE FESTIVE BOARD.

Directors of State Grocers' Association Among Those Present.

Some of the Addresses.

Necessity of Co-Operation Among Grocers Shown With Telling Emphasis.

On Thursday evening, June 27, the Stockton Grocers' Protective Association held it's sixth annual banquet. In the neighborhood of seventy-five grocers and their guests, among whom were the president and other officers and directors of the California Retail Grocers' and Merchants Association, together with the **Advocate's** editor.

After partaking of a most excellent banquet as arranged by Billy Madden, the well-known Stockton caterer, those present were treated to a series of remarks which would make the State Grocers' Association an organization of thrice it's present power, could all concerned have been present.

The Stockton Grocers' Protective Association was formed some six or seven years ago and from the day of its organization it has been one of the strongest associations in the State. The present officers are: W. R. Senter, president; S. Rossi, vice-president; W. E. O'Connor, secretary; Directors: C. B. Pears, president; J. D. Campbell, F. W. Aubry, T. F. Knutzen and R. J. Wheeler.

The banquet was presided over by W. R. Senter, with C. B. Pearson as toastmaster. In his introductory remarks Mr. Pearson struck the keynote when he propounded the question to those present: **"Can you go it alone?"** He showed the absolute need of union because of increasing and high cost of labor as well as goods, rents etc.

Following Mr. Pearson the grocers were favored with an excellently well rendered solo by J. L. Whittmore of Aubry & Whittmore.

The toastmaster then introduced Mr. A. A Jost, president of the State Grocers' Association, who spoke to the toast, "Our State Organization." He said, in part:

"Something less than two years ago at the invitation of the Stockton Grocers' Association, I with many others had the pleasure of attending the State Convention in your city. I had a most enjoyable time and the Stockton Association certainly did themselves proud. The way they entertained us will always remain in my memory as one of the pleasant events which goes to make the life of a retail grocer. Here again tonight I have the pleasure of accepting the hospitality and I assure you I appreciate the honor and enjoy the opportunity of being with you. All of this has been brought about by the fact of our State Association and this brings me to the subject assigned for this evening.

"What have we accomplished?

"What are we now doing?

"What are our future possiblities?

"I wish I had the command of language to express my admiration for the president and directors who have preceded me, for by their untiring efforts they have kept the Association in line through some of the dark days and discouraging circumstances and have succeeded in establishing the State Association upon a firm foundation and its individual members see many improvements in conditions.

"A better and more harmonious and united feeling, better collections, better hours of labor, better recognition at the hands of the manufacturer and jobber, and an effort on the part of the mills and wholesalers to see that we get a better profit and surely realize the need of the same. We have a larger membership than ever before and have accomplished many things we thought impossible.

"We have succeeded in securing a number of laws which will be for the betterment of trade conditions, and we have the respect of the merchant and public.

"Your deelgates to the National Convention of retail grocers at Dallas made a gallant but unsuccessful fight on the resolution bearing on the question of the manufacturer, making and maintaining a minimum selling price on the goods he placed before the public, but the agitation is surely doing good, as it has set the merchants to thinking and acting as they have never done before and the time is not far distant when this will be a fact rather than a fancy of Paulding, Connolly and others. This Association by its united efforts has just persuaded one of the largest manufacturers of a popular comodity to name the retail prices on his goods and forbid the department stores and cutters to sell the same unless at a profit.

"Also, by a systematic campaign, forcing dishonest commission men and others to give us honest weights and measures.

"Although we have accomplished much, we do not realize what we can achieve if we only stand united and insist on what is right and just.

"Many lines of goods have advanced and to the detriment of the retailer, for his profits are less and his expenses more; so we must co-operate and with confidence in each other and in justice to ourselves. We must advance prices and profits to correspond with additional cost and selling of goods.

"Within the confines of our State so grand, extending as it does from the snow-capped peaks of our Siskiyous, from the base of whose rugged bluffs the sturdy miner continues his search for the yellow gold, to the ever-blooming gardens of the south land, where the boomer never tires of magnifying his resources and helping the large crop of tourists to separate themselves from their money; from the beautiful lakes and grand Sierras, where the weary and tired retail grocer might, should, or would (if he had the price) spend in restful quietude some of the days of his needed vacation; to the sun-kissed hills of Marin, where the studious artist and poet looks in wonder and admiration as the king of day sinks beyond the azure blue of our grand and majestic Pacific, bidding farewell to the departing day. Surely there are opportunities and possibilities which we must not overlook to be up and doing, never tiring of doing good for the sake of the dear public.

"Our next convention, which meets in Sacramento on September 10th, 11th and 12th, promises to be one of the best we have ever held and I hope most helpful, and I, on behalf of our local association, extend to you a hearty invitation to be present, and I assure you a warm welcome."

Then came Mr. Joy D. Campbell, who answered to the toast, "Points to Watch." Among others he dwelt on the **Advocate's** slogan, "Weigh. Count, Measure and Gauge Everything You Buy," the Pure Food Law and the "little leaks." One abuse referred to was "the failure of customers to return empty jugs, cases, cans, etc." "The advancing cost of goods must also be watched." "Watch credits—you cannot pay debts with the money on the books." "Cut out petty accounts—they don't pay—they are a loss." "Goods well bought are half sold." "Watch the little things, watch the big things—eternal watchfulness spells the groceryman's success."

"The Wisdom of Conservatism" was the toast selected for Secretary W. E. O'Connor. Mr. O'Connor made a most telling argument, his remarks being in part, as follows:

"That the policy of the Association has been one of conservatism, is shown by the disposition to maintain and adhere to our established order of business, our opposition to innovation and change is also a true manifestation of conservatism.

"The preservation and upbuilding of institutions into a state of permanency must be backed by a conservative policy.

"The story of the work of our Association its organization and its growth are but the fruits of a conservative mind.

'There can be no co-operation among the members of an organization unless the business affairs are held in line by the master hand of conservatism.

"In putting together the threads of my thoughts I see the outlines of a picture of a great commercial community wherein are located a number of merchants following one particular line of business.

"Competition and business strife has existed between these merchants for so many years that each has been led to believe that his competitor is his arch enemy. They are scarcely acquainted with their closest business competitor. They believe that every customer who tells them that he can buy 5 per cent cheaper from their neighbor, is telling the truth. They feel that they must meet any old price quoted by a customer and must open an account with almost anyone who asks credit, because if they refuse to do so their neighbor will take advantage and secure the customer. The end of the year rolls around and stock taking commences, the balances of the book accounts are struck and what does it reveal? It is found that the excess of the assets over those of a year previous are represented in long-winded book accounts, and, summing up the whole year's transactions the business has been conducted at a loss.

"One afternoon as one of these discouraged merchants sat in his dingy little office pondering over his bad debts, and wondering where he was going to get the money to meet the stock invoices now due, a thought struck him and he asked himself this question, 'I wonder if my fellow merchants will be willing to join hands with me and make our competition a little more harmonious?'

"With this question pressing him for an answer he called on his nearest competitor and invited him to call at his place of business the following evening for the purpose of talking over a little business matter. He then proceeded on to the next one and so on until he had seen several, and when the meeting time arrived he found that he had brought together more merchants in his line of trade than he had ever seen together before.

"They chatted and exchanged ideas and had a sort of heart to heart talk, and all present seemed to receive a new inspiration, and for the first time came to realize that their so long hated competitor was not such a bad fellow after all, and, like all other sinners they were on the wrong road and of necessity must call a halt and begin anew in order to meet the changed mercantile conditions. How was this new condition to be brought about? The answer came, from an association composed of all the bonifide and legitimate dealers in this respective line of trade. The neucious of this new Association was here formed and it gradually grew until at the end of one year it is found that the following results had been accomplished:

"First, Each merchant had become acquainted with his competitors.

"Second, They have established a credit rating or delinquent list and have placed thereon the names of all persons who fail,

neglect or refuse to pay their just debts to any member of this Association.

"Third, They have weeded from their stock all cheap, trashy goods which it became necessary for them to carry in order to meet the competitions brought about by the former disorganized state, and have substituted in their stead, wares of good manufacture and of merit and have quit robbing their customers by baiting them, and selling them worthless goods.

"As a further result we find each co-operating with his fellow man in an effort to build up the standing and dignity of his vocation and the community in which he lives, where all that is sweet and valuable in the theory or reciprocity is to be found, and where the radical ideas of the past have been misplaced and the wisdom of the past errors has brought full-fledged that new and lasting policy of conservatism, and out of the chaotic state of radicalism that so long had full sway the peaceful wings of harmony and conservatism were now fanning the breezes of success.

"Going back some ten years and making an analysis of the grocery business and the conditions that have surrounded it during that period, I find many facts worthy of note:

"During the prosperous financial years of 1898-99-00-01, the grocers made little or no progress, and very few Stockton grocers paid their bills when due. This may seem like a broad assertion, but those of you who met your obligation had very little company; a great change has taken place. Today we find that nearly all Stockton grocers are in the very best of standing with the wholesalers. I also find that this period of good standing goes back not more than five or six years. The question that naturally arises is: 'What has brought about this change?' A review of the facts as they stand out shows that during 1898-99-00 and part of 1901 the grocers were unorganized and were like a flock of sheep without the bell wether, or a swarm of bees without the queen bee, and instead of fighting a common enemy they were only fighting themselves. In the spring of 1901 the grocers formed a mutual organization for the purpose of protecting each other, and elevating their chosen vocation from the depths to which it had sunken during the many years of misuse and abuse, with the result that now, just six years later, we find nearly every member of this organization, taking advantage of all available discounts and working along teh lines of harmony and conservatism.

"Public opinion and public sentiment is on the side of the grocers of this city, a fact which has been proven on more than one occasion. And why? Simply because every act of this Association has been a mere carrying out of the matured thought and act of a body of conservative men."

At the conclusion of Mr. O'Connor's remarks prolonged applause greeted him. His address was highly appreciated and should be read by every subscriber to this paper.

Mr. Pearson then introduced Mr. Senter, president of the Stockton Association, who spoke of the harmony and mutual confidence promoted by the association movement. He dwelt upon the necessity of team work among the grocery trade. He paid Mr. O'Connor a high compliment for his efficiency as secretary and for his remarks.

After Mr. Senter had seated himself, Mr. Frank B. Connolly, director of the National Association of Retail Grocers and secretary of the State Association, addressed those present. He dwelt upon the advantages of organization as shown by the laws passed at the last session of the State Legislature. "The National Legislature at Washington is the next point of attack," said Mr. Connolly, "and the Federal lawmakers can be won over in exactly the same way as our recent friends at Sacramento." His remarks were heartily applauded.

CANNERS FAVOR LAW.
Secretary of National Canner's Association Officially Expresses Attitude of That Organization

The crocodile tears that have been shed and the pigmy thrusts of attack which have been made upon the pure food law by certain trade journals,, which deluded themselves into a belief that they were serving the great packing and canning industries of the of the country, are evidently in vain. Here is Secretary Frank E. Gorrell, of the National Canner's Association, who has been with the executive committee to see Dr. Wiley about the law and all the terrible consequences which might come from it, expressing officially in a circular to the trade, under date of June 10, the utmost confidence in the law and its administration. He says:

"The committee believes that the policy of the Department will be liberal and its officers appreciate that if the law was strictly enforced it would mean the loss of millions of dollars to the canning trade. It is thought that if all new labels are printed to conform with the law, prosecutions will probably not be forced on those who use old labels, so long as the goods contained under the labels are in strict conformity with the Food and Drug Act.

The committee desires to express its appreciation of the courtesy, consideration and fairness which were shown its members by every officer connected with the Department of Agriculture. The members wish to impress upon the trade the importance of as early as possible making their labels conform to the spirit as well as to the letter of the law, the main import of which is to prevent falsification or misrepresentation of any kind. If tomatoes are packed in New Jersey, label the can "packed in New Jersey." if in Iowa, have the can say the truth. As to quality, if marked "fancy" see that they fully come up to this high require ment. If of standard quality do not hesitate to say "seconds." Consumption of canned goods in this country will soon quadruple if every person engaged in the business will do his part toward seeing that the provisions of this law are literally carired out."

Wichman, Lutgen & Co.

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Importers and Wholesale Liquor Dealers

Sole Proprietors

GILT EDGE

WHISKIES

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Temporary Office and Warehouse

Cor. Everett nd Harrison Avenue, Alameda

Near Park St., Draw-bridge.

Ready to Fill all Orders.

AMUSEMENTS.

NOVELTY THEATRE.

Everybody laughs at the Novelty Theatre this week. The offering is **"The Private Secretary"** and Manager Frawley presents it with an unusually strong cast. The play is a classic among the comedies and is given for its full value by these clever people. The Frawley company is one of the cleverest and best balanced stock aggregations San Francisco has even known.

THE AMERICAN THEATRE.

If you want to spend an evening where your eyes are pleased, your ears are pleased and your sense of humor set to working over time without too great a strain upon your intellect, then go to see **"The Broadway Review."** It is now in its second week and the pretty music, dainty dancers and rollicky frothy form have made it very popular. "Mam'selle Awkins" is to follow.

THE ALCAZAR.

"A Fool and His Money" is the offering at this theatre . The story is full of incident and is full of interest both for itself and the splendid way it is presented. Herbert Kelcey and Effie Shannon are to appear with the Alcazar next week in "Her Lord and Master."

DAVIS THEARTRE.

"Winchester," a stirring war drama is being played at the Davis this week. It is a beautiful romance of Virginia, the time of which is fixed during the rebellion. Love and patriotism are beautifully portrayed by a very capable company, special summer prices of 10c. 20 and 30c. are now being charged.

CENTRAL THEATRE.

Herschell Mayall was **"The Boy Behind the Gun"** this week at the Central. It is a war drama, full of thrills and patriotism and tended to make a better American of every man and boy who sees it. The company is well cast. Next week "The Great Express Robbery.

THE CHUTES.

Once more, this big pleasure ground is open for visitors and entertaining all corners.

WASHINGTON.

Seattle:—Hutchinson & Carr, the grocers, have been succeeded after many years of prosperity by Hutchinson and Probstfeld.

Mr. L. G. Howe is making extensive preparations for the event of his taking over the grocery business heretofore known as Whittington Bros.

Spokane:—Mrs. T. Schon, who has conducted a successful grocery for a long period is now about to retire and has announced the sale of the business to M. H. Hill.

Creston:—Mr. C. B. Syria, a grocer, has been assigned.

Milan:—J. T. Congtelon's grocery has been sold to A. T. Kiblan.

Chesaw:—J. A. Caravin, the proprietor of the Family Grocery Store, has been sued for $608. A judgment was rendered against him for $38.

Albion:—Mr. J. H. Wallace announced the sale of his business on June 27. The same has now been consummated and Mr. C. E. Hoag is now the proprietor.

North Yakima:—John Ditter & Co., the grocers, are incorporating.

Silver Beach:—David L. Gisham the grocer, has mortgaged his business for $469.

National-Wunder Breweries Consolidated has been incorporated with a capital stock of $2,000,000; shares, $50 each; subscription $350, by F. S. Holland, M. F. Manuel, F. T. Finch, G. B. Keane, W. E. Stevens, L. S. Melsted and A. T. Pannell, one share each; place of business, San Francisco.



THE LEGIONS OF
CAESAR
WERE NOT NEARLY SO NUMEROUS AS THE VAST MULTITUDE WHO DAILY FORTIFY AND COMFORT THE "INNER MAN" WITH A "WEE NIPPIE" OF

HUNTER
BALTIMORE
RYE

THE
AMERICAN GENTLEMAN'S
WHISKEY

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We have removed to our new permanent building, 93-99 DRUMM STREET, corner Sacramento.

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WITH THE

Housewife

The Delicate Maple Flavor Tickles the Palate.

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Rice!

From MILLS
Direct to YOU

Send for Samples

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SELL

CARNATION

MILK

And be

"The Modern Milkman"

Carnation Quality makes it sell.

Pacific Coast Condensed Milk Co.
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Agents, San Francisco, Cal.



It is Reliable! It is Profitable!

It Always Gives Entire Satisfaction.

IT IS A SELF-SELLER

Golden Gate Compressed Yeast

Write today for a free sample and prices.

FILLMORE AND WASHINGTON STS., SAN FRANCISCO.

Are You Well Stocked With

THE

EGG-O-SEE COMPANY'S

CORN

FLAKES

If not Why not? Are we not Advertising in a way that will move the Goods for you? And are our Goods not backed up with quality as well? Push the goods of the manufacturer who helps you to sell them.

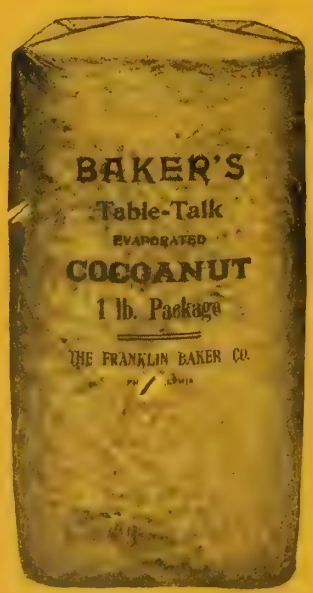
Egg-O-See and E--C--Corn $2.85 single case, $2.75 5-case lots

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We're Compelled to Use the Best Nuts.



There is as much difference in cocoanuts as there is in apples. We could make a good bit more money—for a while—if we would put a lower grade of nuts into

Baker's Cocoanut.

But if we did that we couldn't guarantee **Baker's Cocoanut** to keep its sweetness and color. So we have to use the best grade of nuts to protect our guarantee, even if there were no other reasons.

BUY BAKEBS' TABLE TALK BRAND

In Oil-proof bags, packed in 18-lb. Pails and 30-lb. Cases
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No loss in breaking up of the Shred.
No loss in over weighing.
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Johnson-Locke Merc. Co., Agents, - San Francisco.

THE RETAIL

GROCERS ADVOCATE

E. D. EDDY, EDITOR. SAN FRANCISCO, CALIFORNIA, JULY 12, 1907. VOL. 12, NO. 27

THE "ADVOCATE" GUAGING RODS HAVE ARRIVED!!

Send Your Order In At Once.

There is no question but what every merchant should have his own measuring instruments on which he can rely for protiction. Oil and vinegar are frequently overgauged and unless a merchant has a set of gauging instruments he cannot tell whether he is paying for oil or vinegar that is charged to him at, say 25 gallons, when as a matter of fact the barrel will only hold 48 gallons. This is a trick frequently practiced as these concerns know that few dealers have measuring instruments.

The long stick is used to determine the actual capacity of the barrel while the small one shows the amount that is lacking in the barrel. Protect yourself as many readers of this paper have, by buying a set of the Advocate gauging instruments which are sold at a normal figure. It is advisable to have two sets, one for vinegar, molasses and syrup and another for oil if it is bought in barrels as one set should not be used to gauge both oil and vinegar or molasses.

We will deliver the gauge rods to you at your store at these prices, cash in advance: 1 Guage and 1 Wantage Rod $1.45; 2 Guages and 2 Wantage Rods, $2.80; 3 Guages and 3 Wantage Rods, $4.20.

Cuts in this advertisement show both the gauge and wantage rods. Complete directions for using will be mailed free with each set.



Gauging Rod



Wantage Rod

Get a set of gauge and wantage sticks, then you'll know to a certainty when you buy what you get for your money. Remit by postal or express order, draft or check. SEND ORDERS TO

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DUPLICATES or TRIPLIACTES.

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If you want good Pads, get the MULTIPLEX.
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THE McCASKEY DEGISTER CO., 34 Rush St., Alliance, Ohio, Manufacturers of the Celebrated Multiplex Duplicating Carbon Back Counter Pads, also Single Carbon and Folding Pads.

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AND
MERCHANTS
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U. S. Metal Polish, J. T. Wilson, Agt. 2873 16th St

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"Money Weight," John J. Duffie, Agt., 1482 Market.
James Geddes & Co., 431 Larkin St.
"Toledo," 1032 Golden Gate Ave.

SOAPS.
"Sapolio," J. P. Gillespie, Agt
Babbitt's Brands, C. B. Jennings Co. Agts., 41 Clay St
Cudahy Packing Co., 45 Clay St.
Fels Naptha.
Grandpa's Wonder.

SODA WATER.
D. Steimke & Co., Union and Octavia

SYRUPS, ETC.
Long Syrup Refining Co., 8th and Brannan.

STATIONERY.
Schwabacher-Frey Co., 42 Sutter St

TEA AND COFFEE BAGS (Air Tight)
James Hermann, 2975 Pacific Ave

TOBACCO.
American Tobacco Co., J. M. Gamble representative, 23 Market St

VINEGAR WORKS.
Pacific Vinegar & Pickle Works
161 Sacramento St.
Western Yeast & Vinegar Works, 4th 11th. Phone, Special 274

WHISKEY
The Rothenberg Co., 7th and Franklin Sts., Oakland.
Wichman, Lutgen & Co., Everett and Harrison Ave., Alameda.

WOODENWARE
Hyman, Weil & Co., 46 Kansas St

WHOLESALE GROCERS.
Haas Bros., 100 California St
Lennon, John A., 918 Eddy Phone Emergency 10
Morris Bros. & Co., 215-217 Drum
J. H. Newhauer & Co., 420-422 5th
Wm. Cluff Co., Spear and Mission Sts

YEAST.
Golden Gate Compressed Yeast Co. Washington and Fillmore Sts

HANDLE
SPERRY FLOUR
and make a good
PROFIT!
The most popular brand on the Market.

Advertisement for Malta-Vita.

Further Reduction in Price of Malta-Vita. LISTEN!

No change in size of package or quality of goods.
Biggest and best.
Per case of 36 packages $2.85.
One case free with five.
This makes the six cases cost you per case $2.37½, total $14.25
Sold at 10c per package you realize $21.60.
It will easily out sell all other breakfast cereals at 10c.
Figure your profit.
We are going to keep Malta-Vita a 10c package, but we are not always going to give you 50 per cent. profit.
Send orders to your jobbers at once.

The Malta-Vita Pure Food Co., Battle Creek, Michigan.

Castle Bros., Brokers,

Pacific Coast Agents., S. F.

THE RETAIL GROCERS ADVOCATE

EARL D. EDDY, EDITOR. SAN FRANCISCO, CAL., JULY 12 1907. VOL. 12. NO. 27.

State Members Pleased.

Interior Grocers Tell of Good Work of State Collection Letters.

KIND WORDS FOR "ADVOCATE."

Many Dealers Will Attend the State Convention at Sacremento.

Last week we printed a number of letters from members of the State Grocers' Association.

Several of these gentlemen said they proposed to attend the meeting at Sacramento that is to be held on Sept. 10, 11 and 12, when grocers will come together from all parts of the State to decide how they can best work together and what can best be done towards bettering trade conditions.

Every Grocers' Association in the State is expected to send delegates to tell what that community wants and what it is willing to do to help. Every grocer in the State is invited to be there.

The Sacramento grocers are arranging an elaborate program of entertainment for the visitors.

We give herewith statements from some of our friends in the interior:

FRANKLIN—H. J. Lutting: "Results from the State Colection Letters are far better than we expected. I think the **Advocate** is the ideal grocer's friend because it is continually striving for the betterment of the conditions and profits of the retail grocer. We always check up goods we buy Sometimes we find shortages and they are always allowed."

SAN RAFAEL—F. J. Ward: "We check up goods as they come to us and have found shortages in macaroni, crackers and lard. These shortages were not allowed. We have got good results from the State Collection letters. The **Advocate** is a hustler, all right."

HAY FORK—C. D. Morton, Mgr. Valley Produce Co.: "If I possibly can, I will attend the convention at Sacramento. I have only sent out two of the State Collection Letters. I received prompt returns from both of them. They are better than an attorney."

GLEN ELLEN—Chas. J. Poppe: "We weigh hand measure the gods we receive when the opportunity offers. I can recall no shortage of any importance. The **Advocate** is all right."

CROCKETT—Booth Bros.: "We have received a great deal of benefit from the association work. We have been subscribers to the **Advocate** for some time and have found it a very valuable trade paper. We weigh and find shortages. We found a shortage of 13 pounds in three half cases of butter on one day. The shortage was allowed and we get no more short-weight butter. We will try to get to the convention at Sacramento."

LAWS WON

The following laws have been secured by the efforts of the California Retail Grocers' and Merchants' Association:

1. Permitting the Attachment of the wages of public officials.

2. Making a Wife's Separate Property responsible for family bills for the necessaries of life.

3. Mutual Fire Insurance.

4. Extending life of open book account to four years instead of two.

5. Making the drawing of a worthless check "with intent to defraud" a state's prison offense.

6. A fair guaranty clause in the pure food law.

POINTS TO WATCH.

SEE PAGE ELEVEN

Honest Butter Possible.

Commission Houses Want to Know Grocers' Desires.

WILL DO WHAT IS ASKED.

Retail Dealers Must Be Consistent and Uphold Those Who Back Them Up.

Honest butter weights interest every grocer in the country.

Individual commission men, almost as a unit, state that the grocers can have what they want.

If the State Grocers' Asociation and the Associated Retail Grocers will unite in asking that butter be put up in certain forms, it will be done. We MUST know that the grocers want a change and what they want.

This is the general statement of the butter men.

There is a price for everything.

The grocers must pay for the consideration, if they want butter put up in certain forms.

First—They must **themselves** handle only butter put up in the prescribed form.

Second—They must **REWARD** the firms that protect them by buying their butter from the firms that comply with their request. (This would include punishment through loss of trade for firms that did not comply).

The butter men will not have to be whiped into line.

They will be glad to do what they feel is for the best interests of the trade and in compliance with the wishes of the grocers.

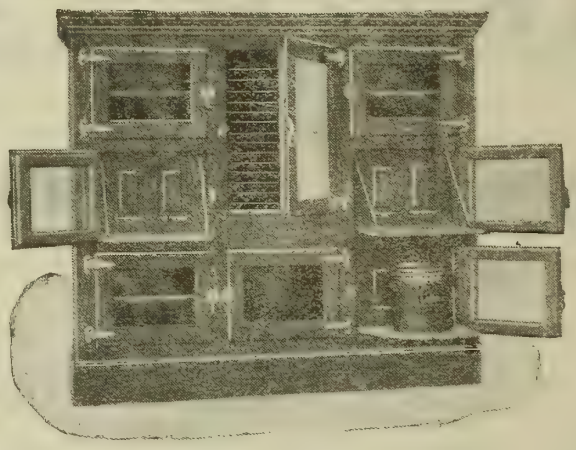
It must be remembered that the grocers themselves are to blame largely, for dishonest butter.

Some grocers ask for short weight butter and pay accordingly. They do this intending to deceive (this means "rob") their customers and also to steal some of their competitors trade by making the customers think they are being overcharged for butter.

If the majority of grocers want honest weighted butter and **want it badly enough to demand it and to Give Preference of the Butter Men Who Turn Down Crooked Business**, then the commission houses will gladly do their share.

The **Advocate's** advice to the grocers is, "Get **Together! Act Together!!**

Fort Smith Refrigerators



STYLE No. 7686

The Following Well-Known GROCERS are Using the Above Style Refrigerator

E. Broderick	715 Fillmore St.,	S. F.
Rathjen Co.	Lombard and Fillmore	S. F.
H. Hellberg	Ninth and Bryant	S. F.
McCarthy Bros.	Bush and Baker	S. F.
Kohn Bros	1201 Turk St.	S. F.
F. Stuermer	18th and Danvers St.	S. F.
C. Stelling	29th and Church	S. F.
J. M. Hanley	2300 Sutter	S. F.
Maxwell & Streckenbach	1302 18th St.	S. F.
Fred Pielhop	249 Courtland Ave.	S. F.
Fay Gro. Co.	3rd Ave. and B St.	S F.
J. Vennekohl	1839 Eddy St.	S. F.
Southern Heights Gro. Co.	1471 18th St.	S. F.
W. A. Rogers	900 I St., corner 10th Ave.	S. F.
H. Heitman	2248 Misison St.	S. F.
H. Dinslage	3375 Sacramento St.	S. F.
Miller & Lawlor	Guerrero & Clinton Park	S. F.
C. F. W. Miller	239 Brighton Ave., Ingleside	S. F.
J. Straub	101 De Montford Ave., Ingleside,	S. F.
J. Soltaro	Park and Central Ave.	Alameda
Martin Eggers	Fruitvale Av. & Boulevard,	E. Oakland
W. Zeller		Palo Alto
Sonoma Co. Fruit and Produce Co.		Santa Rosa
C. D. Fontana		Copperopolis
Rossi Bros.		Stockton
Drury & Bartholomew		Stockton
J. Rohrer		Stockton
Hall Bros.		Stockton

We make all Styles and Sizes for the Grocery Trade.

REMEMBER - - - - - - - - - If We Make It It's Made Right

BECK HARDWARE CO.

SAN FRANCISCO — Phone Temporary 978 — LOS ANGELES

73-75 Clementina St. Near 2d and Folsom — 247 Central Avenue.

32 CARLOADS OF HIRES ROOTBEER SOLD

on the Pacific Coast the first six months of this year; more than was sold all of last year, or in any one year before. HIRE'S is growing more popular each year. This certainly is a HIRE'S YEAR. (HIRE'S has been a success for thirty-two years).

JOHN H. SPOHN CO.

Pacific Coast Agents San Francisco, Cal.

THE GROCERYMAN'S TURN.

"Yes," said the groceryman to the "News" reporter as the latter carefully helped himself to the best apple in sight, "men in our line need a vacation, I reckon, as much as anybody, and possibly more than some, but it isn't always our fault when we stay home. You said a minute ago that I was looking used up and that the heat was telling on me. Maybe you're right. But just now," he went on, smiling, "I'm suffering more from shock than heat prostration."

"Suffering from shock?" questioned the reporter, scenting a story. "How's that?"

"Well," said the groceryman, as he deftly wrapped up a half-pound of butter and a yeast cake and labeled the package with the purchaser's name, "it was like this. As you possibly know, I carry a good many accounts on my books; but, as you may not know, some of them sometimes run to pretty high figures before they get collected. Of course," he went on confidentially, "I want to keep the balances as low as possible and try every means that occurs to a tired brain to get them in without driving the customers away. If he's good I want his business, but if he ain't I don't; and it is a troublesome problem to guess whether it would not be better to cut him off than to keep sending good vegetables after bad money. Well, two days ago, one of these doubtfuls came in and ordered a nice lot of things for Sunday. I took the order down myself, wondering all the time if I should send the stuff after all. When he got through he said, 'By the way, Mr. Jones, how does my account stand?'

The regular bluff(thought I, but I carefully counted up the long line. He usually asked that question, then would say, 'Just give me credit for this,' and hand over a five spot.

"'Sixty-nine eighty-three,' said I finally, after I had gone over it twice to see if it was all o. k., and was just about to add, 'and I would be very much obliged, etc.,' when he said, 'and today's order?' 'Four thirty-one,' says I, consulting the slip. 'Seventy-four fourteen altogether,' I added, to save him the calculation. He took the slips I handed him and went over them thoughtfully. I was waiting for the five, and then I was going to tell him a thing or two, when he looked up and said, 'Seventy-four fourteen is correct,' and handed back the memos with four twenty-dollar bills."

"Gee!" said the reporter, "that must have been a shock; did you faint?"

"No-o," answered the groceryman, slowly, "but I was knocked speechless. I got out his change, muttering something about being very much obliged, when he broke in with: 'I'm glad that's paid, and I guess you would be too if you knew how near you missed getting it. I had five of those twenties,' he went on; 'my vacation begins Monday, and all my arrangements to go were made. It was a toss-up whether I would take my wife and the kids to the shore and stand you off another month or two or settle up and stay home. You've been pretty square with me, if you remember. Last spring when our boy Billy got hurt and had to have that operation and quarters got to be as scarce as dollars in a church collection I came around to stand you off. Instead of making a fuss you said, 'Why, certainly, that will be all right, Mr. Blank; let the account stand.' Then came my vacation. I went and you stayed home. Well, coming out on the train I got to thinking it all over. I had made up a yarn to give you instead of the cash, but somehow I couldn't be such a hog. I thought it's only fair to divide with you; you go this year and I will stay home. The kids will be disappointed, I reckon, and so will the wife,' he added, after a pause. 'Everybody on our street is going or has gone somewhere, but we'll have to stand it. I couldn't stand your reading in the "News," Mr. and Mrs. Blank, of Blank avenue, will leave Monday for a two weeks' sojourn at the seaside, and then mentally add to yourself, while Mr. Jones, the grocer to whom they owe seventy-five dollars, will stay home.' "Do you know," went on the groceryman, "that man had my nerve I started to say something about half the bill would do, but he wouldn't hear me. 'Don't tempt me,' he broke in; 'I feel better already.' And then, as he turned to go, he added, with a whimsical smile, 'It's your turn this time, but next year look out,' and with that he was gone."

"Are you going?" said the reporter at length, as the groceryman paused to get breath.

"Get your pencil out," answered the other, "and I'll give you a news item."

"Mr. Jones, the well-known grocer, will leave Monday with his family for a two weeks' outing at Santa Cruz." "I think," he added, "I'll have to go away to recover from that shock, and besides I think my friends would like to see that item in print."—S. P. Levis, in the Lansdowne News.

"ONE YEAR AFTER."

Connolly Bros. Issue Post Card Telling of Accomplishments of Year Since Fire.

Connolly Bros. have issued the following post card, sending same to their customers and friends:

We were burned out April 18, 1906. We opened temporary quarters and supplied what regular customers we could find with country produce, received by express, **at regular prices,** within a week after the fire.

"We opened a permanent store at Frederick and Stanyan streets on June 1, 1906. We are now enlarging our store to twice its original size. **We are growing!** We thank you for your trade and assure you that no pains will be spared to retain your good will.

"We do not offer **special sales,** because they are generally **inferior goods.** Our policy is to handle **good goods only.** They make longer friends. **Call and see us hustle!**

Connolly Bros.
Frederick and Stanyan Sts.
Formerly of 572-574 Geary St. and 316-318 Fourth St.

Ft. Smith Refrigerators—Cold and dry.

Dividend Notice—Humboldt Savings Bank, 646 Market St.—For the half year ending June 30, 1907, a dividend on all savings deposits has been declared at the rate of three and eight-tenths (3 8-10) per cent per annum, free of taxes, payable on and after Monday, July 1, 1907. Dividends not called for are added to and bear the same rate of interest as the principal from July 1, 1907. **W. E. Palmer,** Cashier.

Dividend Notice—The Italian American Bank, 518 Montgomery St., corner Commercial, has declared a dividend for the term ending June 30, 1907, at the rate of four (4) per cent per annum on all savings deposits, free from taxes, and payable on and after Monday, July 1, 1907. Dividends not called for are added to and bear the same rate of interest as principal.

A. Sharboro, President.
A. E. Sharboro, Cashier.

Dividend Notice—Pacific States Savings and Loan Company, 569 California St.—A dividend for the term ending June 30, 1907, has been declared at the rate of five (5) per cent per annum on all deposits, free from taxes, payable on and after July 1, 1907. Dividends not called for are added to and bear the same rate of interest as principal.

Wm. Pardy, Secretary.

Dividend Notice—California Safe Deposit and Trust Company, corner California and Montgomery Sts.—For the six months ending June 30, 1907, a dividend has been declared on all deposits in the savings department of this company at the rate of four (4) per cent per annum, free from taxes, and payable on and after Monday, July 1, 1907. The same rate of interest will be paid by our branch offices, located at 1531 Devisadero St., 2572 Mission St., 1740 Fillmore St. and 19th and Minnesota Sts. Dividends not drawn will be added to the deposit account, become a part thereof and earn dividend from July 1, 1907.

J. Dalzell Brown, Manager.

OFFICE OF THE
HIBERNIA SAVINGS & LOAN SOCIETY,
Cor. Market, McAllister and Jones Sts.
San Francisco, June 27, 1907.

Dividend Notice—At a meeting of the board of directors of this society, held this day, a dividend has been declared at the rate of three and three-quarters (3¾) per cent per annum on al deposits for the six months ending June 30, 1907, free from all taxes, and payable on July 1, 1907. Dividends not drawn will be added to the deposit account, become a part thereof and earn dividend from July 1.

R. M. Tobin, Secretary.

Dividend Notice—The Wells Fargo Nevada National Bank of San Francisco.—At a regular meeting of the Board of Directors of this Bank, held June 4, 1907, a dividend for the half year ending June 30, 1907, was declared at the rate of 8 per cent per annum, payable on and after July 3, 1907. The transfer books to be closed from June 24 1907, to July 3, 1907, inclusive.

Frank B. King, Cashier.
San Francisco, June 26, 1907.

Dividend Notice—The German Savings and Loan Society, 526 California St.—For the half year ending June 30, 1907, a dividend has been declared at the rate of three and eight-tenths (3 8-10) per cent per annum on all deposits, free from taxes, payable on and after Monday, July 1, 1907. Dividends not called for are added to and bear the same rate of interest as the principal from July 1, 1907. **George Tourny,** Secretary.

Dividend Notice—French Savings Bank of San Francisco, 108 Sutter St.—For the half year ending June 30, 1907, a dividend has been declared at the rate of four (4) per cent per annum on all deposits, free from taxes, payable on and after Monday, July 1, 1907. Dividends not called for are added to and bear the same rate of interest as the principal from July 1, 1907.

Chas. Carpy, President.

Dividend Notice—Mechanics' Savings Bank, 143 Montgomery St., corner Bush.—For the half year ending June 30, 1907, a dividend has been declared on all savings deposits, free of taxes, at the rate of three and three-fourths (3¾) per cent per annum, payable on and after Monday, July 1, 1907. Dividends not called for are added to and bear the same rate of interest as principal from July 1, 1907.

John U. Calkins, Cashier.

Dividend Notice—The Renters' Loan and Trust Company of San Francisco, commercial and savings bank, safe deposit vaults, No. 131-135 Hayes St., east of Van Ness Ave. —For the half year ending June 15, 1907, a dividend has been declared at the rate of four (4) per cent per annum on savings deposits, free of taxes, payable on and after Monday, June 17, 1907. Dividends not called for are added to and bear the same rate of interest as the principal from June 15, 1907. Also two (2) per cent per annum paid on commercial deposits, subject to check, credited monthly. INTEREST PAID FROM THE DAY THAT ALL DEPOSITS ARE MADE.

C. S. Scott,
Vice-President and Cashier.

The trustees of the Chamber of Commerce voted recently to locate permanently in the building at the northeast corner of California and Drumm sts. The building was erected by E. W. Hopkins and is eight stories high. It will be known as the Chamber of Commerce building.



ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

SNIDER'S CATSUP. Free Deal. New 1907 Pack

Comes Only Once----Order from your Jobber before it is too late.

DELIVERIES TO BE MADE AFTER SEPTEMBER 1ST, 1907, AND BEFORE JANUARY 1ST, 1908.

With each **Five Cases** of Snider's Catsup, Pints, one case of Snider's Catsup, Pints, FREE.

With each **Three Cases** of Snider'sCatsup, Pints, and Two Cases of Snider's Catsup, half-pints, one case of Snider's Catsup, half-pints, FREE.

With each **Ten Cases** of Snider's Catsup, Half-Pints, one case of Snider's Catsup, Half-Pints, FREE.

With each **Five and Half Cases** of Snider's Catsup, Half-Pints, Half Case of Snider's Catsup, Half-Pints, FREE

With each **Ten Cases** of Snider's Catsup, Quarts, one case of Snider's Catsup, Quarts, FREE.

With each **Five and Half Cases** of Snider's Catsup, Quarts, Half-Case of Snider's Catsup, Quarts, FREE.

THE ABOVE SPECIAL DEAL WILL BE DISCONTINUED WITHOUT NOTICE.

It behooves every merchant to place his order immediately so as to be sure of participating in this splendid opportunity. Take no chances—sell **SNIDER'S.** Its purity is guaranteed to you and your customers.

JOHN H. SPOHN COMPANY (Agents) **SAN FRANCISCO**

Moneyback kills distrust.
Schilling's Best makes friends.

ASSOCIATION ROSTER

California Retail Grocers and Merchants' Association.

President, A. A. Jost, Sacramento.

Vice-Presidents--1st, George B. Doyle, San Francisco; 2nd, F. W. Aubry, Stockton; 3rd, Chas. A. Mottaz, Los Angeles.

Treasurer, E. B. Pearson, Stockton.

Directors—F. B. Connolly, San Francisco; John W. King, San Francisco; H. K. Duncan, Oakland; L. Warnke, Alameda; F. F. Dustin, Redding.

Secretary, F. B. Connolly, San Francisco.

Associated Retail Grocers of San Francisco.

President, George B. Doyle.
First Vice-President, James S. Irvine.
Second Vice-President, J. W. King.
Treasurer, C. B. Pearson, Stockton.
Secretary, Frank B. Connolly.
Directors: Joseph A. Stulz, Herbert S. Elliott, Gus Lehrke, P. A. Buckley and B. A. Schmidt

PACIFIC COAST.
Retail Grocers' Association
President.
F. B. Fancher—Sacramento, Cal
First Vice-President.
J. R. Newberry—Los Angeles, Cal.
Second Vice-President.
Fred Dresser—Portland, Ore.
Secretary
H. Hauch, Alameda, Cal.

ASSOCIATION NOTES.

Secretaries of associations are invited to send reports of meetings or items of news of their organizations for publication under this heading. They should be forwarded as early as possible.

A FAVORITE
WITH THE
Housewife

The Delicate Maple Flavor Tickles the Palate.

MAPLEINE



Its the MAPLE FLAVOR and the simplicity of making the syrup that makes Mapleine the favorite with the housewife.
The table syrup made at home with Mapleine is a winner and a profit insurance to the dealer.

JOHN H. SPOHN CO., Agents

50-52 Clay St., San Francisco

Crescent Mfg. Co., Mfgrs., Seattle.



REMOVAL NOTICE

We have removed to our new permanent building, 93-99 DRUMM STREET, corner Sacramento.

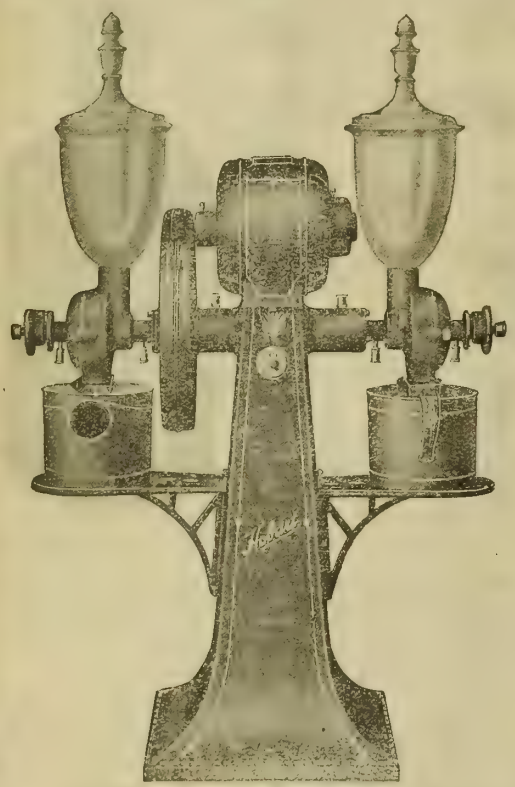
This is a modern building, up-to-date in every particular, and we are once more fully prepared to handle your business to the best advantage.

Martin, Dangers & Camm

93-99 DRUMM ST., Cor. Sacramento

Phone Temporary 4796 SAN FRANCISCO, CAL.

Made in all Styles and Sizes for all kinds of Service



King of Electric Coffee Mills

What "Hobart" Is doing

Has won in the race for preferment because it embodies all the merit possible in electric coffee mill construction. It's distinctive features are a revelation to its competitors.

Investigate Us and We Will Make It Worth While

F. F. WEAR

Dist Sales Agent Pacific Coast

Headquarters, 137-139 Telegraph Ave., Cor. 18th St.

Phone Vernon 255 Oakland, Cal.

Branch Office: H. B. DIBBLE, Manager

10 Marshall Square, Opp. 8th St. and Market

Phone Market 461 San Francisco

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

PIONTS TO WATCH.

RICE.—
An advance of 50c. per bag between now and October 15th. is predicted by reliable interests.

DRIED FRUIT.—
The dried fruit industry of this state is threatened with annihalation. Every grocer should act at once to save the day. Read details. under dried fruit review.

CANNED CORN.
Corn at 75c. per dozen as offered by certain San Francisco jobbers is a good buy, Reports from the East are firm and advancing.

AMERICAN SARDINES.—
These goods are costing packers nearly $1.00 ner case more for quarter-oils than it did one year ago. Price are likely to advance.

FREE DEALS.

Snider's Catsup — With each five cases of Snider's Catsup, pints, one case of Snider's Catsup, pints, free. With each three cases of Snider's Catsup, pints, and two cases of Snider's Catsup, half-pints, one case of Snider's Catsup, half-pints, free. With each ten cases of Snider's Catsup, half-pints, one case of Snider's Catsup, half-pints, free. With each five and half cases of Snider's Catsup, half-pints, half case of Snider's Catsup, half-pints, free. With each ten cases of Snider's Catsup, quarts, one case of Snider's Catsup, quarts, free. With each five and half cases of Snider's Catsup, quarts, half case of Snider's Catsup, quarts, free. Deliveries on above deal to be made after September 1st, 1907, and before January 1st, 1908.

Murdoch's Starch—10 case lots assorted or straight at list, one case corn starch free. Crates of sixes count for two cases.

Rumford Baking Powder—Five per cent discount in five case lots; one case free in ten case lots.

X-Ray Stove Polish—5c size, 3 doz. $1.50 with 6 free; 10c size, 3 doz., $2.50 with 6 free.

Towle Syrup Company Products—
With every order for 10 cases of Log Cabin products the following free goods will be given on shipments during September and October of this year: One case of 6 gallons or 1 case of 12 half gallons or 1 case of 24 quarter gallons, Towle's Log Cabin cane and maple syrup. Two cases free with every order for 20 cases Log Cabin products. Five cases free with every 50 cases of Log Cabin products. All orders sold on this deal must be shipped not later than October 31st. Regular quantity discounts apply.

Bromangelon—One dozen free with each gross ordered. No free goods with orders for less than one gross.

Frazier's Axle Grease.—One case free with ten

Fairbanks Gold Dust.

With five and a half boxes at 4.65 one-half box free. Size 24x72. With ten boxes at 4.60 one box free. With 25½ boxes at 4.55 two and one-half boxes free. With fifty boxes at 4.55 fiv boxes free. Above deal is good for but a short period.

Kingsford's Oswego Starch:—Effective July 1st. and until July 15th. inclusive, there will be given absolutely free—one pound of Kingsford's Oswego Corn Starch with each ten box purchase of Kingsford's Osewego Package Starch, Gloss or Corn; or, one-half box of Kingsford's Oswego Corn Starch with each 5½ box purchase of Kingsford's Oswego Package Starch, Gloss or Corn. For gratuity purposes a crate of Kingsford's Silver Gloss, containing twelve six-pound packages, will be computed as two boxes.

SUGAR.

The local refineries have failed to announce any move in either direction with respect to their product, the tendency being towards advances sooner or later.

New York, July 3—Willett & Gray report:

The week.—Raws: Declined .04c. Refined: unchanged. Net cash quotations this date are: Molasses, 3.085c; Centrifugals, 3.5835c. Granulated 4.85c.

Raws.—The notable feature of the week under review is the somewhat mysterious weakness of the European markets for beet root sugar. After holding unexpectedly firm and steady during the long selling of the Cuba crop at prices much below the beet parity, the markets abroad have suddenly developed a declining tendency without giving reasons therefor, which foreshadows a coming together of

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo Coun

PHOENIX FLOUR

The Whitest **The Best**

Made in Sacramento, Cal.

Up=to=date Machinery

Modern Ideas Coupled with the Thirty Years Experience at the same Location Has Taught Us What Kind Of Wheat To Blend.

RESULT: = PERFECTION

Agencies at Oakland, Eureka, Placerville, Red Bluff and Reno.

PHŒNIX MILLING CO. Sacramento, Cal.

B. E. BRYAN, Oakland Agent, 17th and Wood Sts.
Phone Oakland 8254

Are You Well Stocked With

THE

EGG-O-SEE COMPANY'S

CORN

FLAKES

If not Why not? Are we not Advertising in a way that will move the Goods for you? And are our Goods not backed up with quality as well? Push the goods of the manufacturer who helps you to sell them.

Egg-O-See and E--C--Corn $2.85 single case, $2.75 5-case lots

Every Jobber in the United States carries our Goods

Egg-O-See Cereal Co.

133 Hansford Bldg., S. F., Cal.

values of cane and beet sugar.

Refined.—Surplus stock throughout the country are being rapidly disposed of and a renewal of activity will be due in a week or two. The current quotations remain basis of Granulated at 4.90c. less 1 per cent, cash, with the prospect of a general improvement in the near future unless an important decline in raws should take place.

RICE.

M. Phillips & Co., report under date of July 8, 07:

"The market is very stiff on all grades showing an advance of ⅛ over last quotations. **We look for prices on Japan rice to advance 50c. per bag before the new crop is marketed.** Cable advices from Japan note an advance of 20 points."

New York, July 2d.—Dan Talmage's Son's Co., report:

Demand for the week has been good.

Advices from the South note quiet and strong market on the Atlantic Coast. Crop conditions are favorable. At New Orleans, market is very strong almost nothing offering, the small reserve stock being heavily drawn upon to supply imperative demands. Crop conditions in the Southwest are regarded as encouraging: a few forward sections report normal outlook, but the general crop will be late.

Cables and correspondence from abroad note firm markets, particularly on spot deliveries.

COFFEE.

C. E. Bickford, reports under date July 3rd.:

"The arrivals of Canal American coffee in this market for the half of this year are in excess of those up to the same period of any previous year by about 40,000 bags. The deliveries are also above the average of former seasons, although June business has been light. Buyers have only been interested in offering when tempted by unusual concessions from quotations, and the constant pressure on the part of Importers to market their holdings, has steadily weakened prices. Even under these conditions trading has been listless and dealers buy only for temporary requirements.

"The Brazilian crop year just ended, June 30th, shows unprecedented receipts, nearly 19¾ million bags, coming down to the shipping ports, with an unknown quantity still left in the interior. This is 4¼ million bags in excess of the previous record crop of 1902-03 and 9½ millions larger than last year's.

"The purchases for account of the Brazilian government under the "Valorization Plan" to some 8 million bags, are now said to be ended, the purpose of caring for the surplus from the enormous crop just ended having been fully and sucessfully completed to that extent and to this time.

"This stock is to be held in reserve until the needs of consumption require its use, which in the calculation of its holders may be within another year, or possibly two, since in their opinion Brazil is now entering into a sucession of crops below the world's requirements. The key to the immediate future therefore, would appear to be the crop just beginning, estimates of which have been put forth as low as eight and as high as fourteen millions."

DRIED FRUIT.

The Dried Fruit industry of California, stands to-day threatened with absolute annihilitaion, because of the possible action of the Secretary of Agriculture at Washington, by which the amount of sulphur in drying fruit is to be limited to 35-1000 per cent. Should this ruling be made, it would mean the practical distruction of the dried fruit industry of this State, so far as peaches, apricots, bleached Thompson's and bleached Sultana raisins, applies pears and ruby prunes, all of which fruits are sulphured. Every grocer in California is directly interested, because the making of such a rule would make it illegal **to even possess** fruit containing a greater quantity of sulphur than that named. Mr. Griffin of the Griffin-Skelly Co. is now in Washington making a fight for the whole State of California on this question. It is the duty of every grocer to call the attention of every fruit grower they may be acquainted with, to the danger which confronts the industry. Telegrams should be sent to Secretary Wilson of the Department of Agriculture at Washington.

There is no known substitute for sulphur and there is no known instance where any of the medical professors or body of scientists have ever found or in any way intimated that California dried fruits were not

Pettijohn's Breakfast Gem

36 2lb. packages to Case.

MANUFACTURED BY

American Milling Co.

SAN FRANCISCO.

BANKING INSTITUTIONS.

LOCARNO PARIS NEW YORK SAN FRANCISCO

Swiss American Bank

Of Locarno, Switzerland

San Francisco, Main Office
1152 Fillmore St.

CAPITAL $600,000

SURPLUS AND UNDIVIDED PROFITS, $190,000

TOTAL ASSETS, $5,330,000

San Francisco Agents and Officers

Agents
HENRY BRUNNER,
T. C. TOGNAZZINI,
CHAS. MARTIN CO.,
B. G. TOGNAZZI.

Officers
CHAS. MAGGINI, President
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RICE

Buy Right Direct from the Mills
Save Jobbers Profits

Largest ExclusiveRice Dealers on the Coast.

NEW ORLEANS RICE MILLING CO., 104 Front St., San Francisco

Samples Mailed on Request

healthy, nutritious, and a safe article of diet. **ACT TO-DAY.**

Los Gatos, Cal., July 9.—Los Gatos Cured Fruit Co., report:

The Apricot crop is as near a failure as possible. The Canners have bought what few they could get at about $100 per ton. A very few will be cured and a choice grade in 25 lb box will have to bring about 26 to 27 cents per lb to play even on the Canners price for green fruit.

"Peaches have been much sought after by the canners and at prices, that a grower to come out even by drying would have to ask at least 12 to 14c for his cured product.'

PRUNES.

Quotations in this line are without change since our last report. The situation remains extremely firm in all Pacific Coast producing districts. as well as in all buying centers both in Europe and in the U. S.

The Santa Clara Co. Fruit Exchange estimates the crop of California prunes this year at from 95,000,000 lbs to 100,000,000 lbs. This is a very high estimate and very few think it will be reached.

Referring to prunes in a recent letter the **Griffith Durney Company** say: "All of the really best sizes, that is the medium sizes of prunes, can at the present writing be retailed at 10 cents without any difficulty. Prunes at even a 5-cent bag basis of price would leave many of the medium sizes at a point where they could still be retailed at 10 cents. Experience has demonstrated that the article of food that can be retailed at 10 cents per pound is the one that moves the most freely, and where there is but one that can be sold on this basis the demand is always enormous. There is no possibility of either peaches or apples getting down to a point where they can be retailed at 10 cents during the season of 1907 and 1908. We would not be at all surprised before the season is closed, in the light of conditions as we can see them now, if prunes finally reached the point where some of the medium sizes could not be retailed at 10 cents. We cannot help but conclude, in the light of these conditions that there is a better chance for the trade to make a profit on prunes bought at the present basis of price than on either peaches, apples or any other item on the list."

Griffin & Skelly Co., report:

"So far as prunes are concerned, the situation could not very well be stronger. As we have already advised you, it is very apparent that the carryover of 1906 goods will not be any more than enough to take care of the trade during September and October, when it is impossible to get new goods to their destination. As a natural consequence, when new goods reach their destination, they will be in strong demand and not affected in the least by the 1906 goods that the trade have previously received. The crops of prunes in this State are very much below normal. It is difficult to say just what the percentage will be. Of course, that cannot be determined until the crop has been harvested, but so far as Santa Claras are concerned it is not apt to be over 30 per cent of what it was last year. The outside districts will all run short. The demand, both foreign and domestic, has been very large and not in the least speculative so far as we can see up to date. While there has been a large amount of prunes sold to the domestic trade, we are unable to see that they have bought more than their early necessities, which leave the probabilities of a later demand very strong. Prunes at the present basis of price are the cheapest article of evaporated fruit there is on the market."

Los Gatos, July 9.—Los Gatos Cured Fruit Co., report:

"Prunes to-day are higher that at any time since 1892 and it looks as if the high prices have come to stay for this season at least. The crop of the world is away below the consumptive requirements. Europe is already in the market for supplies to cover the short crop in her territory. The crop here is one of the lightest in many years. Many growers reporting that they have so few that it will hardly pay to gather them. Of course this applies only to certain section, but it is certain that the harvest will be of short duration in all producing sections. As far back as six weeks ago two of the large packers became convinced of the shortness of the crop and placed their agents in the field with instructions to buy everything in sight **and they did.** This actually of course ran the price up until 5c. and even 5½c. per lb. was paid the growers for the our sizes, but even at this price prunes are about the cheapest thing in the fruit line to-day. It is reported that parties have unloaded freely to the jobbers on a basis of the prices to the growers and what then is left unsold bids fair to bring even better prices than those asked to-day."

RAISINS.

California Fruit Grower" says:

The market on raisins is a little firmer in some lines and quotations a bit off in others. To be specific, seeded are somewhat firmer in that practically every one who is quoting at all now is doing so on the basis of maximum quotations, and 9c. for fancy 16-oz. is about the only figure heard of at the moment. The situation is that seeded are practically sold up on October-November capacity, and the trade has put in liberal orders. But little new business is or can be done just at present. Buying values in the country rule as firm as heretofore. Some slackening off, however, is noted in quotations on loose goods, and 2-crown Muscatels and seedless in most varieties are not quoted at quite such high values as a week or two ago, although the difference is but slight. Quotations on bleached Sultanas, northern goods, are announced as follows: 8c, 8½c and 9c for standards, choice and extra choice respectively.

DRIED PEARS.

It is now becoming evident that the coming pack will be very light owing to the short crop. The rains and floods last spring prevented the proper attention being given to the fruit in many districts, with the result that blight made great headway.

NUTS.

There have been no developments in this line for some weeks with the exception of continuel strengthening of the market.

CANNED FRUIT.

California Fruit Canners' Association report under date of July 10th:

"The packing season has thus far verified our previous advices given you. Cherries and apricots of the raw products, as well as other materials, has no particular significance, for comparatively few of them have been packed and, of course, few of them can be sold. Peaches and pears are costing more than we would like to see them, but the failure of Eastern crops has made a strong demand for green fruit, dried fruit, and canned fruits of all kinds, and there is every indications of another clean-up, such as we have had the last two years.

"Prices have been named on tomatoes and have apparently met with the approval of wholesalers and retailers. The price is very close to manufacturing cost and there is every indication of a firm advancing market throughout the coming year."

In the absence of quotations on new pack from the California Fruit Canners Association there are no changes of moment to note. There seems to be a strong belief that the Association will name prices at an advance of 10c. to 15c. per dozen above the opening prices so far made in canned peaches and apricots of all grades, including standards, seconds and fruit in water. The Association appears determined to wait until the last moment before quoting figures.

California Canneries Co., report under date of July 8:

It is very difficult to give the outlook for California Canned Fruits, excepting to say that prices will be higher than they have been for many years. It is not a question this year of selling the goods, but rather one of supplying the demand, hence everything in the line, Tomatoes included, will rule from 10 to 25 per cent higher than last year. This is caused not only by the demand, but also by the high prices on raw materials, and everything else that goes to making up the canned fruits."

Griffin & Skelly Co., report:

In a letter to their Eastern brokers the Griffin & Skelley Company of San Francisco say that the season of 1907 will go down into history as about the most unsatisfactory for the operators in California products that has ever been known; at least, if the bal-

of the season is as unsatisfactory
ne conditions prevailing up to date
been. After quotations were
e, while the prices seemed to the
ers to be high, much to their sur-
e the jobbers bought freely and
kept buying, forcing the packers
the country to cover their sales
urchases, and finally resulting in
farmer becoming absolutely un-
ageable.

CANNED PEAS.

eports from the East continue to
liscouraging. The latest advices
ot make a very promising outlook
a pack of large size and good
ntity. Some of the fields are re-
ed to be turning yellow. The sea-
is very late and the season is
dubious.

CANNED CORN.

ne situation in this line is extreme-
firm. We understand that some
ers are offering future Western
5c. Advices from the East war-
us in strongly advocating the
hasing of goods at that price.

icago, July 3.—The Western can-
corn market, according to the
ago "Canner," continues to act in
rdance with the wishes and ex-
ations of the packers; that is, it
inues to stiffen. The market is
er than a week ago, particularly
utures, on which packers take a
ng view. As a rule, Western can-
are not anxious to sell more fut-
, not that they, in general, have
racted very heavily for 1907 corn
rather because the situation as re-
s the crop is not flattering, while
acreage for the county is less than
year. A good many packers have
drawn offerings of futures.

BEANS.

lolf Koshland, report under date
uly 9, 1907:

ne bean market is at present in a
steady position.

uring the past few months there
been advances in the price of
, Lady Washington, and Pink
s.

he present prices are being well
ntained, and higher quotations
should be looked for in view of
fact that we shall most likely
only a short crop of beans in
State of the colored varieties.

ne present price of Lima beans is
a very high one, and while it may go still higher, I cannot consider Lima beans a speculation at this price.

"The new crop of Lima beans at the present time certainly promises to be a record breaker. The acreage is great, and the present conditions of the plant are very good.

"In view of this, lower prices for Lima beans will rule this Fall.

"The acreage in Small White beans is a full one, and if nothing unwonted happens, we should have a full average crop of this variety. The prices may rule a little below the present figures.

"In view of the fact that there is a good demand for beans right along, the consumption of this article having grown in the last few years, and realizing that beans are now cheaper than Potatoes, and that Potatoes will be pretty high this Fall, dealers in general expect that the price of beans for the coming crop will rule on a somewhat higher basis than for several years past."

Los Angeles, July 6.—One competent authority places the probable output of Lima beans in California this season at 750,000 bags providing favorable weather conditions rule from now on. As July and August are sometimes trying months with this crop, it is early yet, however, to predict.

HONEY.

Riverside.—Reports from bee men throughout this section indicate that the honey crop this season will be in excess of that of last year, but not nearly as large as it should be for a normal season. One great reason for this is the cool spring, which has kept many of the flowering shrubs from blooming at the usual time, Bees as a rule are in excellent shape, however, and the bee men are generally quite encouraged with the outlook for the balance of the season. Reports from the central and northern parts of the State as to the crop this season seem to differ. Some reports indicate that the crop is a very short one, while others state that the prospect is for a large output.

ONIONS.

A new record price was set for onions in this State a few days ago when $2.77 a sack was paid San Joaquin growers on a wholesale basis. It is predicted by some commission men that the price is liable to reach $3 before the second crop is ready for shipment.

PICKLES.

Reed Pickles Works, report under date of July 8.:

"The year just past has been a most remarkably successful business year for us. The output of our factory has been far greater than the capacity. At this time the market is practically bare and supplies in the pickle line are almost exhausted. It has been quite a difficult task to get goods enough to supply the demands of the trade.

With the advent of the fall our new goods will be ready and we will be in a much better position: Although the cost of raw material this season is greater than ever. The outlook for a big crop is good.

We are making preparations to increase our factory and tankage, and pack a much larger supply than ever.

AMERICAN SARDINES.

New York, July 2.—B. O. Bowers Co., say:

On account of the scarcity of fish and high price of oil, there is a possibility that packers may advance prices. The market is firm at present.

Last year the packers were buying oil at from 35c to 37c per gallon delivered at packing points. This season they are paying from 60c to 62c per gallon, which makes an increase in the cost of production of about 25c per case. The cost of cans has also advanced about 10c per case, and fish are costing just double what they did one year ago.

Taking everything into consideration it is costing the packers nearly $1 per case more to produce a case of one-quarter oils to-day than it did one year ago this time. Some of the scarcity of fish for the past ten days.

New York, July 5.—According to advices received from Eastport the supply of sardines fish is still light, the pack to date amounting to only about 150,000 cases, a little more than half of which has been shipped on contracts.

SALMON.

The situation in spot red Alaska salmon is exceedingly strong in all parts of the United States. The short-

BAY CITY MILLS

ROCERS!

Y OUR PATENT (Extra Family) ROLLER FLOUR
UR CUSTOMERS WILL THANK YOU.



y City Flour Mills, First and Clay Sts., Oakland

age has become so great in eastern markets that something like 15,000 cases were purchased in Liverpool for consumption in this country, last week The eastern conditions are reflected by the markets here and jobbers are quoting a $1.25 per dozen.

SHRIMPS.

Canned shrimps are becoming extremely scarce.

SALAD OIL.

New York, July 3, 1907.—Aspegren & Co., report:

Market the past week has been very dull with almost nothing doing, being up a little one day and down the next. We expect the market to continue dull for quite sometime to come with occassional small advances or decline.

IMPORTS OF LUXURIES.

Over 100 million dollars was sent out of the United States in the fiscal year 1906 in the purchase of luxuries. This total of 100 million dollars' worth of luxuries imported includes, according to the records of the bureau of statistics of the department of commerce and labor, over 40 million dollars' worth of diamonds and other precious stones; about 40 million dollars' worth of laces, edgings, embroideries, and ribbons; about 7 million dollars' worth of feathers, natural and artificial; over 6 million dollars' worth of champagne; and the remainder miscellaneous articles, such as perfumes and toilet articles, smokers' articles, and opium for smoking. If to this is added the value of tobacco, cigars and cigarettes imported, the total will reach 125 million dollars. This grand total of 125 millions dollars, including tobacco and cigars in this class, is more than double the imports of similar articles a decade ago, the total for 1896, for the articles above named, having been 51 million dollars, and in 1906, 125 millions. Tobacco and cigars, if included in this category of luxuries imported, form one of the large items in volue, aggregating nearly 27 millions in 1906, against about 19 millions in 1896. Champagne imported in 1906 aggregated over 6 million dollars' value, against about 3½ millions in 1896.

TEMPERANCE PEOPLE HAVE BOYCOTT PLEDGE.

Agree Not to Patronize the Grocers Who Sell Intoxicants.

"We pledge ourselves, each to the other, that with the help of God, we will buy goods and merchandise only from those who, to the best of our knowledge, do not sell intoxicating drinks.

"And, while we will work to secure the signatures of as many honest persons and Christians as possible, let us free ourselves from the liquor dealers in place of enriching them."

This pledge is being freely circulated in Berkeley and the temperance people say that they expect the plan to work many benefits. The purpose of the pledge is two-fold. It is intended to show the town trustees that the temperance people do not want any change in the present liquor law and that they are ready to push the power of the "boycott" to the final extreme to keep liquor selling out of Berkeley.

The pledges are being circulated in Oakland and other parts of the State as well as in Berkeley. W. W. Clark is one of the leaders in the "boycott" movement. All hotels, grocery stores, drug stores and similar establishments that handle liquor in any way are to be tabooed by those who sign the pledge.

Ft. Smith Refrigerators—Cold and dry.

There is a great deal more in proper display than some grocer's seem to think.

Ft. Smith Refrigerators—Cold and dry.

YOU ARE ALWAYS SURE of a sale and a profit if you stock SAPOLIO. You can increase your trade and the comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake

Wholesale Price List.

EACH DEPARTMENT OF OUR PRICE LIST IS CHECKED UP AND CORRECTED EVERY WEDNESDAY BY M. J. BRANDENSTEIN & CO., A. SCHILLING & CO., J. A. FOLGER & CO., SUSSMMAN, WORMSER & CO., J. H. NEWBAUER & CO., GUGGENHIME & CO., TILLMANN & BENDEL, WELLMAN, PECK & CO., HAAS BROS., CUDAHY & CO., ARMOUR & CO., WIELAND BROS., GOETHLISBERGER & GRASSOFF, GOLDEN GATE CRACKER CO., WILLIAM CLUFF CO., WHITTIER-COBURN CO., W. P. FULLER & CO., STANDARD OIL CO., HOOPER & JENNINGS, M. PHILLIPS & CO., PACIFIC COAST BISCUIT CO., PACIFIC VINEGAR & PICKLE WORKS, HEYMAN-WEILL CO., AND SCHWABACHER-FREY CO., EACH FIRM TAKING THE DEPARTMENTS ASSIGNED, AS LIST INDICATES.

No claim is made that this Price List contains an ironclad schedule of rates—good for a week. No such schedule could be obtained, even on actual cash sales. These prices are solicited for publication, and represent, at the time of going to press, the average prices demanded by the general run of jobbing houses for average amounts of goods on average conditions of purchase. Persons with cash, or undoubted credit, always get special low rates.

Subscribers will confer a favor by pointing out to us any particularerror or omission.

	COL.
Abalones	18
Ammonia, Laundry	25
Anchovies	17
Asparagus	10
Ax Handles	48
Axle Grease	43
Bacon	11
Bar Sugar	2
Barrels	51
Barrel Covers	51
Basins	51
Baked Beans	10
Baking Powder	20
Bags (paper)	43
Barley, Pearl	23-25
Baskets	48
Bath Brick	43
Beans, Canned	10
Beef, Barreled	12
Beef Extracts	33
Benzine	29
Binder Twine	47
Blacking, Shoe	46
Bloaters	16
Bluestone	43
Bluing	25
Borax	25
Boullon Capsules	33
Bowls	48
Brooms	48
Breakfast Foods	21-22
Brushes	48
Butter Ladles	51
Candies	30
Candles	43
Canned Fish	17
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Canned Meats	13-14
Canned Soups	38
Canned Vegetables	10
Can Openers	48
Covers	33
Cards, Playing	52
Carpet Sweepers	48
Castile Soap	27
Castor Oil	29
Catsups	37
Catsups (bulk)	39-40-41-42
Caviar, Russian	15
Cereal Coffee	33
Cereal Laxative	45
Cereals	21-22-23-24
Cheese, fcr. & dom.	15
Cherries, Maraschino	33
Cheroots	54
Cheese Safes	48
Cigarette Papers	54
Chewing Gum	31
Chicory	1
Chimneys	50
Chloride of Lime	28
Chocolate	32
Chutney	33
Cider	34
Cigarettes	55
Citron	36
Clam & Clam Juice	18
Clam Chowder	18
Clothes Lines	48
Clothes Line Pulleys	48
Clothes Pins	48
Coal Oil	29
Cocoa	33
Cocoanut	34
Codfish	15
Coffees	1
Coffee Extracts	1
Coffee Mills	
Condensed Milk	34
Condiments	41-42
Corks	49
Cordago	44
Corn, Canned	10
Corn Starch	28
Cottolene	34
Crackers	31
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Currants	5
Curry Powder	
Cuttle Bone	44
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Dust Pans	49
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Farin. Goods	21-22-23-24
Figs	5
Fine Cut Tobacco	53
Fish and Cheese	15
Fish (canned)	17
Smoked	17
Fish Potted	15
Flavoring Extracts	19-20
Flour	21
Fly Paper	44
French Mustard (bulk)	15
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Fruits, dried	5
Fruit Wax & Strings	47
Fruit Jars	44
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Fruit Jar Caps	44
Fruit Jar Rubbers	44
Gasolene	29
Gelatine	35
Ginger, Preserved	19
Glue	44
Gum, Chewing	31
Ham	11
Herring	16
High Grade Smoking Tobacco	53
Honey	6
Hops	35
Horseradish	41
Ink	52
Insect Powder	44
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Jams	7-8
Jars	44
Jellies	7-8
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Lamp Burners	49
Lamp Chimneys	50
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Lantern Globes	51
Lard	12
Laundry Materials	25
Laundry Starch	28
Lard Oil	29
Lead Pencils	52
Lemon Squeezers	50
Lemon Sugar	35
Lemon Juice	35
Linseed Oil	29
Liquid Bluing	25
Lobsters, Canned	18
Lozenges	35
Lubricating Oil	29
Lye	25
Macaroni	22
Mackerel (salt)	16
Mackerel, tins	17
Maple Sugar	3
Maple Syrup	3
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Maraschino Cherries	33
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Meals	21-22-23-24
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Memo Books	52
Milk (condensed)	34
Mince Meat	8
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Molasses	2-3
Mops and Handles	50
Mouse Traps	51
Mucilage	52
Mushes	21-22-23-24
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Mustard (dry)	19
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Nest Eggs	51
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Oil Cans	51
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Olive Oil	36
Oysters	18
Pails	50
Paints, Dry	28
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Paper, shelf	48
Paper, Toilet	45
Paper, Wrapping	42
Paprika	15
Paraffine Candles	43
Pastes	22
Peanut Butter	36
Peas (canned)	10
Peels	36
Pens, Steel	52
Pencils	52
Pepper	18
Pepper Sauce	41
Pickles	39-40-41-42
Pigs' Feet	13
Pineapples (canned)	9
Playing Cards	52
Plug Tobacco	54
Plum Pudding	36
Polish, Metal	46
Polish, Shoe	45
Polish, Stove	46
Pork and Beans	10
Pork, Barreled	12
Potato Mashers	51
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Preserves	7-8
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Salad Oil	36
Salad Dressing	36
Saleratus	20
Salmon (salt)	16
Salmon (canned)	17
Salsoda	27
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Sardines	18
Salt Fish	15
Salt Meats	11
Saratoga Chips	36
Sauces	37
Sauces (bulk)	41
Sauerkraut	37
Seeds	47
Steel Pens	52
Sheep Dip	47
Shelf Paper	50
Shell Fish	18
Shoe Dressing	47
Shoe Brushes	48
Shrimps	18
Smoked Fish	15
Smoked Tobacco	53
Snuff	56
Soda and Saleratus	20
Soup	26
Soap, Scouring	27
Soups	36
Spices	19-20
Spittoons	51
Spoons, Wood	51
Sprats	17
Starch	28
Stationery	52
Stick Candy	30
Stogies	54
Stove Polish	46
Sugar	2
Sugar, Maple	3
Syrup	3
Syrup, Extracts	4
Tacks	51
Tapers, Gas	51
Tapioca	23
Teas	1
Tobacco	53
Tobacco Cutters	
Tobasco Sauce	41
Toilet Paper	45
Tomatoes	10
Tomato Catsup(bulk)	39-42
Tooth Picks	51
Traps	51
Truffles	37
Tubs	50
Turpentine	29
Twine	47
Twine Holders	51
Twist Tobacco	55
Vegetables (canned)	10
Vermicelli	22
Vinegar	39-40
Washboards	51
Washing Powder	27
Wax	47
Wax Strings	47
Whips	51
White Lead	29
Whiting	
Wicking	51
Willow Ware, etc	48
Window Screen	51
Wringers	51
Writing Paper	52
Wooden Ware, etc	48
Yeast Cakes	38

Department 1

COFFEE, CHICORY, ETC.

This Dept. is corrected by M. J. Brandenstein & Co.; A. Schilling & Co.; J. A. Folger & Co.

Green Coffee.

	In bags	In drums
Mocha, Gen. Arabian	23	25
No. 2	21	23
No. 3		
Mocha Liverato	23	....
Aden	21	....
Kona (Hawaiian)	12	16
Mexican	12	18
Java, Common	15	18
Java, brown pin'tion	20	25
Java Mandheling	26	....
" Kroe	17	....
Caracol, prime w'shd	13	16
Caracol, ordinary	12	13
Guatemala Prime	15	..
" Choice	14¼	..
" Good	12½	..
Costa Rica Prime	13	..
" Choice (La G'nd)	13	..
" Good	11¾	..
Salvador Washed	13	..
" Unwashed	11½	..
Caracola Guatemala	15	..
" Salvador	13½	..

Roast Coffee.

Salvador	15	20
Java	24	31
Mocha Aden	27	31
Prime w'shd. C.A.blnds	19	24
Good C. A. Blends	18	20
Ordinary Blends	13	16
Java Fncy Mndheling	33¼	33¾
" Kroe	25¾	26¼
Mocha Liverato	31¼	31¾
" J. S.	26¼	31¾
Java & Mocha Fancy	32¼	32¾
" No. 2	26½	26
Guatemala No. 1	18	18½
" No. 2	16¾	16¼
Costa Rica No. 1	17¾	18¼
" No. 2	17	18¼
" No. 2	17	17½
" No. 3	15½	16
Kona Fancy	20¼	20¾
" No. 1	16¼	16¾

Private Brands.

Lion, 100-lb

Hills Bros. Arabian Roast .26

Arbuckle's 100-lb. 17.37½

"M. J. B."

"M.J.B.," 60 1's in case .28

"M.J.B.," 30 2's in case .27

"M.J.B.," 24 3's in case .25

Schilling's Best Coffee.

In 1-lb cartons, in 30, 50 or 100-lb cases. Can be assorted as required.

5-star	.36¼	1-star	.18¾
4-star	.23¼	2-star	.22¾
3-star	.25¾		

Folger's Golden Gate Coffee.

100 or 60, 1-lb tins	.31
50 or 30 2-lb tins	.30
40 or 20, 2½-lb tins	.29
20 or 12, 5-lb tins	.30

Never sold in bulk

Chicory.

California	05¼
Belgian No. 2	.07
Belgian, No. 1	.07¾

Coffee Extracts.

Bulk, per lb	.07
Vienna, ¼'s, 10-lb. bx	.25
Vienna, 1's, 10-lb. bx	.26
Ackermann's, ½ gross bxs. gross	4.95

1

Department 2

This Dept. is corrected by **M. J. Brandenstein & Co., A. Schilling & Co., J. A. Folger & Co.**

Japan.

TEAS.

(Panfired, Sundried or Basket-fired.)		
Extra Fancy	56	74
Fancy	44	55
Choicest	39	43
Choice	34	38
Fine	24	33
Fair	22	24

Green China

(Gunpowder Imperial or Young Hyson)		
Extra Fancy	56	76
Fancy	38	46
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	58	$1 50
Fancy	50	57
Choicest	36	48
Extra Choice	33	35
Fine	27	32
Fair	22	26

Ceylon and India.

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz. Cartoons. Never in bulk)

Japan, per lb	$0.45
do. 1 crown	.90
do. 2 crown	1.80
English Breakfast	.45
do. 1 crown	.90
do. 2 crown	1.80
Ceylon	.45
do. 1 crown	.90
do. 2 crown	1.80
Oolong	.45
do. 1 crown	.90
do. 2 crown	1.80

TREE TEA.

(Full weights only.)

Packed in 1 lb. and ½ lb. cartons.

Japan	37½	E. B Congou	37½
Oolong	50	Gunpowder	45
Ceylon	37½	Or'ntal Blnd	37½

Folger's Golden Gate Tea.

	20-oz.	8-oz.	12-oz.	16-oz.	10 oz.
Japan	43	42	41½	41	41
English Breakfast	43	42	41½	41	41
Ceylon	46	45	44½	44	44
Oolong	48	47	46½	46	46
Gunpowder	46	45	44½	44	44
Black and Green	43	42	41½	41	41

2

Do. 35-lb. tins, 10 in case..8.40
Do. 10-lb. tins, 10 in case..9.05
Do. 8-lb. tins, 8 in case....9.05
Do. 30-lb. boxes 7.70
For Bakers' and Confections' Use.
Barrels $6.25
Half bbls 6.50
Boxes, 30 lbs. each.....7.10

Department 3.

This Dept. is corrected by **Sussman, Wormser & Co., J. H. Newbauer & Co.**

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c; half barrels, 25c; boxes, 50c; 50-lb. bags, 10c.

Fruit Granulated	5.40
Dry Granulated, 100-lb sack	5.35
Beet Granulated	5.25
Confectioners' A	5.35
Cube	5.60
Crushed	5.60
Candy Granulated	5.45
Magnolia A	4.95
Extra C	4.85
Golden C	4.75
"D" Sugar	4.65
H. & E. Crystal Dominos	8.75
Bar, bbls	6.85

California & Hawaiian Sugar Refining Co. Additional per 100 lbs: In bbls. and 50-lb bags, 10c more; 8 oz, doz.. 9.75|Gals, each..11.00

Crescent Oil of Mapleine.

1-oz., doz... 2.70|2-oz., doz .. 4.75
8-oz., ...15.00|4-oz., doz .. 8.25
16 oz, doz..27.00|32 oz, doz..48.00
Gals, each..15.00|

Hardesty's Maple Extract.

1 oz, doz...$1.10|2 oz, doz.. 1.75
half bbls. 25c more; boxes 50c more; for all grades:

Granulated Basis	5.35
Powdered	5.45
(A) Crushed	5.60
Berry	5.40
Extra Fine Dry Granulated	5.35
Coarse Dry Granulated	5.35
Confectioners' (A)	5.35
Confectioners' Crystal	5.45
Cubes	5.60
Bricks	5.60
Beet Gran., 100-lb. bags only	5.25
Excelsior (A)	4.95
Extra (B)	4.85
Golden (C)	4.75
Yellow (D)	4.65

C. and H. "Higrade" Bar.

In 100-lb. sacks	$5.45
30-lb. boxes	5.95
10-lb. tins, 10 in case	7.80
35-lb. tins	7.15
40-lb. tins	7.15
Barrels	5.55
Half barrels	5.70

Long's Peerless XXXXXX

Do. bbls	6.85
Do. ½ bbls	7.10
Do. 4-lb. tins, cases	8.40

4

MAPLE SYRU

Log Cabin Maple

Gallons, per doz	
Cans	
Half-gals, per doz	
Quarts, per doz	
Pints, per doz	
Bottles	
Quarts, per doz	
Pints, per doz	
Jackets, per gal	

"Old Manse."

Gal. tins, ½ dz to case.
½ Gal tins, 1 dz to case
Quart tins, 2 dz to case
Pint tins, 4 dz to case.
Jacket Cans, bulk, per
Glass Qts, 1 dz to case
Glass Pts, 2 dz to case.

Log Cabin Pen-O-Che

Cans
Gallons, per doz
Half-Gals., per doz
Quarts, per doz
Pints, per doz.
Bottles
Quarts, per doz
Pints, per doz
Jackets, per gal

MAPLE SUGAR

Toboggan Brand Mapl

30 1-lb blocks (cases)
60 ½-lb blocks (cases)

Maltese Cross Brand Ma

Ass't'd ¼s, ½s, 1s, per
Scalloped Cakes, 100 to

Syrup Extract



2 oz, doz.. 3.00|16 oz,
4 oz. doz.. 5.25|32 oz,

MOLASSES.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS 5 G	5¼ G	4 G	CASES 10 G	20 ½G	32 ¼G
Fancy Open Kettle									
Pickaniny	.52	.54	.57	2.98	2.72	2.42	6.90	7.60	5.28
Belmont Plantation	.47	.49	.52	2.73	2.50	2.22	6.40	7.10	4.98
St. Clair Plantation	.41	.43	.46	2.43	2.22	1.98	5.80	6.50	4.62
Centrifugal									
Oak Grove	.37	.39	.42	2.23	2.05	1.82	5.40	6.10	4.38
St. Mary's									
Baking Molasses	.32	.34	.37	1.98	1.82	1.62	4.90	5.60	4.08
Hawaiian Island, Genuine.	.19	.21	.24	1.33	1.24	1.10			
Cane									
Black Strap	.17	.19	.22	1.23	1.15	1.06			

TABLE SYRUPS.

	Bbl. 54 G	½ bbl 34 G	¼ bbl. 17 G	JACKETS 5 G	4½ G	1 G	3 G	KITTS 2 G	1 G	2 G	1¾ G	1½ G	20 1-G
Saratoga Drips, made from pure granulated sugar, packed: 12-1's, $6.28	.52	.54	.57	2.98	2.97	2.42	1.86	1.28	.72	1.34	1.21	1.08	6.90
High Grade Sugar Syrups. (Pure White)													
White Sugar Drips	.47	.49	.52	2.73	2.50	2.22	1.71	1.18	.67	1.24	1.12	1.01	6.40
(Delicious Flavor)													
Perfecto	.44	.46	.49	2.58	2.36	2.10	1.62	1.12	.10	1-gal. Jackets, c			
Sugar Syrups												per Cra	
New Butter Scotch	.45	.47	.50	2.63	2.41	2.14	1.65	1.14	.65	1.20	1.09	.98	6.20
Victor	.40	.42	.45	2.38	2.18	1.94	1.50	1.04	.60	1.10	1.01	.90	5.70
Golden Gate	.38	.40	.43	2.28	2.09	1.86	1.44	1.00	.58	1.06	.97	.87	5.50
Cooking Syrups													
Carnation Drips	.34	.36	.39	2.08	1.91	1.76	1.32	.92	.54	.98	.90	.81	5.10
Golden Drips	.25	.27	.30	1.63	1.51	1.31	1.05	.74	.45	.80	.73	.68	1.20
Special Table Syrup											CASES		
Heliotrope	.38	.40	.43	2.28	2.09	1.86	1.44	1.00	.58	**Round Friction T**			
								6 10-lb Tins, per case					
								24 3-lb Tins, per case					
								12 5-lb tins, per case					

MAPLE SYRUPS.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS. 5 G	4½ G	4 G	10 1 G	CAS ½G
Woodlawn, made from pure maple sap in the groves at Beauce, Canada, and 1's also packed: Cases: 12-1's, $13.44; 6-1's, $6.72; 12-½'s, $7.14; 24-¼'s, $8.10; 24-⅛'s, $5.10. Bottles: 12 qts, $4.60; 24 pts, $4.90.	.95	.97	1.00	5.13	4.66	4.14	11.20	11.90
Deer Lodge	.85	.87	.90	4.63	4.21	3.74	10.20	10.90
New England	.77	.79	.82	4.23	3.86	3.42	9.40	10.30
Canada Sap	.67	.69	.72	373	3.41	3.07		

5 6 7 8

Department 4.

DRIED FRUITS, NUTS AND HONEY.

This Dept. is corrected by **Guggenhime & Co., Tillmann & Bendel.**

(Add ¼c for 50-lb. boxes and ½c for 25-lb boxes).

Apples.

Sundried, sacks 6
Evap. Fancy, 50-lb boxes.... 7½
Evap. ex. choice, 50-lb box.. 7
Evap. choice, 50-lb box..... 6½

Apricots.

1906 Crop

Choice Sacks 20
Fancy Sacks 21
Fancy, 25-lb boxes..... 22

Blackberries.

In boxes, per lb.....none

Cherries.

Pitted, in boxes, per lb.....35
Unpitted, in boxes, per lb.12½

Currants.

In bbls 09½
Recleaned, in bbls.....10½
Recleaned, 25-lb boxes.....11¼
Recleaned, 50-lb boxes.....11
Recleaned, 1-lb carts.....11¾
Recleaned, 12-oz carts..... 10¾

Dates.

Fard, 14-lb. per lb.....11
Persian, 65-lb case.....07

FIGS (California)

Black, sacks 04½
Black, 25-lb boxes, per box..1.25
White, bags 04½
White, 10 1-lb. brks., pr box 65 90
White, 50-½s 2.00

FIGS (Imp. Smyrna.)

box ..... .90
Choice, 5-lb. bx., per lb....16

Nectarines.

White 13
Red 13

Peaches.

Choice, sks..11| Fancy, sks..12½
Ex Ch'ce,sks11½

Pears.

Choice, ¼s, in sacks..... 9
Ex. choice, ½s, in sacks..... 9½
Fancy, ½s, in tsacks.....12

Plums.

Unpitted ... Pitted,black.11
Pitted, blchd11½100s-110s ..

Prunes.

	Sks.	bx. 25-lb.
30-40s	8¾	9¼
40-50s	7¼	7½
50-60s	6	6½
60-70s	5½	6
80-90s	5	5½
90-100s	4¼	5

in cases of 125-lb tins..... ..
in cases of 12 5-lb tins... ..

Raisins.

	Box	½s	¼s	50lb.
6 Cr. Layers..	3.50	2.75	....	....
5 Cr. Layers..	3.00	3.25	3.50	....
4 Cr. Loose....	....	....	....	9¼
3 Cr. Loose....	....	....	....	9
2 Cr. Loose....	....	....	....	8¾
4 Cr. Loose....	....	....	....	9
3 Cr. Loose....	....	....	....	8½
2 Cr. Loose....	....	....	....	8¼

Fancy Clusters, 1-lb cart per doz .....
Fancy Clusters, 5-lb cart per case .....
Unbichd Sultanas, 50-lb.... 8
Thompson's bleached Sult. seedless, 50-lb 11
Bleached Sult., sdlss..... 9
Seedless Muscatels, 50-lb cases 7¾
R. R., 36 16s 10½
Blue Bell, 50 1s (seeded)....10¼
Seeded, 1-lb cart.....10½
Seeded, 12 oz cart..... 9
Seeded bulk, lb.....10¼

NUTS.

Almonds, Fancy, I. X. L.....18
Almonds, choice soft shell Drake 16
Almonds, shelled, No. 1.....45
Almonds, shelled, No. 2.....35
Almonds, shelled, Jordan Imported .....
Almonds, Jordan, Dom....
Brazils, 160-lb sacks.....18
Chestnuts, Italian 20
Cocoanuts, per 100.....4.50 5.00
Filberts, 175-lb sack.....14
Peanuts, California 06
Peanuts, Japanese 08
Peanuts, Eastern,hnd pickd..6 6½
Peanuts, roasted 8 9
Pecan, polished 18-20
Pine .....
Walnuts, soft shell, bleached.15½

HONEY.

Pure white sage, 2 5-gal tins, per lb 7½
Light Amber, 2 5-gal tins .... per lb 7

White Clover (stained.)

5-gal. tin, per lb..... .07½
2 dz 2-lb jars, per case.... 8.00
2 dz 1-lb jars, per case.... 4.25
24-qt. cans, per case..... 7.00
12 ½-gal. cans..... 6.60
6 1-gal. cans..... 6.00

Glass.

	Per Doz
Tumbler, 8 oz., 4 doz in case	1.25
Oval pints, 4 doz in case....	1.25
1-lb glass jars, 2 doz in case	2.25
1-lb glass jars (with comb..	2.50

Department 5.

This Dept. is corrected by **Wellman Peck & Co.; Haas Bros.**

JELLIES, JAMS AND PRESERVES.

	Griffon 16-oz. Jars		Cutting 16-oz. Jars		Rose No. 2 Tins.		Rose Picnic Tins		Tumbler Jelly 4-doz Case
	Preserves	Jam Pure	Jam Pure	Jelly Blended	Jam Pure	Jelly Blended	Jelly Pure	Jelly Blended	Jelly Blended
Apple	....	2 35	....	2 00	....	1 60	....	92½	90
Apricot	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Apricot Marmalade	2 35	....	....	....	1 85	....	....	....	.....
Blackberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Currant	2 35	2 35	....	2 00	....	1 60	97½	92½	90
Fig	2 35	....	2 00	....	1 85	....	97½	....	.....
Gooseberry	....	2 35	....	2 00	....	1 60	....	92½	90
Lemon	....	2 35	....	2 00	....	1 60	....	92½	90
Loganberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	....	90
Orange	2 35	2 35	....	2 00	1 85	1 60	97½	92½	90
Orange Marmalade	2 35	....	2 00	....	1 85	....	97½	....	.....
Peach	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Damson	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Green Gage	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Quince	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Raspberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Strawberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Assorted Regular	2 35	....	2 00	2 00	1 85	1 60	97½	92½	90
Assorted Berries	2 35	....	2 00	2 00	1 85	1 60	97½	92½	90

COMB

Water White, 24 1-lb frames..16
Light Amber, 24 1-lb frames..14
Water White, 24 1-lb frames..15

BEESWAX.

Pure 30-31

Long's Preserves.

Guaranteed absolutely pure.
(Packed 2 doz. in case)

	Per Doz.
Strawberry, Logan Berry, Blackbeery, Raspberry, Pineapple ,Pear, Fig Cherry	$3.50
Peach, Apricot Plum , Quince, Orange	3.20
Assorted	3.30
Spiced Figs	3.70
½ gal. jars, 6to cs, pr cs	7.50
30-lb pails, per pail.....	6.00
15-lb pails, per pail.....	3.80
16-oz. glass jars, 2 dz to cs, per doz.....	2.25

Long's Jams.

30-lb pails, per pail..... 3.75
15-lb pails, per pail..... 2.00

Standard Jams.

Tumblers, 4 doz to case, doz. .95
Tumblers, 2 doz to case, doz. 1.10
30-lb kits, per kit..... 2.20

Long's Jellies.

In Crystal Top Glass Tumblers
Guaranteed Absolutely Pure
(Packed 2 Doz. in Case)
All Varieties, per doz....$2 00
30-lb pails, per pail..... 3 20
15-lb pails, per pail..... 1.80

Standard Jelly.

Tumblers, 4 doz to case, doz. .90
Tumblers, 2 doz to case, doz. 1 05
30-lb Kitts, per Kitt... 1 10
15-lb Kitts, per Kitt..... 75

Cranberry Sauce.

Long's Peerless Brand.

Bbls. lb.... 2 30-lb Kitts.lb10
½ bbl., lb.. 9¼ 15-lb Kitts lb10¾
¼ bbl., lb.. 9½

Mince Meat.

Long's Peerless Brand.

Bbls., lb....11 30-lb pails lb11¾
½ bbl., lb..11¼ 15-lb pails lb12

DEPARTMENT 7.

This Dept. is corrected by **Haas Bros.; Wellman, Peck & Co.**

Canned Fruits

2½ lb Ex.	2½ lb Ex.	2½ lb Ex. Stnd.	2½ lb Stnd.	2½ Scnd.	2½ Wtr.	2½ Pie	KIND	Gal. Ex. 3-lb Grd.	Gal. Ex. 2½-lb Grade.	Gal. Ex. Stnd.	Gal. Stnd.	Gallon Water.	Gallon Pie
3 50	1 80	1 65	1 50	1 20	1 15	1 15	Apples	....	....	4 00	3 50	....	3 25
4 00	.....	2 00	1 65	1 30	1 00	....	Apricots	6 50	6 00	4 50	.....	....	....
.....	.....	.....	.....	.....	.....	.....	Apricots, peeled	7 50	6 50	.....	.....	....	....
.....	.....	.....	.....	.....	.....	.....	Apricots, sliced	.....	.....	.....	.....	....	....
.....	.....	.....	.....	.....	.....	.....	Assorted	.....	.....	.....	.....	....	....
3 00	2 15	2 05	1 75	1 65	.....	.....	Blackberries	.....	.....	4 25	4 00	3 75	....
.....	.....	.....	.....	.....	.....	.....	Cherries (Royal Anne)	.....	.....	.....	.....	....	....
.....	.....	.....	.....	.....	.....	.....	Cherries (White)	.....	.....	.....	.....	....	4 50
.....	.....	.....	.....	.....	.....	.....	Cherries (Black)	.....	.....	5 25	4 60	....	4 00
.....	1 35	1 20	1 10	95	90	90	Grapes (White Muscat)	.....	.....	3 50	3 10	2 50	2 75
.....	1 60	.....	1 25	1 10	.....	.....	Nectarines	.....	.....	.....	.....	....	....
2 80	.....	.....	.....	.....	.....	.....	Peaches (Yellow)	7 75	7 25	4 60	4 25	.....	3 75
3 00	.....	.....	.....	.....	.....	.....	Peaches (Lemon Cling)	7 75	7 00	.....	5 00	....	3 75
3 00	.....	.....	.....	1 40	.....	.....	Peaches (Lemon Cling Sliced	7 75	7 00	.....	5 00	....	.....
.....	.....	.....	.....	.....	.....	.....	Peaches (White Heath)	.....	.....	5 25	4 75	....	3 75
2 80	.....	.....	1 55	.....	.....	.....	Peaches (White Heath Sliced)	.....	.....	.....	.....	....	.....
3 50	2 50	2 25	1 90	1 35	.....	1 25	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	.....
2 50	1 45	1 20	1 10	95	90	1 15	Plums (Green Gage)	.....	.....	.....	.....	....	.....
2 50	1 45	1 20	1 10	95	90	1 15	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	3 00
2 50	1 45	1 20	1 10	95	90	1 15	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	3 00
2 50	1 50	1 25	1 15	1 05	95	1 15	Plums (Damson)	5 00	4 25	3 50	3 25	2 55	3 00
.....	.....	.....	.....	.....	.....	.....	Raspberries	.....	.....	.....	.....	....	....
.....	.....	.....	.....	.....	.....	.....	Strawberries	.....	.....	.....	.....	....	....
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	....	....
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	....	....

Swift's Premium Ham

The superior Quality of Swift's Premium Ham is due to the careful selection, scientific pickling and careful smoking. They please customers. Every Ham U. S. Inspected and Passed.

Swift & Company, U. S. A.



9

Pine Apples.

	Per Doz
Johnson's Columbia	
2's sliced, 2 doz. in case	2 30
2's grated, 2 doz. in case	2 30
1's sliced, 4 doz. in case	1 15
1's grated, 4 doz. in case	1 15
Gal. coreless, 4½ lb to tin, ½ doz. in case, per lb	16
Gal., grated, 7lb .to tins, ½ doz. in case ,per lb	16
2's sliced, Baltimore, 2 doz case	2 25
1's cocktail, Baltimore ovals, 4 doz. case	1 25
Hawaiian.	
Extra sliced, 2 doz, 2½	2.50
" " 4 doz. 1s	none
" grated, 2 doz, 2s	2.25
" " 4 doz, 1s	1.40
	Per doz
Standard, sliced, 2½s, 2 doz	2.00
" " 2s, 4 doz	none
" " 1s, 4 doz	1.35
Chunks, 2s	2.25
Whole, 2½s, 2 doz	2.00
Grated, 2s, 2 doz	1.75
" 1s. 4 doz	1.25
" gals, ½ doz	6.25
Singapore.	
2 lb sliced	1.7522-oz., doz. 48.00
1-lb sliced	.952½ whole 2.25

Department 7.

This Dept. is corrected by **Sussman, Wormser & Co., Wellman, Peck & Co.**

CANNED VEGETABLES

Asparagus.

Mammoth	5.50
Large White	5.00
Medium White	4.75
White Tips	4.50

Beans

Stringless Extras	
Blue Lake, none	
Blue Lake, gal., none	
String, 2 lb, Standard	1.10
String, gal., Standard	5.00
Lima, soaked	1.00

Baked Beans

Fancy Eastern	$
1-lb Tall tins	50
2-lb Tall Tins	80
2½-lb Tall tins	1 00
3-lb Tall tins	1 10

Corn

2s Maine, per doz	$1.35
Gallon, cut, Maine, per doz	5.50
Gallon, cob, Maine, per doz	5.50

10

Iowa, per doz	.90
5 case lots, Iowa	.85
2s Extra Fine Sifted	1.65
Succotash.	
Standard Maine	1.35
Peas	
Petit Pois	2.00
2s Extra Fine Sifted	1.75
Standards	1.35
2s, Soaks	.90

Tomatoes

3s, Solid Pack	1.40
3s with peppers	1.45
2½s, Solid Pack	1.25
2½'s, Solid Pack with peppers	1.35
2½s, Standard	1.15
Gallon Standard	3.50
Gallon, Solid Pack	4.00
Gallon Puree	3.25

Miscellaneous

Artichoke 2½s	$ ..
Carrots, 2s	1.
Cabbage, 2s	1.1
Turnips ,gal	4.00
Spinach, 2s	1.35
Spinach, gal	4 00
Beets, 2s	1.05
Hominy, Great Western, 3s	1.15
Pumpkin and Squash, gal	2.50

You Help

BETTER TRADE

CONDITIONS

When You

PLACE AN AD

in the

ADVOCATE.

11

Department 8.

PROVISIONS.

HAMS.

Eastern Standard, 17-18	.17
" " 15-16	.17
" " 12-14	.17¼
Picnic Hams	.10½

Boiled Hams

Skin on	.24½
Skin on	.25½

Breakfast Bacon

Eastern Standard, 6-8	.22
" " 8-10	.20
" " 10-12	.19

English Cured Bacon

Eastern Cure, 8-10	.18
Eastern Cure, 8-10	.18½

Dry Salt Bacon

Clear Medium Bacon	.15¼
Clear Light Medium	.15¼
Light Belly	.16½
Extra Light Belly	.17½
Bacon Backs	.15¼
Bacon Bellies	.15¾

Dry Salt Meats

Sides	.14
Bellies	.14¾
Backs	.13
Fat Backs	None

Barreled Pork

	Bbls.	½-bbls
Spare Ribs	$	
Family Pork	21.50	11.25
Clear Pork	24.00	12.50
Big Pork	26.50	13.75

Barreled Beef

Mess Beef	10.00	5.50
Family Beef	10.50	5.75
Ex. Family Beef	11.00	6.00
Beef Tongues	23.00	12.00

Pigs Feet

Tierces, about 300 lb	$18.00
Barrels, about 200 lbs	13.50
½ bbls, about 80 lbs	5.50
Kegs, about 25 lbs	2.50
Kits, a bout 15 lbs	1.25

12

Pure Leaf Lard

Tierces, about 350 lbs net	12
½ bbls, about 100 lbs	12¼
80-lb Wood Tub, 80-lbs, net	12¼
60-lb Wood Tub, 60 lbs, net	12⅜
20-lb Wood Tubs	12⅝
50-lb Cans, one to a case	12¼
20-lb Cans, 4 to case	12⅜
10-lb Cans, 6 to a case	12¾
5-lb Cans, 6 to a case	12⅞
3-lb Cans, 20 to a case	13

Golden Gate Lard.

Tierces, about 370 lb net	12
½ bbls, about 150 lb net	12¼
50-lb cans, 2 to case	12¼
20-lb cans, 4 to case	12⅜
10-lb lb lb cans, 6 to case	12¾
5-lb cans, 12 to case	12⅞
3-lb cans, 20 to case	13
20-lb wood bkts	12¾
60-lb tubs	12⅜
80-lb tubs	12⅛

Compound Lard

Tierces, about 360 lbs, net	09¾
50-lb Cans, 1 to a case	10
10-lb Cans, 6 to a case	10½
5-lb Cans, 12 to a case	10⅝
3-lb Cans, 20 to a case	10¾

"Arrow" Compound.

Tierces, about 370 lb net	9¾
50-lb tins, 2 to case	10¼
½ bbls, about 150 lb net	10¼
50-lb tins, 1 to case	10¼
20-lb tins, 4 to case	10½
10-lb tins, 6 to case	10¾
5-lb tins, 12 to case	11
3-lb tins, 20 to case	11
20-lb wood bkts, 20 lb net	10¾
60-lb wood bkts, 60 lb net	10⅛
80-lb wood [illegible] lb net	10⅛

Snetene.

50-lb Cans	None

Beechnut Packing Co.

Beechnut Sliced Bacon and Beef in Glass.	
1 doz No. 1 Jars	$3.25
Erie Brand Chipped Beef in Glass, 1 doz No. 1 Jars	2.60
5 case lots, less 5 per cent.	

13 14

Department 9. CANNED MEATS.

This Dept. is corrected by Cudahy & Co..

	No. ¼	No. ½	No. 1	No. 2
Brisket Beef			1 80	2 90
Roast Ribs of Beef (boneless)			1 40	2 50
Roast Mutton			1 75	2 70
Chipped Beef		1 15	1 90	
Sliced Smoked Beef (horseshoe tins)			2 90	
" Beef (glass)		1 60	2 75	
" Dried Beef (tins)			2 90	
" Dried Beef (glass)		1 70	2 85	
Brawn			1 30	2 55
Compressed Ham			1 60	2 80
Lunch Tongue			1 85	3 15
Calves Tongue			95	
Skinned Lambs Tongue			1 65	2 80
Sliced Bacon			1 75	2 50
Sliced Bacon (glass)			1 50	2 60
Deviled Ham or Tongue		1 25	2 25	
Potted Ham or Tongue		1 25	2 25	
Potted Meats, Ham Flavor		42½	80½	
Potted Meats, Tongue Flavor		42½	80	
Deviled Meats, Tongue Flavor		42½	90	
Deviled Meats, Ham Flavor		42½	80½	
Potted Beef		45	85	
Potted Chicken or Turkey		1 65	2 90	
Deviled Chicken or Turkey		1 65	2 90	
Boneless Chicken		1 75	3 25	5 50
Boneless Turkey			3 25	5 50
Veal Loaf			1 00	2 00
Ham Loaf			1 00	2 00
Beef Loaf			1 00	2 00
Chicken Loaf			1 55	3 60
Chili con Carne			95	1 35
Chicken Tamales			1 25	1 75
Beefsteak and Onions				1 55	2 55
Beef and Vegetables					2 60
Irish Stew					2 45
Hamburger Steak and Onions			1 00	1 75	
Minced Steak				1 50	2 40
Corned Beef Hash			1 00	1 55	2 80
Pigs Feet				1 40	1 45
Ox Tails					2 45
Ox Marrow				2 05	3 30
Boneless Pigs Head				1 90	
Beef Suet				2 05	3 30
Minced Collops				1 50	1 25
Tripe				1 40	1 75
Stewed Kidneys				1 55	2 50
Cambridge Sausage				2 60	
Pork Sausage			1 00	1 60	2 70
Vienna Sausage			95	1 50	2 70
			No. 1½	No. 1	
Vienna Sausage (with kraut)			1 15	2 60	

	No. ½	No. 1	No. 2	No. 3	No. 4	No. 6	No. 14
Corned Beef		1 35	2 40		4 95	8 00	18 00
Roast Beef		1 30	2 40			8 00	
Sliced Smoked Beef (tins)	1 60	2 70				16 00	
Brawn		1 40	2 45			8 00	18 70
Pork and Beans (plain)	55	90	1 45	1 85		5 35	
Pork and Beans (tomato sauce)	55	95	1 50	1 95		5 60	

	No. 1	No. 1½	No. 2	No. 2½	No. 3	No. 3¼
Ox Tongue (whole)	6 00	6 50	7 50	9 50	12 00	13 00

Every Dealer

Who Consults this Department

SELLS CANNED MEAT

It Would Help Your Goods

If He Read About Them

HERE

15

Department 10. FISH AND CHEESE.

This Dept. is corrected by

Wieland Bros.; Roethlisberger & Grassoff.

Russian Caviar.

	Per do
1-lb cans, 2 doz in case	$18.5
½-lb cans, 2 doz in case	10.0
¼-lb cans, 5 doz in case	5.2
⅛-lb cans, 6 doz in case	2.7
White Label Brand	non

CHEESE

Foreign and Domestic.

	new
New York State Factory	
Cheddars June make	19
Twins, June make	19
October make, Cheddadr's	19½
October make, Twins	19½
Cal. State factory flats	14-15½
Cal. State fctry, Young Am	17-1
Jack or Monterey	14-1
Brick Cream	20
Limburger, Eastern, lb	18-1
Swiss, imported, lb	.30½
Domestic Twins, old	23
Roquefort, lb	42
Gouda, per lb	27
Sap Sago	22½
Pineapples, Eastrn, 6 in cs, cs.	3 5
Pineapples, Eastn, 6 in cs, sml	2 5
Holalnd, Edam,med plain, dz	9 5
Holland, Edam, medium in bladders, per doz	9.50 10 0
P'ffr'd Edam, small	34-35 pd
per case of 12	9.00
P'ffr'd Edam, med	38-40 f 9.7
Do Edam, large	44-45 10.5

Fancy

Camembert, Brie, Roquefort and Gorgonzola, jars	non
Parmesan C & B, sml bot doz	3 0
Parmesan C & B, lge bot, doz	5 0

Bayle's

Small ½-lb 1-lb. 2½-lb 5-lb	
Deviled Cheese: $1.00, $2.25, $4.00, $5.00, $9.0	
After Dinner Cheese: $1.00, $2.40, $4.00, $4.50, $7.5	
Roquefort Cheese: $1.00 ,$2.40, $4.00 ,$4.50, $7.5	

MacLaren Imperial Cheese Co., Ltd

Imperial Cheese—	
Club size, 2 doz jars, doz	$1.2
No. 1, size, 1 doz jars, doz	2.8
No. 2 size, ½ doz jars, doz	5.2
No. 3 size, ½ doz jars, doz	10.6
Individuals, 5 doz jars, doz	.8
Roquefort Cheese—	
Small size, 2 doz jars, doz	1.7
Large size, 1 doz jars, doz	3.2
Individuals, 5 doz jars, doz	.8

SALT FISH

Pacific Codfish

Bundles, per lb	4½
Case, selected, per lb	5½
Boneless, 30-lb boxes, lb	5
Boneless, 40-lb boxes, lb	5½
Boneless Stripes, per lb	6
Boneless Blocks, per lb	7
Boneless Tablets, per lb	8½
Boneless Middles, per lb	7½
Boneless Middles, extra, per lb	10½

16

Eastern Codfish

Gen. Georges, 8 fish to ca	$11.00
Gen. Georges, 12 fish to ca	10.00
Geo. Cur. Cod, case	9.50
Geo. Cur. Cod ,40 fish to cs	8.00
Gen. Geo. Middles, 60 fish	15
Gen. Geo. Tablets,36 fish	11½
Gen. Geo. Blocks, 40 fish	11½

Shredded Codfish

Beardsley's shredded, 2 doz. in case	1.00

Norwegian Mackerel

Bloater, 120-150 fish	55.00
Bloater, ½ bbl., 60-65 fish	28.50
No. 1, 150-160 fish	45.00
No. 1, 75-80 fish	23.50
No. 2, 220-240 fish	37.00
No. 2, 110-120 fish	19.50
No. 3, 300-350 fish	28.00
No. 3, 150-175 fish	15.00
No. 4, 400-440 fish, bbl	25.00
No. 4, 200-220 fish	13.50

Irish Mackerel

No. 1, 200-220 fish	none
No. 1, 80-90 fish	none
No. 2, 325-350 fish	none
No. 2, 130-140 fish	none
No. 2, 475-500 fish	none
No. 2, 180-190 fish	none
No. 1, 10-lb kits, 15-16	
No. 2, 20-22 fish	1 30

American Bloaters

Shore Bloaters, 115-120 fish	none
Shore Bloaters, 45-50 fish	none
Extra No. 1, 120-130 fish	none
Extra No. 1, 50-55 fish	none
No. 1, 140-150 fish	none
No. 1, 60-65 fish	none
No. 2, 130-140 fish	28.50
No. 2, 55-60 fish	11.00
No. 2, 140-160 fish	none
No. 2, 60-65 fish	none
No. 2, 160-180 fish	none
No. 2, 70-80 fish	none
No. 2, 180-200 fish	none
No. 2, 80-90 fish	none

In Kits

Extra Mess, 7 to 8 fish each	$3.00
No. 1, kits, 8-9 fish or 15-17 fish	1.40
No. 2, kits, 8-9 or 20-22 fish	1.30

Salmon

King, bbls	none
Oregon Silversides, bbls	13 00
Alaska Red, bbls	13 00
Alaska Red, ½-bbls, 100 lbs	7 25
Alaska Red, kits	1.00
Bellies, bbls	15.00-18.00
Tongues and Sounds, kits 10-lb	1 10
Tongues and Sounds, ½-bbls, 80-lb	11 50

New Herring, Pack 1906

Holland.

Ex Sictd Mixed, bbls	20.00
" " " ½ bbls	10.00
" " " Keg	1.00
Cheaper grade, mixed, bbl	18.00
" " " ½ bbl	9.00
" " Keg	1.00
Ex Selected, Milchner, bbl	22.00
" " " ½ bbl	11.00
" " Keg	1.25
Cheaper, Milchner, bbl	18.00
" " ½ bbl	9.00
" " Kegs	1.00
Labrador, round, 160 fish	5.00
Labrador Split, per ½ bbl	6.00
Pacific, ½-bbl	8.00

WIELAND BROS.

309-311 DAVIS STREET. SAN FRANCISCO.

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese

17

Smoked Fish

Neptune, Brand, 100s	$2.85
Neptune, Brand 50s	1.60
Dainty Brand, 50s	2.25
Bloaters, Grim., 100 box	$3.00
Bloaters, Grim., 50 in box	1.75
Bloaters, Cromarty	3.00
Yarmouth, 100 in box	
Halibut, chunks	.15
Herring, boxes, Eastern	.25
Herring, boxes, Washington	.20
Herrings, Neptune, boneless, boxes of 10s, net	1.35
Moir's Selected Red Herrings, 100's	1.90
Moir's Selected Red Herrings, 50's	1.25
Salmon ,per lb	10 20

Beardsley's.

Herring, boneless, tins, doz	1.50
Herring, boneless, small, doz	1.00
Herring, boneless, vacuum tumblers, 2 doz in case	1.95
Finnan Haddies, 30-lb boxes, per lb	13½

Potted Fish.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy Bloater Paste	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	.75
Ditto, fancy pots	4.75
Kippered Herrings	1.90
Kippered Herrings, Meirs	1.90

Department 11.

CANNED FISH.

This Dept. is corrected by **Sussman, Wormser & Co.; Tillmann & Bendel.**

	Doz.
Anchovies, in oil, 2 doz ½ pts., in glass, doz	5.00
Anchovies, 2 doz, ¼ pts, dz	3.00
Bloaters, Yarmouth ,C. & B. doz	4.50
Codfish Balls, 2-lb tins per. doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.35
Eels, smoked, 1-lb, per dz	2.85
Finnan Haddies, 2-lb ovl.	2.25
Finnan Haddies, 1-lb. round, per doz	1.80
Sardelles. imp.,½-lb tins	2.50
Sardelles, imp. in glass	3.00
Sardelles, dom. 1-lb, glss	2 25
Sardelles, Ankers. ⅛ keg	3.00
Sprats	7.50 8.00

Mackerel

1-lb tins, 50 in a case
2-lb tins ,2 doz. in a case

Gold Label ,1-lb tins	1.50
P. &. W., 2-lb soused	2.75
P. & W., 2- lb mustard	2.75
P. & W., 2-lb tomato	2.75
Underwood, 2-lb soused	2.85
Underwood, 2-lb tomato	2.85
Underwood, 2-lb mustard	2.85
Los Angeles, 2-lb soused	2.55
Los Angeles ,2-lb tomato	2.55
Los Angeles, 2-lb mustrd	2.55
Mt. Desert, 2-lb soused	2.25
Mt. Desert, 2-lb tomato	2.25
Mt. Desert, 1-lb soused	1.35
Blueback, 1-lb, fresh	1.10
4 doz., 1s, flat, oval	1.80
4 doz., flat, square	1.40

Crescent Mackerel

Soused, 18-oz tins, doz	$1.80
Tomato, 18-oz tins, doz	1.80
Mustard, 18-oz tins, doz	1.80

Mackerel in Oil.

Bezler's	3.00 4.00
Lemarchand	5.00 7.00

Salmon

Alaska Red, 1-lb tins, doz	$1.25
Alaska Red, 2-lb	none
Alaska Pink, 1-lb. tins	.95
Alaska Flats, 1 lb	none
Oregon Red, 1 lb	none
Oregon Red 2 lb	none
Oregon Pink, 1 lb	none
Oregon Pink, 2 lb	none
Oregon Flats, 1 lb	none
Columbia Riv, 1lb tls	none
Columbia Riv, 1 lb flats	none

18

Sardines.

	Per case
French, ¼s, 18 m.m	9.50
" ⅛s, 22 m.m	12.50
Portuguese, ⅛s, 18 m.m	9.00
" ¼s, 22 m.m	9.50
" ½s, 30 m.m	16.00
Norwegian, ¼s, 22 m.m	9.50

Sprats.

French, ¼s, 18 m.m	8.50
" 22 m.m	9.50

American Sardines

(¼s pkd 100 to cs, ⅜s 50 to cs.)	
¼ in oil, without key	3.80
¼s in oil with key	4.00
⅛s in oil, per doz	.85
⅛s in mustard, per doz	.60
⅛s in mustard, case	3.75
⅜s in mustard, per doz	.95
⅜s in mustard, case	3.25

SHELL FISH.

Abalones

4 doz in cs ,with shells, cs 6.00

Clams and Clam Juice

	doz
Doxsee Clams, 1-lb tins	$1.85
Doxsee Clams ,2-lb tins	2.75
Doxsee Clam Juice ,1-lb	.90
Doxsee Clam Juice ,2-lb	1.60
B&M Lunch Clams, flat	1.37½
Underwood Clams, 1-lb	1.05
Underwood Clams, 2-lb	1.65
P. & W. Clams, 1-lb tins	1.35
P. & W. Clams, 2-lb tins	1.65
Oxford Clams, 1-lb tins	.95
Oxford Clams, 2-lb tins	1.50
P. & W. Clam Chowder	2.25
Burnham's Clam Bullion, qts.	
Burnham's Clam Bullion,pts.	4.50
Burnham's Cl'm Bullion,½ pts	2.40

Crabs.

⅛s flat, 4 doz, per doz	2.25
Minced, ⅛s flat, 4 doz	1.25
Picnic, 1s, 4 doz	1.15
" 2s, 2 doz	1.75

Lobsters

	Doz
Picnic talls, 4 doz, per doz	3.00
Picnic flats, 4 doz, per doz	2.80
½-lb. flats, 4 doz, per doz	2.60
¼-lb flats, 4 doz, per doz	1.40

Oysters

Oysters, Selects, 12 oz	$3.25
Oysters, Selects, 6 oz	1.75
Oysters, Standard, 10 oz	2.35
Oysters, Standard, 5 oz	1.35
Oysters, Standard, 8 oz	2.10
Oyster, Standard, 4 oz	1.15

Shrimps.

Shrimps, pickled, 1-lb	$1.25
Dunbar's Picnics, 1-lb, doz	1.25
Pride of the Gulf, 1-lb, doz	1.25
Dunbar's 1½-lb, doz	2.25
Pride of the Gulf, 1½ lb., dz	2.25
Pickled Shrimp, 1-lb, doz	1.30

The Advocate

has the

Largest Circulation

of

Any Trade Paper on the

Pacific Coast.

19 20

Department 12.

SPICES AND FLAVORING EXTRACTS.

Schilling's Best Spices — Nature's Best.
Square Tins. Never Sold in Bulk.
Small medium, large size have sifting tops except Mustard.

	Small size per doz.	Medium size pr doz	Large size per doz	Ex.Large size pr doz	Hotel size pr tin
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.80	1.35	2.40	4.00	.85
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	1.35	2.30	4.35	7.75	2.00
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
White Pepper	1.00	1.85	3.50	6.00	1.20
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	**6 doz.**	**4 doz.**	**2 doz.**	**2 doz.**	**1 doz.**
Gross Weight	**21 lbs.**	**24 lbs.**	**23 lbs.**	**38 lbs.**	**54 lbs.**

Folger's Golden Gate Ground Spices.
High Grade—High Price.

Net Weight	⅛-lb per dz 4 doz to cs	¼-lb per dz 4 doz to cs	½-lb per dz 2 doz to cs	1-lb per dz 2 doz to cs	2½-lb per dz 2 doz to cs	5-lb per dz 1 doz to cs
Pepper	.75	1.15	2.15	3.65	.29	.28
Mustard	.75	1.15	2.15	3.65	.29	.28
Ginger	.75	1.15	2.15	3.65	.29	.28
Allspice	.70	1.10	2.05	3.50	.28	.27
Cinnamon	1.30	2.25	4.25	8.15	.65	.64
Cloves	.90	1.50	2.75	4.95	.40	.39
Cayenne	.90	1.50	2.75	4.95	.40	.39
White Pepper	.95	1.55	2.85	5.10	.41	.40
Nutmegs	1.60	2.65	5.15	9.75	.71	.70
Mace	1.75	2.90	5.40	10.25	.75	.74
Sage	.65	1.05	1.95	3.35	.21	.20
Thyme	.70	1.25	2.35	4.35	.32	.31
Marjoram	.85	1.40	2.60	4.80	.38	.36
Savory	.70	1.25	2.35	4.35	.32	.31

This Dept. is corrected by **A. Schilling & Co.; Tillmann & Bendel.**

In Original Packages.

Pepper, Black	14 18
Pepper, White	25 30
Ginger	13 19
Ginger, Gen Jam	15 21
Cinnamon, Ceylon	22 25
Cassia	16 24
Cassia	16 64
Cloves	20 36
Allspice	10 17
Nutmegs	30 65
Mace	80 90
Laurel Leaves, in bales	.07
Lalrel Leaves, in small lots,	10

Paprika.

1 oz, doz	1.00	16 oz, doz	7.75
2 oz, doz	1.50	2½-lb tins,	
4 oz, doz	2.75	5-lb tins	
8 oz, doz	4.50	Bulk, lb	

MUSTARD.

Colman's, ¼s, per lb	.52
Colman's, ½s ,per lb	.48
Colman's 1s, per lb	.48
Colman's 5s, per lb	.43
Durkees ⅛s, per doz	.65
Durkees ¼s, per doz	1.30
Schilling's Best, small	.75
Schilling's Best, medium	1.20

Prepared.

Louit Freres, per doz	2.25
Imitation Freres, per doz	.70
Dusseldorfer, 1 doz pts, case	1.60
Eddy's Salad, small	.90
Eddy's salad ,medium	1.35
Eddy's large	2.00
Webbs, 2 doz. cs	.135
Heinz, 2 doz. cs	1.25

FLAVORING EXTRACTS.

Schilling's Best.

Triple Strength, Pure and Uncolored, Sprinkling Tops.
Full Measure. Never sold in bulk

	Lemon and Others	Vanilla and Rose		Lemon and Others	Vanilla and Rose
1 oz	1.30	1.80	8 oz	7.25	11.00
2 oz	2.00	3.00	16 oz	14.00	21.50
4 oz	3.75	5.75	32 oz	27.00	42.00
6 oz	5.50	8.50			

Folger's Golden Gate.
High Grade—High Price.

	Vanilla and Rose		Lemon and Others
1 oz	1.60	1 oz	1.25
2 oz	2.50	2 oz	1.85
4 oz	4.75	4 oz	3.45
6 oz	6.75	6 oz	4.75
8 oz	9.00	16 oz	12.00
16 oz	16.50	32 oz	23.00
32 oz	32.00	8 oz	6.50

Department 13.
BAKING POWDER, ETC.

This Dept. is corrected by **Hooper & Jennings; Tillmann & Bendel.**

	Royal 1 cs	5 cs	10cs
¼ lbs .cans	$1.38	$ 1.36	$ 1.34
6 oz. cans	1.92	1.89	1.87
½ lb. cans	2.57	2.52	2.50
12 oz cans	3.82	3.75	3.72
1 lb cans	4.95	4.85	4.80
2½ lbs cans	11.65	11.40	11.28
3 lb cans	13.60	13.34	13.20
5 lb cans	22.35	21.90	21.68

An extra discount of 1 % if packed in barrels.

Trophy

4 oz., doz	1.10	2½ lb, doz.	9.00
8 oz., doz	2.00	5 lbs., doz	18.00
16 oz., doz.	3.50	10 lbs, doz.	31.50

Sun Baking Powder

16 oz, doz.	$3.90	4 oz, doz	1.20
8 oz, doz.	2.20		

Schilling's Best.

Never sold in bulk.

4 oz, gr	16.50	½ lb., doz	10.50
6 oz, gr	22.50	3 lbs, doz	12.00
8 oz, gr	28.00	4 lbs, doz	16.00
12 oz, gr	41.00	5 lbs, doz	20.00
16 oz, gr	53.00	10 lbs, doz	39.00

Folger's Golden Gate.
Guaranteed Pure.

4 oz, gr	16.00	2½ pat, dz	10.00
6 oz, gr	22.50	3 pat, dz	12.50
8 oz, gr	28.00	4 pat, dz	16.00
12 oz, gr	41.00	5 pat, dz	20.00
16 oz, gr	53.00	10 pat, dz	39.00

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CRESCENT.

Per doz

lb tins.. .65|3-lb tins... 5.50
lb tins.. 1.25|5-lb tins... 9.00
lb tins... 2.00|

Rumford Baking Powder.

case 2 dz.No. ½ cans dz,22 lbs $1.40
case 1 dz.No.1 cans, dz, 20 lbs 2.80
case ½ dz.No.3 cans,dz,26 lbs 7.50
case ½ dz.No.5 cans,dz,42 lbs 12.50
Less 5 per cent in 5 case lots.
case ½'s or 1's free with 10 case lots.

K. C.

oz., dz.. .90|50 oz., dz.. 4.25
oz., dz.. 1.35|80 oz., dz.. 6.50
oz., dz.. 2.15|

Pure Cream Tartar.

lb bbls .27|5-lb tins,dz 2.65
25-lb bx .28|1-lb tins, dz 5.50
lb tins,lb. .40|

SODA.

urches ,A. & H., 30 or 60 1's ..... .05¼
ne, 60 ½s..... .05½
ight's Cow Brand, 60 s ..... .05¼
ne, 60 ½s..... .05½
(12-oz. pkg. ½c more; 8-oz. ckage ¼c more; 5 cs lots, less.)

Department 14.

FARINACEOUS GOODS.

This Dept. is corrected by Hooper & Jennings; Wm. Cluff Co.

Miscellaneous Flours

lifornia Family 5.00
l. Baker's Extra 5.00
e Flour 5.00
e Meal 5.00
aham 4.50
hole Wheat 4.50
ional 5.20
erry's 5.20
ten 5.50

Quaker Oats Co.

aker Oats, 36 2s.....$3.90
otch Oats, 36 2s 3.90
nner Oats, 30 5s..... 5.00
kon Oats, 20 5s..... 4.75
st, 20s 4.50
etizo, 24s..... 3.00

EGG-O-SEE CEREAL CO.

g-O-See, 36 1s, per case.. 2.85
C Corn Flakes, 36 1s, case 2.85
case lots either..... 2.75

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DEL MONTE MILLING CO.

Del Monte Rolled Oats, wood, 7.25
Del Monte Rolled Oats,, sacks, 2 90-lb 6.75
Alta Mills Rolled Oats, wood. 6.75
Alta Mills Rolled Oats, sacks, 2 90-lb 6.25
Del Monte Rolled Wheat,wood 4.30
Del Monte Rolled Wheat, 2 75-lb sacks 3.80

Case Goods.

Per case

Self-raising Buckwheat Flour 20 cartons, 3½ lbs.....$4.00
24 cartons, 3 lbs..... 4.00
40 cartons, 1¾ lbs..... 4.00
Cal. Flapjack Flour, 36 2s.. 4.00
Semola or Nutty Grains, 20 cartons, 4 lbs 3.60
Cal. Cream Flake Oats, 36 2s 3.60
Primrose Wheat, 36 2¾s.... 3.85
Farina, 24 cartons, 1-lb 1.80

American Milling Co.'s Cereals.

Per Bbl.

Colonial Ex. Cream Rolled Oats, 180 lbs., (wood)....$7.25
180 lbs., 90-lb sacks..... 6.75
150 lbs., wood..... 6.00
Pacific Brand Rolled Oats,180 lbs. (wood) 6.75
180 lbs., 90-lb sacks..... 6.25
Bohemian Rolled Oats, 180 lbs. (wood) 6.00
180 lbs., 90-lb sacks..... 5.50
Colonial Pearl Rolled Wheat, 150 lbs. (75-lb sacks)..... 3.80
Colonial Granulated Hominy, 200 lbs (wood)..... 7.75
Colonial Steel Cut Oat Meal, 200 lbs. (wood)..... 8.25
Brewster's Pat. N. Y. Buckwheat Flour,200 lbs(wood) 8.25
Colonial Pearled Hominy, 200 lbs. (wood) 7.75
Colonial New Process Buckwheat Flour,200 lbs(wood) 8.25

Case Goods.

Colonial Ex. Cream Rolled Oats, 36 2-lb pkgs.....$3.75
Colonial Self-Raising Buckwheat Flour, 24 3-lb pkgs 3.80
Pettijohn's Breakfast Gem, 2-lb pkgs. to case..... 3.25
(All prices net.)

STERILIZED MEALS IN CARTONS PUT UP BY LOCAL MILLS.

ALL NET	Carton	Net Case	Rt'l Pr Pkg.
uckwheat Flour	36-2 lbs.	$3.65	15c
uckwheat Flour	20-5 lbs.	4.85	30c
rn Meal, White or Yellow	36-2 lbs	2.35	10c
rn Meal, White or Yellow	20-5 lbs.	3.20	25c
acked Wheat	36-2 lbs.	3.60	15c
acked Wheat	20-5 lbs.	4.60	30c
aham Flour	36-2 lbs.	2.85	10c
aham Flour	20-5 lbs.	3.90	25c
ominy, Large	36-2 lbs.	3.60	15c
ominy, Large	20-5 lbs.	4.60	30c
ominy, Small	36-2 lbs.	3.60	15c
ominy, Small	20-5 lbs.	4.60	30c
t Meal, Granulated	36-2 lbs.	3.65	15c
t Meal, Granulated	20-5 lbs.	4.60	30c
eel Cut Oatmeal, A. B. C.	36-2 lbs.	3.75	15c
eel Cut Oatmeal, A. B. C.	20-5 lbs.	4.85	30c
arl Barley, 1, 2, 3	36-2 lbs.	4.75	20c
arl Barley, 1, 2, 3	20-5 lbs.	6.20	40c
ce Flour	36-2 lbs.	6.00	25c
ce Flour	20-5 lbs.	8.00	55c
e Flour	36-2 lbs.	3.60	15c
e Flour	20-5 lbs.	4.60	30c
e Meal	36-2 lbs.	3.50	15c
e Meal	20-5 lbs.	4.50	30c
lit Peas, Yellow or Green	36-2 lbs.	4.45	15c
lit Peas, Yellow or Green	20-5 lbs.	5.70	40c
hole Wheat Flour	36-2 lbs.	3.00	10c
hole Wheat Flour	20-5 lbs.	3.85	25c
uten Flour	36-2 lbs.	4.30	15c
uten Flour	20-5 lbs.	6.00	40c
arina	36-2 lbs.	3.95	15c
arina	20-5 lbs.	5.35	30c
ghtning Tapioca	24-1 lb.	2.00	15c
rdinal Crushed Oats, Premium	20-5 lbs.	4.15	

The Advocate is the LARGEST EXCLUSIVE Retail Grocery JOURNAL west of CHICAGO.

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MISCELLANEOUS PACKAGE CEREALS.

Capital Mills Rlld Oats,36 2s 3.60
36 2s 3.60
Grape Nuts, 1 & 2 doz, per dz 1.35
doz 1.35
Breakfast Gem, case 3 doz... 3.25
Wheatine, 36 2s, per case.... 3.30
Germea, 20 4-lb. pkgs, per case 4.10
Germea, 20 2-lb. pkgs per case 3.20
Flaked Rice, 24 1's 3.00
Dr. Price's Wheat Flake Celery Food per case.... 2.85
Hecker's Farina, 24 2s, case 2.00
Pillsbury's Best Cereal Vitos, 36 2s..... 5.10
Cream of Wheat, 36 2's.. 5.25
Crespo, 36 2's 2.75
Snow Flake, 36 2's..... 2.80
Malta Vita, 36 1's 4.00
Our Mother's Mush, 36 2s.... 2.80
Twin Bros. Mush, 36 2s..... 2.80
H. H Robbins, Cr'mry Bkfst 36 2s 2.80
Carnation Wheat Flakes 20 5s 4.70
A B C Breakfast Wheat 72 2's 5.00
A B C Breakfast Wheat 36 2's 2.60
Nutro, 9s 2.80
Wheaton, 9s 5.20
Morning Meal, per case..... 2.80

Pancake Flours.

Uncle Sam, 36 2s..... 3.25
Encore, 36 2s..... 3.75
Grape Nuts, No. 22, per doz 1.35
Olympic Wheat Hearts, 20 5s 4.75
Olympic Wheat Hearts, 36 2s 4.75
" " Pancake Flour,20 5s 4.75
" Cake Pastry Flr, 20 5s. 4.75

H. O. Cereals.

Case

H-O Buckwheat, 2 doz. 3-lb pkgs, per case..... 3.75
H-O Pan Cake Flour, case. 3.90
H-O Oats ,24 2's, per cs. 3.15
Korn Kinks, 36 2s 3.00
Force 4.50
1 set dishes free with 5 cases Force.
Freight paid on country shipments of H. O. goods up to 25c per cent on 5 case lots.

RALSTON MILLS.

Ralston Breakfast Food 36 2s 4.50
Ralston Barley Fo'd, 36 2s 4.25
Ralston Health Oats, 36 2s 4.50
Ralston Hominy Grits, 36 2s 4.25
Ralston Health Crisp 36 2s 2.75
Ralston Select Bran, 24 3s 2.50
Ralston Pan Cake Flour 36 2's 3.75
Ralston Whole Wheat Flr 4 ¼s..... 5.50

Capitol Mills.

Per Bbl.

Ex Cream Rld Oats, 180 lbs.$7.25
Ex Cream R'lld Oats, 180 lbs. (90-lb. sacks 6.75
Rolled Oats, 180 lbs..... 6.75
Rld Oats, (90-lb. sks). 180 lbs 6.25
Rolled Oats, 180-lb. bbls.... 6.00
Rolled Oats, 90-lb. sacks... 5.50
Pearled Rld Wheat,150 lb..s 4.30
Pearled Rld Wheat (75-lb. sacks), 150 lbs..... 3.80
Granulated Hominy, bbls.... 7.75
Pearled Hominy, bbls..... 7.25
New Process Buckwheat Flour, bbls 8.25
Steel-Cut Oatmeal, "A" (fine) "B"(medium), "C" (coarse) bbls 8.25
Brewster's Pat. New Process Buckwheat Flour, bbls.... 8.25

Per Case

Self-Raising Bckwheat Flour 20-3½-lb. pkgs, in cases.. 3.80
Self-Raising Bckwheat Flour 24-3 lb. pkgs, in cases.... 3.80
Farina, 24 1-lb. pkgs in cases 1.60
Mills Ex. Cream Rld Oats, 36 2-lb. pkgs in cases..... 3.60
Pan-Cake Flour,36 2-lb. pkgs in cases 3.80

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Farinaceous Goods in Sacks

Manufactured by Local Mills.

Per 100 lbs. in 10-lb. sacks.

Buckwheat Flour, Plain....$4.00
Buckwheat Flour, Extra.... 4.30
Bckwheat Flour,New Process 4.30
Bckwheat Flour, Self-Raising 5.40
Buckwheat Groats 9.00
Corn Meal, Yellow..... 2.75
Corn Meal, White..... 2.75
Corn Meal, Ex Cream Yellow 3.40
Corn Meal, Ex Cream White 3.40
Corn Flour 2.75
Cracked Wheat 3.50
Entire Wheat Flour..... 3.20
Farina 4.20
Flaked Pearl Wht,7-lb&10-lb 3.30
Graham Flour 3.00
Hominy, large 3.40
Hominy, small 3.60
Granulated Hominy 3.80
Oatmeal, plain 4.10
Oatmeal, extra 4.30
Oatmeal, steel-cut 4.30
Oat Groats 4.30
Pearl Grits 3.85
Pearl Barley, No. 1..... 5.40
Pearl Barley, No. 2..... 5.40
Pearl Barley, No. 3..... 5.40
Split Peas, Yell..o....w..... 5.00
Split Peas, Green..... 5.00
Rice Flour..... 7.20
Rolled Oats, 7-lb & 10 lb.... 4.30
Rye Flour 3.40
Rye Meal 3.30
Wheat Meal 3.40
Pearl Barley, No. 1, 25 and 50-lb. boxes 5.40
Split Peas, Yellow, 25 and 50-lb. boxes 5.00
Split Peas, Green, 25 and 50-lb. boxes 5.00
25-lb. sacks deduct 10 cents per cwt. from price of 10s.
50-lb. sacks deduct 20 cents per cwt. from price of 10s.

PASTES

Imported.

Crown Macaroni,25 1s, pr pkg .12
" Spaghetti, 25 1s, pr pkg .12
" Vermicelli, 25 1s, pr pkg .12

Imported Style.

Bellac Macaroni, 25 1s, pr pkg .10
" Spaghetti, 25 1s, per pkg .10
" Vermicelli, 25 1s, pr pkg .10
" Alphabet, 25 1s, pr pkg.. .12
Wash. Macaroni, 25 1s, pr case 1.90
" Spaghetti, 25 1s, per case 1.90
" Vermicelli, 25 1s, pr case 1.90

Golden Egg.

Macaroni, 48 ½s, per case.. 1.80
Alphabets 1.80
Spaghetti, 48 ½s, per case.. 1.80
Vermicelli, 48 ½s, per case 1.80
Noodles, 48 small, per case.. 1.80
Noodles, 24 large, per case.. 1.50

Marwelli.

Macaroni, cs 4 dz,No. 1 car, dz 1.20
Spaghetti,.cs 4 dz,No. 1 car, dz 1.20
Vermicelli, cs 4 dz, No. 1 car,dz 1.20
Alphabets,cs 4 dz. No. 1 car, dz 1.20
Straight or assorted on above.
No. ½, Extra, per box.... .20
No. 1, Extra, per box.... .35
No. 1, Extra, 25 lbs..... 1.10
No. 1, Extra, 50 lbs..... 2.10
No. 1, Extra, 100 lbs..... 5.00
Royal, 2s 1.75
Queen's Taste, 12 3s..... 2.20

Sago and Tapioca.

Pearl Sago ..... .06
Pearl Tapioca ..... .06
Flake Tapioca 06
Minute, 36-¾ 2.75
Instantaneous, 50-1s..... 5.50
Instantaneous, 36-¾ 2.75

Department 15.

RICE.

M. J. Brandenstein & Co.

Japan, Tycoon, Fancy Table$5.50
" Rubicon, extra fancy 6.00
" M. J. B.Double Diamond 6.25
Fancy Head, Carolina..6.50 7.00
Louisiana, Japan..... 4.35 5.35

25

Louisiana Tongue..... 5.12½
Louisiana Japan Banzai 5.30
Hawaiian 4.75 5.00
China, No. 1, per dbl mt..... 6.37½ 6.50
China, Mxd, dbl mt....4.60 4.75
Patna Head 7.00
Caro Head, MJB 40 2s r 20 5s 7.00
Imp. Japan MJB 40 2½-lb... 6.50
Imp. Japan MJB 10 6-lb.... 6.50
Japan Table Queen, 33 3-lb 5.62½
Japan Tble Queen, 40 2½-lb 5.62½

M. Phillips & Co.

Hermosa, Ex fancy, 2½ & 5 lb 7.10
Fiesta, 2½ and 5 lb..... 6.75
Ex Fancy Carolina..... 7.00
Fancy Carolina .....6.00 to 6.50
Hawaiian .....5.40 to 5.75
"Satsuma" No. 1 Imp. Japan.. 6.00
"Toyokome" 5.65
"Togo," Japan 5.50
"Higo," Japan 5.25
"Mikado," Japan 5.10
Texas Japans .....4.50 to 5.50
China No. 1,.....5.85 to 6.90
China No. 2 .....4.35 to 5.15

W. T. Welisch & Co.

Samurai, La. Japan.....$5.00
Fuji, La. Japan..... 5.35
Fuji Yama, La. Japan..... 5.55
W. (circle), La. Japan..... 5.75
Snow White, Caro. Head..... 6.65
Mardi Gras, " " 6.40
Paragon, " " 6.15
Virgin, " " 2½ & 5 7.10
Honeymoon " " 2½ & 5 6.95
Natural " " 3's.... 6.40
Mascot " " 5.65
Tiffin, Caro. Head..... 5.40
Best Yet, Japan 3s..... 6.10

Rice Specialties.

Quaker Puffed, 3 doz to case. 3.00

Department 16.

LAUNDRY MATERIALS.

This Dept. is corrected by J. H. Newbauer & Co.; Tillmann & Bendel.

AMMONIA

Greer's Washing Ammonia

First grade absolutely pure. 180 Beaume Strength.

Pints, 2 doz to cs, per doz..$1.65
Qts, 1 doz to case, per doz.. 2.70
½ Gal., ½ doz to cs, per doz. 4.50

Greer's Toilet Ammonia

Lavender and Violet
Pints (2 doz to cs).$2.50 pr dz

Parson's Household Ammonia (Neutral.)

Pts., 2 doz to case, per doz..$ 1.75
Qts., 1 doz to case, per doz.. 2.65
½ gals, 1 doz to case, per doz 4.50

Washing Ammonia

Standard Grade

Pts, 2 doz to case, per doz..$ .80
Qts, 2 doz to case, per doz.. 1.10

Bluing, Ball

Nuremberg, A, ½s, per lb. .35
Do A. D., ½s, per lb.... .27½
Do A. C. R., ½s, per lb... .22½

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Crown

German ½s' per lb...12½ 13
Do ¼ 's, per lb....14½ 15
Deschamp's French, 1's per lb 27½
Do ½'s, per lb....28½

Bluing, Liquid

Common, pts, 3 dz to case.. .85
" qt, 2 doz to case.. 1.25
" ½ gal, 1 doz to case 2.50

Borax

20-Mule Team, 1's cs of 2 doz $2.25
20-Mule Team, 12-oz cs of 4 doz..... 3.45
20-Mule Team, ¼'s cs of 8 doz 3.84
(Less 5 per cent in 5 case lots;
Lump, 25 lbs in box..... .09
Powdered, 25 lbs in box.... .09

Chloride of Lime

Brookman's, 1's per lb....7¼
Do ½'s, per lb.....9
Blue Bell, 50 1s, per lb.....6½
Owl, 50 1s.....7

Potash.

Per case
Babbitt's 4 doz in case..... 3.00
American, 4 doz in case..... 3.00

Lye.

Tomson's Red Seal, 4 dz to case 4 00
Tomson's 5-lb 12 to cs.. 4 50
American, 1s, 4 dz in case.. 3.05
Babbit's Lye, 4 doz in case 3 10
Metropolitan 4 dz to cs.. 3 00
" 5-case lots... 2 90
Banner, 1 case, 4 doz..... 3.60
Blue Bell, 48 1s..... 2 85
Jumbo, 48 1s..... 1 90
Golden Star, 4 doz to case.. 2.90
Merry Nickel, case 1.75
Merry War, case 2.85

Sal Soda

California, sacks 1 40
California, bbls 1 50

Department 17.

SOAPS.

This Dept. is corrected by Wm. Cluff Co.; Tillmann & Bendel.

Peet Bros.

Silk Soap $3 35
A. B. Naptha..... 4.20
Crystal White 4.00
Fern 3.30
Lily White (Floating) 3.90
Mechanics, 36 cakes in box.. 2.05
Mechanics, 50 in box (5c size) 1.90
Swansdown, 50 bars in box.. 2.00
Pine Tar, 100 cakes in box.. 3.75
Olive Castile, bx doz, pr gr.. 4.80
Mottled Castile, bx 1 dz cakes 4.80
Pure White Castile, 12, 15 or 20 bars to box 3.10
Spring Blossoms, bx 3, wrpd, gr 4.80
Beau Ideal, bx 3, wrpd, gr.. 5.20
Attar of Roses, bx 3, wrpd, gr 5.20
20th Century Buttermilk, box 3 cakes, wrapped, pr gross 5.00
Elder Flower, bx 1 dz cakes 4.80
Turkish Elder Flower, bx 3, gr 5.20

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Turkish Oatmeal, bx 3, wrpd, gr 5.20
Oatmeal, bx 1 dz cakes, pr gr. 4.25
Witchazel, bx 1 dz cakes pr gr 5.00
Bart'nia Bouquet, bx 3 wrpd, gr 24.00
Sweet Narcissus, bx 3, wrpd, gr. 17.50
La Rosa, bx 3 wrpd, pr gr.... 9.00
Maj'tic Series Heliotrope Jasimine, Jcky Clb, Rose bx 3, wrp 9.00
Japan Bouquet, bx 3, wrpd, gr 9.00
Barbers' Cream, 6 lb bxs, pr lb .20

Standard Soap Co.

Gasene, 100 ..... 4 25
Top Notch, 100 10 oz..... 3.25
Yellowstone, 100 14 oz..... 4 00
Marigold, 100 16 oz..... 4 20
Radio, 100 10 oz 3.00
Magno, 100 10 oz..... 6 00
Gold Medal Borax..... 6 50
Purity, "Floating," 5c size 3 90
Do. 10c size..... 6 25
Do. 10c size, 20..... 1 30
Electric Mineral, 100 16 oz 5 50
Electric Mineral, 20, 16 oz.. 1 15
Peerless Kitchen, 100 10 oz.. 2 85
Peerless Kitchen, 20 10 oz ..... .65

Swift & Co.

Wool Soap, 10 oz., 100s..... 7.00
" " 6 oz., 100s..... 4.00
Witch Hazel (Swift & Co.).. 5.00
Oat Meal (Swift & Co.)..... 5.00
White Ribbon 3.65
Swift's Pride 3.35
Swift's Naptha 4.00
Elko 3.55
Cream Laundry 4.25
Snap, 60, 16 oz..... 2.65
Snap, 100, 8 oz..... 2.25
Special, Grocers' Assmt (sells for $9.00, 80% profit)..... 5.00

Miscellaneous.

Mascot $2.65
Miller's Naphta, 100 14-oz.... 4.35
Mikado, 20 14 oz..... 4.25
Mikado, 20 14 oz..... 1.05
Lenox, 100..... 3.35
Lenox, 20 ..... .75
Ivory, 100 10 oz..... 7.00
Ivory, 100 6 oz..... 4.00
Fairbank's Clairette, 100.... 3.35
Fairbank's Santa Claus, 100.. 3.35
Fairbank's Copco, 100.... 4.00
Fairbanks' Fairy Ovi, 5c.... 4.00
Fairy Oval, 10c..... 7.00
Sunny Monday, 100s..... 4.75



50 large.. 3.50
100 small 4.00

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Lifebuoy, 1ndry size, 60 c
" 1ndry size, 30
" toilet size, 100 c
" toilet size, 50
Sunlight, 1ndry shape, 1
Welcome, Borax 1ndry
Cheerful, high grd 1ndry
Monkey Brand, 100 cak
Monkey Brand, 50 cake
Babbitt's, 100 .....
Strker's Kitchen, 100s,
Strker's Kitchen, 20s,
Star, of Kitchen Sand
Gem of Kitchen Sand
Yacht Club Borax, 200s
" " " 100s
" " " 20s
Nun Nicer Borax, 10
Blue Ribbon Borax, 7

The Genuine.



Price, per case.....
Packed 100 bars in C

Castile Soa

Notre Dame .....
White Virgin, lb.....
White, Conti .....
Mottled, imported ....

Clover Leaf White ...

SAVON.

Gilt Edge, 100, 16 oz.
" " 20s
Royal, 100, 14-oz.....
" 100 12-oz
" 100 10-oz .....
Vermont Long Bar La
100-lb cases .....
Packed either 100, 8
bars to case.

Scouring So

Bon Ami, 3 dz to cs, p
Sapolio, ½ gross box,
Sapolio, hand, ½ grs bx,

WASHING POW

Gold Dust, 24 3's, pe
Gold Dust, 100 10 o
Swift's Pride, 100 1s.
Swift's Pride, 24 4s...
Lavarine, 36 1 lb, p
Lavarine, 100 5c pkg
Corn, 50 lbs. (bulk)
Pearline, 100 6 oz p
Babbitt's 1776, 6 oz.
Kleeno, 72 1s.....
Kleeno, 24 3s.....
Kleeno, 100 ½s.....

BABBITT'S BRANDS.

ALWAYS UNIFORM
ALWAYS RELIABL
ALWAYS THE BES

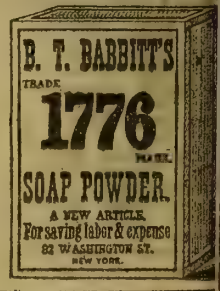


B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 41 CLAY STREET. S. F.

29

Peet's Seafoam, 24 3s 3.75
" " 100 12 oz 3.75

Grandma's Borax, powdered 24 2s 4.50
" 60/ ¾'s 2.40

Department 18.

STARCHES.

This Dept. is corrected by J. H. Newbauer & Co.; Wm Cluff Co.

Kingsford's Oswego.

Silver Gloss 12 6-lb bxs..9
" " 40 1-lb pkgs..8½
Corn, 40 1-lb boxes 8

NATIONAL STARCH CO.

Lily, Sioux and Niagra Brands.

Corn, 40 1s 6
Gloss, 48 1s 6¾
Gloss, 12 6lb 7
Laundry (bulk), 50s 5

None Such Brand.

Corn, 40 1s 6
Gloss, 48 1s 6
Gloss, 12 6s 7
Gloss, 50-lb box 4¾

Log Cabin.

Corn, 40 1s, per lb 5
Gloss, 40 1s, per lb 5½
" 12 6s, per lb 6

Murdoch's Oswego.

Oswego Corn, 40 1s 7¼
Velvet Gloss, 40 1s 7¾
" " 12 6s 8¼

Blue Ribbon.

Gloss, 48 1s ..... .
Gloss, 12 6s ..... .
Corn, 40 1s ..... .

Miscellaneous

Celluloid, 60 ¾-lb pkgs,pr bx 5 00
Elastic, same, per box 5 00
Pop Corn Starch, 40 1s 6 50
China, 80s 6.00

Department 19.

OILS, PAINTS, ETC.

This Dept. is corrected by Whittier-Coburn Co.; W. P. Fuller & Co.

Coal Oil

Water White, bulk 10½
Water White, 150 deg bulk..11½
Special Water White, bulk...12½
Pearl, cases, 2 5s 17½
Astral, cases, 2 5s 17½
Star, cases, 2 5's 17½
Ex. Star, cases, 2 5's 20½
Argo, bulk 20
" case 27
Elaine, cases, 2 5s 26½
Eocene, cases, 2 5s 20½

Gasoline and Benzine

86 deg. Gasoline, bulk 30
86 deg. Gasoline, cases 37½
Benzine, bulk 12
Benzine, cases 19
Stove Gasoline, bulk 18
" " case 25
Gasoline, 86 deg., bulk 30
Same, cases, 2 5s 36½
Red Crown Gasoline, in bulk..18
Red Crown Gasoline, in cases, 2 5s 25
Motor Gasoline, bulk 18
Motor Gasoline, in cases, 2 5s.25
No. 1 Eng. Dist. Iron Bbls. or Drums 08½
No 1 Eng. Dist., cases, 2 5s..15½
No. 2 Eng. Dist. Iron Bbls or Drums 07
No 2 Eng. Dist., cases, 2 5s..14
V. M. & P. Naptha, in bulk..92
V. M. & P. Naptha, cases, 2 5s.19½

Turpentine.

Strictly Pure, cases, 2 5s....83
" drums of iron bbls..76½

Linseed Oil

Pure, raw, bbls 55
" boiled, in bbls 57
" raw, case, 2 5s 61
" boiled, case, 2 5s 63

Castor Oil

Baker's AA, cases, 2 5s 1.30
No. 1, cases, 2 5's ..... .70
2 oz ..... .65
4 oz ..... .90
8 oz 2.00
2 5-gal tins, per gal 1.30

30

Lard Oil

	Bbl.	Case
Strictly pure	.90	96
Sup Win. str	.85	91
No 1	.75	81
1 oz		.45
2 oz		.55
4 oz		.85

Neatsfoot Oil

Coppers	.80	85
Extra	.70	75
No. 1	.65	70

Lubricating Oils

	bbls	Case
Star Cylinder Oil	.60	65
Columbia Cylinder	.40	65
Gem Cylinder Oil		..
Ruby Cylinder Oil		..
Star Machine Oil	.30	35
Star Dynamo Oil	.50	55
Star Spindle Oil	.50	55
Star Sep'tor Oil	.50	55
Red Engine Oil	.27	32
600 M Cylinder	.45	50
FFV Cylinder	.80	85
Med. Ruby Eng	.30	35
Castor Machine	.23	28
Auto-Cylinder	.60	65
Gas Engine	.30	35

Miscellaneous Oils

Union Salad Oil	.70	76
Pure Sperm Oil	.70	75
No. 1 Polar	.40	45
China Nut Oil, ordinary	—	85
China Nut Oil, No. 1	—	90

White Lead

Whittier, in kegs	7¾	8½
Pioneer, " "	7¼	8¼

Dry Paints

English Paris White, bbls	$1.60
Whiting, barrels	1.20
Prince's Min'l B'wn, bbls.	1.65
Yellow Ochre	1.50 1.65
Eng. Ven. Red, bbls	1.50 1.75

Department 20.

This Dept. is corected by Pac. Coast Biscuit Co.

CANDIES.

Lozenges

5-lb. boxes)

XXX Peppermint, pails	.13 .16
Thin Peppermint	.16
TT Peppermint	.16
Musk, fluted, pails	.22
Cinnamon, Lemon, Sassafras, Rose	.18
Midget fruit	.20
Conversation and hrts.	.15
Liliput Conv. & herts.	.17
Midget Conv. Lozenges	.18
Crown T. T. Loz, 24 5c pkgs	.80
Aurora Lozenges, 24 5c pkgs	.80
Cough Troaches, 5-lb bx	.25
Eagle Wafers, Peppermints, Wintergreen	.25

Mixed Candy

(30-lb pails)

Plain, Mixed	9
Royal Mixed	12½
Grocers' Mixed	10½
Yankee Mixed	13
American Mixed	13
Fancy A Mixed	15
Fancy C. Mixed	14½
French S. Mixed	16
French No .1 Mixed	18
French Extra Mixed	20
Lady Mixed	15
Broken Mixed	9

Steam Panwork

Anise Seed	.22
Aromatic Cachous	.18
Assorted Berries	.16
Assorted Dragee	.14
Assorted Imperials	.16
Assorted Small Seeds	.22
Bird's Eggs	.17
Boston Baked Beans	.17
Burnt Peanuts	.18
Burnt Almonds	.25
Caraway Seed, smooth	.22
Caraway Seed, pearled	.22
Celery Seed	.22

31

Cinnamon Beans large red	15
Cinnamon Beans, imperial	17
Coriander Seed, pearled	.22
Jelly Beans, pails .12½	14
Jelly Bird's Eggs	.17
Jelly Cranberries	.17
Jelly Limes	.17
Jelly Raspberries	.17
Jordon Almonds, fine	.45
Jordon Almonds, imitation	18
Licorice Beans	.15
Red Hots	.25
Ringed Marbles	.16
Sugar Coated Licorice Tablets	.20
Sugar Almonds	.25
Sugar Plums	.16

Cream Goods.

(5-lb boxes)

Fondans Creams	.14
Hand Dipped	.20
Hand Dipped, with nuts on	.22
Fruit and nut ices	.18
Cream Peppermint	.20
Crushed Fruit Bonbons	.32

Chocolates.

(5-lb boxes)

Chocolate, plain	.14
Chocolate ,Hand Made	.20
Chocolate Dipped Bonbons	.20
Chocolate Dipped Bonbons with nuts	.22
Chocolate ,Climax ,30-lb pails	.16
Chocolate Chips	.25
Chocolate Nonpareil Drops	.20
Chocolate Wafers	.22
Chocolate Cream Tablets 30 in box	1.10

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5 lb tins	.28
Occidental Marshmallows, 3 lb tins	.30
Dipping Marshmallows, 5-lb boxes	.25
Angel Food, 5-lb boxes	.20
French Nougat, 30 5c slices in box	1.00
Walnut, Apricot ,Spanish Nougat, 5-lb boxes ,lb	.25

Sundries.

Opera Carmels	.19
Rock Candy ,white & red	.15
Rock Candy, brown	.16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Licorice Tablets, 5-lb box	1.25
Licorice Tablets, 24 5c bx	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.25

Gum Goods

(5-lb boxes)

A. B. Gum Drops, asstd	.9
A. B. Gum Drops licorice	9
A. B. Gum Drops, crystzd	11
A. B. Bonbons, plain inbls	7
A .B. Bonbons, fancy, inbl	7½
A. B. Bonobns ,fancy, crystalized, 5-lb boxes	.15
A. B. Fruits	.18
Royal Gum Drops	.16
Genuine Gum Drops, hard	25
Jelly Squares ,assorted	.14
Bijou Sticks	.18
Spiced Jelly Drops	.20
New Turkish Figs	.16
Fig Paste ,plain	.17
Fig Paste, tricolor	.18

Chewing Gum.

	Single Box
Sweet Heart, per box	.60
Sen-Sen, 20 pieces	.60
Sweet Heart, 20 pieces	.60
Blood Orange, 20 pieces	.60
Chiclets, 40 5c pkgs	1.25
Chiclets, 10 10c pkgs	.80
Newton's Pepsin, 20 pkgs	60
Pearlo, 40 5c package	1.00

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Department 21.

CRACKERS.

Animals	.12½
Animals Iced	..
Assorted	..
Assorted Extra	.14
Assorted	.12
Assorted Extra	.14
Automobiles	.12
Assorted Fingers	.15
Boston	.09
Butters, Templar	.09
Champions	.09
Chocolate Wafer	.18
Coco Taffy	.15
Cocoanut	.15
Currant Cakes	.12½
Cornhills	.11
Cherry Marshmallow	.18
Cracker Meal	.06
Cracknel, plain	.22
Creole Belle	.16
Dainty Chip	.14
Dainty Marshmallow	.16
Digestives	.09
Egg Jumble	.14
Fig Bar	.14
Fruit, Iced	.14
Fruit Biscuit	.14
Fine and Dandy	.18
Fruit Sultanas	.14
Golden Cream	.15
Graham Gems	.09
Ginger Cake	.10
Ginger Nut	.11
Graham	.10
High Tea	.15
Honey Comb, Iced	.14
Honey, Frosted	.14
Iced Sweets	.14
Iced Squares	.14
Jennie Lind	.12
Lemon Snap	.13
La Grand	.11
Lemon Biscuit	.14
Lemon Wafer	.14
Little Egypt	.14
Lunch Banquet	.14
Lunch, Oakland	.09
Lunch, Coast	.09
Monitor	.09
Marshmallow, Walnut	.16
Nicuacs	.12½
Nicuacs, No. 1	.11
Orange Wafer	.14
Oysteretts	.08
Pilot Bread	.04
Pretzel	.10
Popular, Mixed	.12½
Picnics	.07½
Pilot, Extra	.05
Pretzelletts	.11
Pineapple Delight	.16
Red Cross Oyster	.08
Sallen Snowflake	.14
Snowflake	.14
Seed Cake	.12
Salted Fingers	.10
Snowball	.16
Saloon Pilot	.07
Sugar Cookies	.12
Soda	.08½
Soda, Extra	.07
Soda, Saloon	.07
Soda No. 1 (5c seller) doz	.50
Soda No. 2 (10c seller)	.08
Soda No. 3 (25c seller)	.20
Soda	.06½
Soda Extra	.07
Strawberry Wafer	.14
Star Butter	.09
Vanilla Biscuit	.14
Vanilla Snap	.12
Wafers, Assorted	.16
Walnuts, Marshmallow	.16
Your Sweets	.15
Zephyr Pilot	.09
Big Four Snaps, doz	.50
Railroad Lunch, doz	1.00
Gingerette-Lemonettes, doz	.50
Chocolettes-Strawberrettes dz	.50
Banquet Lunch (cartons)	.15
Banquet Lunch, 2-lb tins	.30
Saline Snowflake, 2-lb tins	.30
Grahams, 1-lb cartons, doz	1.00
Del Monte Tea (cartons) dz	.75
Water	.12½

Department 22.

FANCY GROCERIES.

This Dept. is corected by
Wellman, Peck & Co.

Wellman, Peck & Co.; Haas Bros.

Bouillion Capsules.

Anker's, 10 capsules in box per doz boxes 3.00

BEEF EXTRACT

"Rex," 2 oz per doz..... 4.40
" 4 oz " " 8.00
" 8 oz " " 14.75
" 16 oz " " 27.50
Marshall's 2 oz, per doz.... 2.65
" 4 oz., per doz..... 4.75
Liebig's 2 oz, 32 12s to cs, dz 4.50
" 4 oz,16 12s to cs " 8.40
" 8 oz, 8 12s to cs, " 15.90
" 16 oz, 4 6s to cs, " 29.75
Libby's, 2 oz, per doz..... 4.45
" 4 oz, " " 8.00
" 8 oz, " " 14.00
" 16 oz, " " 26.00

Capers.

Capotes, 1 d in case....1.00 1.50
Nonpareil, small 1.50
Nonpareil, large 2.25
Nonpareil, Imperial qts. 10.00
" , 2 litre... 20.00
" , 4 " ... 37.50

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes ⅛s and ¼s 25
Eagle, 12 1s.....25
Premium, 12 1s 33
Vanilla, 12 ⅛s.....44
Powdered, ¼s, ½s, 1s 12 lb boxes 29
Subject to quantity discounnt.

Ghiradelli's. In paper.

Eagle, 24 1-lb.....23
Eagle, 12 1-lb.....23½
Eagle, 12 ½-lb.....25
Eagle 12 ¼-lb.....26
Crescent, 6, 5 to lb.....21
Crescent, 12, 6 to lb.....19½
Cal. Sweet, 6, 6 to lb.....25½
Cal. Sweet, 12, 6 to lb.....24
Monarch, 12 and ½ lb.....28
Monarch, 12, 1-lb.....27
Monarch, 12, ½ lb.....27
Star, 24 1-lb 21
Star. 12 1-lb.....21½

Ground. In tins.

Ghirardelli's, 12 1-lb.....28½
" 24 1-lb tins 28
" 60 1-lb tins 27½
" 20 3-lb tins 26
" 6 3-lb tins.....26
" 6 10-lb tins 25½
" 1 35-lb tins 25
In delivery cases.
Ghirardelli's, 60 3-lb tins....26
Venard's, 24 1-lb tins.....21
Venard's, 20 3-lb tins.....20
Miner's, 12 1-lb tins.....23½
Miner's, 24 1-lb tins.....23
Miner's, 20 3-lb tins.....22

COCOAS.

Baker's Bkfst, ½s, 1s and 5s.42
Van Houten's, ¼s and ½s..83
Van Houten's, 1s.....80
Royal Dutch, 12 ¼s.....77
Royal Dutch, 12 1s.....60
Epp's, 14 ½s.....38
Fry's, 12 ½s.....39
Webb's, 6 ½s.....23
Lowney's, 6 ½s.....37
Ghirardelli's Bkfst, 6 ½s....40½
" Bkfst, 12 ½s....40
" Impri, 6 & 12 ½s.52
Miller's Bkfst, 6 ½s 37½
Miner's Bkfst, 6 1-5s.....39
Van Emgen's Dutch. 1-lb....65
Van Emden's Dutch, ½-lb....70
Van Emden's Dutch, ½-lb..75

Cereal Coffee.

Postum, 24 ½'s, per doz....$1.35
Postum, 36 1's, per doz..... 2.25

Chutney.

Bombay, assorted qts.....$6.25
" assorted pts..... 4.00
" Major Grey, qts.... 7.00
" Major Grey, pts.... 4.50

CIDER.

Mott's boiled, doz qts..... 3.25
Monroe's, champagne, doz.. 2.50
" boiled, doz..... 2.75
Bidwell's, " "..... 2.50

COCOANUT.

Baker's.

Baker's Drifted Snow, pails 14
Bbls, 126 lbs.....13
Brazil shr'ded or Table Talk. long thread, 20-lb palls lb.14
" 150-lb bbls, per lb.13
Table Talk in parchment bgs, cases of 30's, 60½'s or 30½'s and 15 1's.....14½

Schepp's.

Shredded 1-lb pkgs, per lb..23
" ½-lb pail, per lb..24
" ¼-lb pail, per lb..25
" 12 5c pkgs.....47½

Dunham's.

Shredded, 1-lb ppr, per lb...27
" ½-lb ppr, per lb..28
" ¼-lb pksg, per lb.29

COFFEE SUBSTITUTES.

Postum Cereal.

No. 1, 2 dz, sml pkgs, per dz 1.35
No. 3, 3 dz, lrg pkgs, per dz 2.25
No. 0, 1 dz, lrg pkgs, per dz 2.25

CONDENSED MILKS.

BORDEN'S

CONDENSED MILK CO.
All Borden's Brands Guaranteed.



Eagle Brand—
Condensed Milk, 4 doz.... 6.80
Pioneer Brand—
Evaporated Milk (Unsweetened)
Tall Cans, 4 doz..... 4.25
Small Size, 4 doz..... 2.00
Challenge 4.65
Floral 4.50
Rose 4.75

Borden's Malted Milk.

Trial size, pe rdoz..... .90
Small Size 4.00
Large ize 8.00
Hospital Size.....33.00

Alpine Milk.

20-oz, 1 to 5 case..... 4.15
20-oz, 5 to 10 case..... 4.05
20-oz, 10 to 25 case.....
20-oz, 25 to 50 case.....
20-oz, 50 cases or more....
8-oz, 96 to case.....
Gal., 6 to case.....

Carnation Milk.

20-oz, 1 to 4 case..... 4.05
20-oz, 5 to 9 case..... 4.00
20-oz, 10 to 24 case..... 3.95
20-oz, 25 to 49 case.....
Gal., 6 to case, 10c less.

Miscellaneous.

St. Charles, 4 doz in case....$4.60
St. Charles, 5 case lots..... 4.50
Jersey, 4 doz, per case..... 4.00
Lily 4.25
Highland 4.25
Pet, Fam., 4 doz to case.... 3.35
Baby Pet, 6 doz to case..... 3.00

Cottolene.

	Single cs.	5 cs.	10 cs.	25 cs
Small	....7.25	7.15	7.10	7.00
Medium	...7.25	7.15	7.10	7.00
Large	....7.25	7.15	7.10	7.00

Bromangelon.

(Straight and assorted flavors: Raspberry, Lemon, Strawberry, Orange, Cherry, Chocolate).

Large, 2 doz, per doz..... 1.20
Small, 3 doz, straight or assorted, per doz..... .90
Silver White Keystone, per dz 1.00
Minute, per doz 1.00
Knox's, per doz.....$ 1.30
Knox's per gross.....15.00
Knox, Acidulated, per doz.. 1.20
Cox's, per doz..... 1.15
Keck's, per doz..... 1.10
Plymouth Rock ..... .90
Plymouth Rock 1.20
(1 doz. free with 3 doz.)
Sheet ..... .35

Ginger Confections.

China, per case of 6 stone jars 2.50
China, Chyloong small stone pots, per doz..... ....
Crystallized glace, ½-lb. tin, per doz. 2.50

Hops.

No. 1, ¼ lb, 30-lb box, lb.... .30
No. 1, 1 lb, 30-lb box, lb.... .30
Less than 30-lb boxes..... .31

Junket Tablets.

1½ doz in container, per dz .80

Lemon Sugar.

Gilt Edge, 24½s, per doz.. 1.37½
Gilt Edge, 24 1's, per doz.. 1.85

Lime Juice.

Tahita, 24 8 oz, per doz....$1.25
Tahita, short measure, 16-oz. 1.50
Tahita, full measure, 32-oz..2.50
Tahita, bulk, gal..... 1.00

Olives.

Bottled.

Queen Olives, 10 oz, oval,pts, 2 doz 3.00
Fluted Stuffed Olives, 5 oz., 6 doz 1.10
10 oz., oval olives, pts, 2 dz 2.50
Baby Pimolas, 10 oz., 2 doz.. 3.65
Baby Pimolas, 24 18s..... 6.25
Manzanilla, 8 oz, 4 doz.... 1.25
Manzanilla, 5 oz, 4 doz.... 1.10
American Ripe, pts, tin, 2 dz 2.25
American Ripe, qts, 2 doz... 3.75
Old Mission Ripe, pts, 4 doz. 1.80
Old Mission Ripe, qts, 2 doz. 3.25

White Label, 5-oz., Manzanillas.

Per doz
5-oz., Manzanilla..... 1.30
8-oz., Queen 1.85
10 oz., Queen..... 2.35
14 oz., Queen 3.75
22 oz., Queen..... 5.75
32 oz., Queen 9.00
64 oz., Queen.....16.00
5 oz., Stuffed 1.30
10 oz., Stuffed..... 2.65

Olive Oil.

1 doz qts (California) per dz 8.00
2 doz pts, (California) per dz 4.25
4 doz ½ pts(California) pr dz 2.25
Gallon tins, " each..... 2.50
½ gal. (California) each..... 1.50

Nicelle Brand.

4 doz ½ pts, case..... 9.00
2 doz pts, case..... 8.50
1 doz 22 oz., case..... 9.00
1 doz qts, case..... 8.00

Old Mission.

1 doz qts., case..... 8.00
2 doz pts., case..... 9.00
2 doz ¼ pts..... 4.80

Grogan's Purity Olive Oil.

Qts., 6 to gal, 12 to cs, pr cs. 7.50
Pts., 12 to gal, 24 to cs, pr cs.. 8.00
½ pts., 24 to gal, 48 to cs, pr cs 8.50
Gal. Can, 8 to case, per can. 2.40
½ Gal Can, 12 to case, pr can 1.30

Mushrooms.

doz.
Le Court, 100 to case.....$3.25
La Forrest, 100 to cs..... 3.00
Hotel, 100 to case..... 2.40
Fancy Stuffed, pts..... 4.00

Peanut Butter.

Heron's 2 doz to cs, per doz 2.40
Imperial, 2 dz, No. ¼,glass,dz 1.10
" 2 dz, No. ½,glass,dz 2.10
" 1 dz, No. 1, glass, dz 3.25

Peels.

Citron, 25-lb box..... .23
Citron, 10-lb box..... .23½
Lemon, 25-lb box..... .15
Lemon, 10-lb box..... .15½
Orange, 25-lb box..... .14
Orange, 10-lb box..... .14½

Plum Pudding.

Curtice, Individual, doz.....$1
" No. 1, doz..... 2
" No. 2, doz..... 4
" No. 3, doz..... 6
G. & D., 1s, 2 doz to cs, dz.. 3
" 2s, 12 to cs, doz.. 4
" 3s, 6 to case, doz.. 6
" 4's, 6 to case, doz.. 8
R. & R., Individual, doz.... 1
" 1's, per doz..... 2
" 2's, per doz..... 4
" 2's, per doz..... 7

Salad Dressing.

Durkee, small, 2 dz, per doz.. 3
" large, 1 doz, pr doz 4
" picnic size, 4 dz, pr dz 1
My Wife's, 1 doz, 16-oz. case 3

Salad Oil.

Tierces, about 50 gal., gal..
1 gal. tins, 10 to case, gal....
5 gal. tins, 1 to case, gal....
½ gal. tins, 20 to case, gal..
Quart bottles, 12 to case, doz
Pt. Bottles, 24 to case, doz..
½ pt. bot., 36 case, doz.....

Saratoga Chips.

(Less 5 per cent.)
Bulk, 15-lb box .....
Cartons, 6-oz., 24 in case, doz

SALT.

Cal. Table & Dairy, 75 2's, 60 2½'s, 50 3's, 30 5's, 15 10's and 8 20s, per bale.....
Do 50-lb bags, ton.....
Leslie's Sterilized, 75 2's, 50 3's, 40 4's, 30 5's, 15 10's, and 8 20s, per bale.....
Do. 50-lb bags, ton.....
Leslie's, 50s .....
Imptd Liverpool, 50s, ton....
" " 100s, ton....
" " 200s, ton....
Genuine Werrington,50s,pr ton

H. R. H. Liverpool.

Bales of 75, 2's per bale....
Bales of 50 3's, 40 4's, 30 5's, 15 10's 8 20's per bale..
Bags, 50's, per ton.....

Worcester.

Worcester Dairy,bbl 320 lbs (5 bbls 5.25).....
Worcester Dairy, bbl 320 lbs, 10 bbls .....
Worcester Table, 140 2s, 100 1 bbl
3s and 60 5s..... 5.50
Worcester Table,30 10s..5.25
Worcester Table, 50lb sacks, Irish Linen 7.90

Rock Salt.

Half-Ground, 100-lb. sks, ton
" " 50s, ton.....
Stock, 100-lb sack, per ton...
" 50s, ton .....

Package Salt.

Leslie's Sterlized, 48 2's.....
" " 24 3's.....
" " 20 5's.....
" " 50 2's.....
R. S. V. P., 2s, 24 to case...
R. S. V. P., 3s, 24 to cs, pr cs.
R. S. V. P., 5s, 20 to cs, pr cs.
Log Cabin, 24 2s.....

Celery Salt.

Durkee's, 1 doz in box.....

SOUPS.

Anderson's 20 varieties.....
Campbell's, 21 varieties.....
Snider's, Tomato, 3's.....
" " 2's.....
Van Camp's, 21 varieties....
Libby's, 2's, assorted.....
" 1's, " .....
" concentrated, 1's.....

Franco-American.

Qts.
Mock-Turtle, Ox-Tail, Consomme, Bouillon,Julienne, Vegetable, Beef, Pea..3.15
Chicken 3.50
" Gumbo 3.30
Green Turtle, thick.....7.00
" " clear 9.50
Mulligatawney 3.50
Tomato 3.15
Assorted 3.25

Truffles.

1-16 glass, per doz	3.60
1-16 tins, per doz	2.75
⅛ tins, per doz	5.25
¼ tins, per doz	10.45
½ tins, per doz	20.35

Yeast Cakes.

Magic Yeast, case	1.20
Yeast Gem, case	1.15
Great Western	1.00
Gillet's Magic	1.20
Yeast Foam	1.20

This Dept. is corrected by Tillmann & Bendel; Pac. Vinegar & Pickle Works.

CATSUPS.

Snider's, qts. doz	3.75
" pts "	2.40
" 1½ pts. "	1.40

Griffon's.

½-pints, per doz	1.12½
Pints, per doz	1.85
Quarts, per doz	3.25

Miscellaneous.

Campbell's, ½ pts, doz	1.15
Heinz, 10-oz	
" 12-oz	
" 17-oz	
Blue Label, 25 ½-pts. to cs	
Blue Label, 25 pts to cs	
Blue Label, 12 qts to cs	
Golden Star, gal jugs, doz	
" qt. jugs, doz	2.65
" pt jugs, doz	2.35
" ½ pt jugs, doz	1.40

Long's Fruit Catsup.

Pts, 24 to cs, case	4.75
½-Pts, 48 to cs, "	5.75
" 2, 5 and 10 lbs, lb	1.60

SAUCES.

Holbrook's, ½ pts	2.40
Lea & Perrin's, small	2.75
Lea & Perrin's, medium	5.00
Lea & Perrin's, large	8.25

5 cases, 5c per doz less.

Tobasco, McIlheny	4.00
Tobasco, New Iberia	3.50
Bengal Worcester, ½ pt	.85
Bengal Worcester, pt	1.25
Pepper, sprinkle top, ½ pt	2.00
Superior Pepper, small	.90
Superior Pepper, large	1.50
Libby's Manchester Sauce, 24½ pints, per doz	1.20

HORSE RADISH.

Picnic Gems, doz	.95
Pints, doz	.95
Medium, doz	1.30
Quarts, doz	2.50
10-Gal. Kegs, gal	.78
5-Gal. Kegs, gal	.80
2-Gal. Pails, gal	.85
1-Gal Pails, gal	.90
Standard Kegs, 10s, keg	6.50
" " 5s, keg	3.25
" " 3s, keg	2.00

FRENCH MUSTARD.
(In bulk.)

	Cal. Home Brand	Stan-dard
Bbl. per gal	.35	.30
½ bbl. per gal	.37	.32
¼ bbl. per gal	.40	.34
10-Gal Keg	.42	.36
5-Gal. Keg	.45	.38
2-Gal. Pail	.50	.45
1-Gal. Pail	.60	.55
Standard Keg, 10s	3.50	3.00
" " 5s	1.75	1.50
" " 3s	1.50	1.25

In Glass, Cal. Home Brand.

8 oz, 2 dz to case, per doz	.95
14-oz, 2 doz to case, per doz	1.75

Standard.

6-oz, small, bbl	.80
8-oz, Dusseldorf	.90
16-oz, "	1.40

SAUERKRAUT.
Cal. Home Brand—Dry Pack

Bbl., 60-gal	15.00
½-bbl., 32 gal	10.50
¼-bbl., 15 gal	5.50
10-Gal Kegs	3.25
5-Gal Kegs	1.75
2-Gal Pails	.85
1-Gal Pails	.60
Standard Kegs, 10s	3.50

Department 24.

GROCERY SUNDRIES.

This Dept. is corrected by Haas Bros.; Wm. ..uff Co.

Axle Grease.

H. & L., per case	$1.75
C. & S., 2-doz case, per case	2.00
" 5 case lots	1.95
" 10 case lots	1.85
Frazer's, 2 doz tins, per case	2.25
Frazer's, 4 doz wd, per case	3.60
Frazers, 15-lb pails	1.00
Mica, 3 doz tins, per case	2.60
Castor Oil, 2-doz 1s	2.60
Universal, 2½, light	2.00
Universal, 2½, dark	1.75

Paper Bags.

Automatic, Self-Opening, 500 in pkg., List.

¼-lb	$1.00	8-lb	4.80
½-lb	1.20	10-lb	5.20
1-lb	1.60	12-lb	6.30
1½-lb	1.70	14-lb	8.30
2-lb	2.00	16-lb	9.00
3-lb	2.50	20-lb	10.00
4-lb	2.90	25-lb	11.00
5-lb	3.40	30-lb	13.00
6-lb	4.00	35-lb	15.00
7-lb	4.40		

Sizes 8 to 35 lbs.

Sugar Bags, broad bottom, lb .06

Discounts from above list:
Cheapest, 50%.
Eagle or Equal, 50%.
White bags, 50%.
Lion, 40%.
Mikado (stripped) 40%.

Bluestone.

Barrels, per lb	.12
5 bbl lots, per lb	

BATH BRICK

Bristol, 2 doz, per case	.95
Powdered, 20 1s, per case	1.15
Powdered, 40 ½s, per case	1.25

CANDLES.
Adamantine.

Adam, 14-oz., 20s	.11½
" 12-oz., 20s	.10½
" 10-oz., 20s	.10
Hotel, 40s, 12-oz	.10¾
(Wrapped ⅛c higher.)	
Chippewa, 1 oz	.07¾

Torchlight

Stearic Acid, 12 oz, 20s	.10¼
" 14 oz, 20s	.11¼
" (wrap) 16 oz 20s	.13¼

Stearic.

Schneider's 14-oz., 20s	.14
Schneider's 14-oz., 40s	.13¾
Schneider's 16-oz., 20s	.15¾

Paraffine, Etc.

	Per lb.
4s, 6s, in cartons of 36-lb bxs	11
12s, in cartons of 36-lb bxs	11¼
½-lb, in cartoons of 25-lb bxs	11
1-lb cartons of 25-lb bxs	11
Colored, 1c higher.	
Beeswax, pure for churches	.35
Do No. 2	.27½
Do No. 3	.22½
Christmas, all sizes	.09
Do holders, per gross	.85
Wax Tapers, per doz pkgs	.80
Do Per gross	8.00
Night Lights, German pap & wd, per doz	.40
Do French, on tin, doz $5,	1.25

Wicks

16 oz, S. A., 40s, (wrap)	.16¼
16 oz, S. A., 20s	.15¾
14 oz., S. A., 40s, (wrap)	.14
14 oz, S. A., 20s	.13¾
14 oz, Adam, 20s	.11¾
12 oz, Adam, 20s	.10¾
10 oz, Adam 20s	.09

Standard Oil Company.
Electric Light.

	Per Set
6s, 16 oz., 20 sets	.12¾
6s, 14 oz., 20 sets	.11¾
8s, 12 oz., 20 sets	.10¾
6s, 10 oz., 20 sets	.09¾
12s, 12 oz., 40 sets (holed)	.10¾

Granite Mining.

	Per Set
6s, 16 oz., 40 sets	.12¾
6s, 16 oz., 20 sets	.13

Department 28.

PICKLES, VINEGAR, RELISHES, ETC.

This Department is corrected each week by the Pacific Vinegar Pickle Works.

PICKLES IN BULK
California Home Brand

	Sour		Sweet	
Uniformly Assorted by Hand and Count Guaranteed.	½ bbl 32 gal	¼ bbl 16 gal	½ bbl	¼ bbl 16 gal
Special Small Gherkins ½ bbl. 6000, ¼ bbl 3000			24.00	12.5
Special Small Mixed Same count			24.00	12.5
Gherkins ½ bbl 4000, ¼ bbl. 2000			21.00	11.0
Mixed Same count			21.00	11.0
Special Small Medium Pickles ½ bbls. 3000, ¼ bbls. 1500	13.00	7.00	18.00	9.5
Special Small Medium Mixed Same count	13.00	7.00	18.00	9.5
Smal: Medium Pickles ½ bbls. 2000, ¼ bbls. 1000	12.00	6.50	16.00	8.5
Small Medium Mixed Same size	12.00	6.50	16.00	8.5
Chow Chow			15.00	8.0

Package Count	Bbl 1800	Bbl 1500	½ bbl 1200	¼ bbl 600	⅛ bbl 1000	¼ bbl 500
DILLS	15.00	14.00	10.00	6.00	3.50	3.50

Jumbo Dills.—bbl., $12.00; ½ bbl., $9.00; ¼ bbl., $5.00

California Home Brand.
Sour and Sweet, (Plain or Mixed), German Dill, Chow Chow and Onions

	No1 Sml	No2 Mdn	No3 Lrg	Dills	Swt Mxd gets	Sweet Gher-kins	Chow Chow	Pearl
Barrels, 50 Gals	$0.36	$0.33	$0.28	$0.28	$0.60	$0.55	$0.40	$0.5
½ Barrels, 32 gals	.38	.35	.30	.30	.62½	.57½	.42	.5
¼ Barrels, 16 gals	.40	.37	.32	.32	.67½	.62½	.44	.5
Kegs, 10 gals	.42	.39		.34	.67½	.62½	.46	.5
Kegs, 5 gals	.44	.41		.36	.70	.65	.48	.5
Pails, 5 gals	.44	.41		.36	.70	.65	.48	.5
Pails, 2 gals	.55	.50		.38	.75	.70	.60	1.0
Pails, 1 gal	.65	.60		.50	.85	.80	.70	1.1
Sd kegs, 10s, 8 gals	3.50	3.25	2.00	2.75	5.50	5.00	3.75	7.5
Sd kegs, 5s, 4 gals	1.75	1.65	1.00	1.50	3.00	2.75	2.00	3.7
Sd kegs, 3s, 2½ gals	1.25	1.15	.85	1.00	1.75	1.60	1.50	2.5

"CENTAUR BRAND"
Sour (Plain or Mixed), German Dill, Chow Chow and Onions
Midgets Small Medium Selected Dills Chow Onions

	No1 sml	No2 Mdn	No3 Lrg slct	German Dills	Chow Chow	Calif. Onions
Barrels, 50 gals	$0.33	$0.30	$0.25	$0.25	$0.40	$0.5
½ Barrels, 32 gals	.35	.32	.27	.27	.41	.5
¼ Barrels, 16 gals	.37	.34	.29	.29	.42	.5
Kegs, 10 gals	.39	.36	.31	.31	.43	.5
Kegs, 5 gals	.41	.38	.33	.33	.44	.5
Pails, 2 gals	.51	.47		.35	.50	.6
Pails, 1 gal	.61	.57		.45	.60	.7
Stand Kegs, 10s, 8 gals	3.25	3.00	1.60	2.50	3.50	6.5
Stand Kegs, 5s, 4 gals	1.65	1.50	.80	1.25	1.80	3.2
Stand Kegs, 3s, 2½ gals	1.15	1.00	.70	.90	1.10	1.90
Stand Pail, 5s, 4 gals			.90			

PICKLES IN GLASS
California Home Brand

Pat. Top—English or Octagon	10 oz	½ Pt	Pt	Qt
Gehrkins Sour	1.35	1.60	2.50	4.50
Mixed Pickles	1.35	1.60	2.50	4.50
Chow Chow	1.35	1.60	2.50	4.50
Pearl Onions	1.75	2.00	3.25	5.50
Sweet Gherkins	1.75	2.00	3.25	5.50
Sweet Mxd Pickles	1.75	1.90	3.25	5.50
Serel Gurken			3.25	5.50

CENTAUR BRAND
American Style—Square Bot Eng. style, Round Bot

	Pts.	Qts	½ Gal	Gal	½ Pts	Pt
Gherkins	1.20	1.75	3.00	5.00	1.00	1.75
Mixed Pickles	1.20	1.75	3.00	5.00	1.00	1.75
Chow Chow	1.20	1.75	3.00	5.00	1.00	1.75
Picalilli	1.20	1.75	3.00	5.00	1.00	1.75
Mexican Hot	1.0	1.75	3.00	5.00	1.00	1.75
Cal. Onions	1.0	1.75	3.00	5.00	1.00	1.75

TOMATO CATSUP.

	Tin Glass per doz Pt	Pt	Qt	Jugs per doz ½ Gal	Gal	½ Pts	Pt
Cal. Home Brand	1.35	2.25	3.25	.70	1.00	1.00	1.75
Sterling				.50	.80	.80	1.50
Sunset	.90	1.65	2.75	.35	.60	1.00	1.75

*Qts case free with 6 to

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Tomato Catsup—In Bulk.

	Bbl. 50 Gl.	½ Bbl. 32 Gl.	¼ Bbl. 16 Gl.	10 Gl. Keg	6 Gl. Keg	Standard kegs 10's	5's	3's
Cal. Home Brand..	.55	.60	.65	.68	.70	5.50	2.75	2.00
Sunrise	.45	.50	.55	.58	.60	4.50	2.50	1.75
Sunset	.35	.40	.45	.48	.50	3.75	2.00	1.50

TABLE SAUCE.
In Glass.

	½ Pts	Pts.	Qts.	In Jugs ½ Gal	1 Gal	2 Gal	Gal. Tins
Cal. Home Brand.....	2.00	3.00	4.00	.75	1.25	2.25	.85
Worcestershire	1.00	2.00	3.00	.55	1.00	2.00	.....
Chestershire	.75	1.50	2.25	.35	.60	1.20	.45

Table Sauce in Bulk.

	Bbls 50 G	½ bbls 32 G	¼ bbl 16 G	10 G Keg	6 G Keg	Standard Kegs 10's	5's	3's
Cal. Home Band..								
Worcestershire ...	.80	.82	.84	.86	.88	7.00	3.50	3.00
Chestershire	.55	.57	.59	.61	.63	5.00	2.50	2.00

VINEGAR

Commercial Wine, Cider, Malt or Spirit Vinegar

	40 Gr.	50 Gr.	60 Gr.	70 Gr.	80 Gr.	90 Gr.
Barrels	.14	.16	.17	.18	.20	.22
½ Barrels	.16	.18	.19	.20	.22	.24
¼ Barrels	.18	.20	.21	.22	.24	.26
10 Gal. Kegs	.20	.22	.23	.24	.26	.28
8 Gal. Kegs	.20	.22	.23	.24	.26	.28
5 Gal. Kegs	.22	.24	.25	.26	.28	.30
4 Gal. Kegs	.22	.24	.25	.26	.28	.30
3 Gal. Kegs	.24	.26	.27	.28	.30	.32

HIGH GRADE VINEGARS

	Barrels	½ Bbls
California White Wine Vinegar.....	.30	.35
California Red Wine Vinegar.....	.30	.35
Apple Juice Vinegar	.25	.30
California Home Brand Pure Pickling Vinegar.....	.25	.30
Cases of one dozen uarts.....		2.50

RELISHES AND CONDIMENTS.

Miscellaneous.

	6 oz	½ Pt.	Pt.	10 oz
Tomato Chutney.....	1.25	1.75	2.50	1.35
Chili Sauce.....	1.25	1.75	2.50	1.35
Salad Dressing.....	1.25	1.75	2.50	

California Home Brand

	8 oz	14 oz	Pts
Sweet Relish.....	.95	2.00	2.75
East India Relish.....	.95	2.00	2.75
Red Hot	.95	2.00	2.75

6s, 14 oz., 40 sets..... .11½
6s, 14 oz., 20 sets..... .11¾
6s, 12 oz., 20 sets..... .10¼
6s, 10 oz., 20 sets..... .10
12s, 12 oz., 40 sets (hotel).. .11

Paraffine Wax.

	Per Set
1s, 14 oz., 25 sets, white..	.11¼
2s, 14 oz., 25 sets, white..	.11¼
4s, 14 oz., 36 sets, white..	.11¼
6s, 14 oz., 36 sets, white..	.11¼
12s, 14 oz., 36 sets, white...	.11¾

Colored, 1 cent higher.

Radiant Paraffine Wax.

	Per Set
4s, 14 oz., 36 sets.....	.10½
6s, 14 oz., 36 sets.....	.11
6s, 14 oz., 20 sets.....	.11
6s, 10 oz., 20 sets.....	.09

Egg Food.

Pratt's, 26-oz., 2 doz in cs...$4.50
Wellington's, 1-lb, 2 doz boz. 4.00

Fly Paper.



Sticky (holders gratis).....$ 2.50
Tanglefoot, per case..... 2.50
Tanglefoot Holders, per case of 50 ..... .35
Subert's, 10 5s, paper in box .30

Fruit Jars.

(Net cash—no discount)

Mason's, pts. per gross..... 7.35
Mason's, qts. per gross..... 8.25
Mason's, ½ gals..... 10.00

Fruit Jar Caps.

Porcelain, 6 doz to box, pr bx 2.80

Fruit Jar Rubbers.

No. 1 White, per lb..... .60
"Gold Seal," cartons, per gr .75
"Badgers," cartons, per gr.. .60
Red Ribbon ..... .70

Glue.

Le Page's, 1 oz per doz..... .80
Le Page's, 2 ob., per doz.... 1.30
Le Page's ½-gill tins, per doz 1.50
Le Page's, 1-gill tin, per doz 2.00
" " Tubes, small, gr....12.00
" " " big, per gr....18.00

Cordage.

Basic price—Manila 15¾, Sisal 10¾, (5,000 lbs. ½c and 10,000 lbs. ½c less.) All kinds advance on base price per pound as given underneath:

	Sis.	Man.
Rope, 1¼-in.,(7-16 diam		
" 6 and 9 thr. (¼ and upwards)	..basis	basis.
" 12 thread (⅜ diam)	½	½
" and 5-16 diam)..	1	1
" Bale, 3 and 4 strand	½ less	basis
" " 2, 6, 8 st'nd	½	½
Lath Yarn	basis	basis
Hop Twine, tarred....	1	1
Grape Vine Twine.....	1	1
Spring Twine	..	2½
Paper Twine, unoiled...	½	2½
Whale Line and Bolt..	..	1
Hawser laid rope for well-boring	..	1
Transmission of Power ...		5
Lanyard and Tarred.....	..	basis
Lariat Rope, hd tw, unoiled, 3 & 4 st'd..	1	1
Sash Cord, in cotton....	..	2

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Cuttle Bone.

Birds', per lb..... .30

Insect Powder.

Eureka, 10c size, per doz.... .75
Eureka, 25c size, per doz.... 1.75
Eureka, 60c size, per doz.. 4.30
Eureka, $1.00 size, per doz.. 8.00
Buhach, 2-oz., per doz..... 1.15
" 4-oz., per doz..... 2.15
" 8-oz., per doz..... 3.75
" 16-oz., per doz..... 6.80
" 6-lb, per lb..... .60

Matches.

Tins 1.65
Boys, doz boxes..... .12
Swedish Safety, per gross.... .65
Swedish Wind, 1 gross..... .90
Vulcan Paraffine, 65s per gr .55
Do 50 grs lots..... .50

Diamond Match Co.'s.

Anchor, 200s..... 1.70
Do, 500s 4.00
Bird's Eye, 500s, gr..... 3.75
3 Noes Safety, 100s..... 7.75
Bees Wax, 100s..... 4.50
Globe, 100s 5.00
Domino, case 2.75
Red Top Safety 2.75
S. & C. Eastern Parlor 80's.. 4.25
S. & C., 200s 2.25
S & C., 300s..... 3.25
S. & C., 500s..... 4.25
Press, 100s, 5-gross case.... 4.75
Little Star, per case..... 2.20
Search Light, 100s, large,1 gr 4.75

Paper, Wrapping.

Butter, White, per ream.. .20
Do Waxed, per ream... .25
Manilla, No. 2, roll,any size lb .4⅛
Manilla, No. 1, rolls or flat .05
Straw, per ream..... .95
Do rolls, any size, per lb .03½
Drab, per ream..... .60
Do rolls, any size, per lb .02¾

Paper, Toilet.

Royal, 100 rolls of 500 shts.. 4.00
O Keyed, 5-oz rolls, per case 2.50
Royal, 8-oz rolls, per case.. 4.25
O Keyed, tablets, per caes.. 3.75
Pastime, tablets, per case... 4.50
Union, per case..... 7.00
Lulu, pkgs, 4000 shts, per cs 3.75
Astoria, pkgs 450 shts, per cs 3.90
Windsor,pkgs 500 shts, per cs 4.00
Universal, pkgs 700 shts, pr cs 6.00
Great Eastern,pkgs 1000 shts, per case 7.50
Popular Rolls, 5 oz, 100 rols, per case 3.00
Daisy Rols, 9 oz, 100 rolls, per case 4.50
Express Rolls,10 oz, 100 rolls, per case 5.00
Asbestos Rolls, 11 oz, 100 rolls, per case 5.25
Mammoth Rolls, 16 oz, 100 rolls, per case 7.50
Pyramidal, 2000 sheets, 50 rolls in case..... 7.50

"No-Meds"

(Cereal Laxative.)

48 cartons to case, per case.$12.00
Less 30 % discount to trade.
Varying cash discount depending on quantity purchased.

Polishes, Shoe.

Day & Martin's.

Large, 6 dz to case, doz.... 3.00
Medium, 6 dz to case, doz.. 2.25
Small, 10 dz to case, doz.... 1.00

Mason's Russet Polish.

	Doz.	¼ Gr.	Gr.
No. 2	1.40	1.20	4.80
No. 3	.70	2.00	8.00

Comb Black Dressing.

	Doz.	¼ Gr.	Gr.
Large	1.50	4.50	18.00
Small	.80	2.30	9.20

Combination Russet.

	Doz.	¼ Gr.	Gr.
Large	1.50	4.50	18.00
Small	.80	2.30	4.80

Mason's Stove Polish.

	Doz.	¼ Gr.	Gr.
.....	.45	1.20	4.80

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Polish, Stove.

Rising Sun, large pkg., per gr 6.25
Do 5-gross lots..... 6.00
Do Small pkg., per gross.. 3.85
Sun Paste,lrg. ¼ gr bx per gr 6.00
Enameline, No. 4 tins, per gr 6.00
Do No. 6 tins, per gr.... 8.25
Do Liquid, pt-tins, bx 3 dz 2.25

X-Ray Stove Polish.



Small, 3 doz. to case, per cs 1.50
Large, 3 doz to case, per cs 2.50
(½ doz. free with each case.)

Polish, Metal.

Electro Silicon, 1 gr in case per doz ..... .80
Brilliantshine, ½ pts, per doz .95
Brilliantshine, pts per doz.. 1.80
Brilliantshine, qts, per doz.. 3.15
Do, ½ gal., per doz..... 6.00
Do 1 gal tins, per tin..... .35
U. S. Metal Polish, qts..... 3.67
" " pts 2.00
" " ½ pts..... 1.25
U. S. Metallic Polish Paste, lb. package, doz..... 3.35
½-lb. package, doz..... 1.67
3-oz package, doz..... .50
Barkeeper's Friend, pwdr, gr. 21.60

Seeds.

Anis ..... .16½
Canary ..... .07
Caraway ..... .15
Celery ..... .17½
Coriander ..... .11
Cumin ..... .18
Flax, ground ..... .06
Flax, whole ..... .06½
Hemp, sacks ..... .06½
Millet ..... .06½
Mustard ..... .10
Poppy ..... .15
Rape, Cal..... .06
Bird gravel, 2s, per doz..... .85
Bird Seed Mixed, 48 1s, doz .80
Red Ribbon, 60 1s..... .6½

Original sacks ½c less.

Sheep Dip.

Little', 10-gal tins, per gal.. 1.20
Little's, 5-gal drums, per gal 1.20
Smith's, 10 ½-gal tins, gal .95
Smith's, 5-gal drums, per gal .95

Shoe Blacking.

	Doz.	¼ Gr.	Gr.
No. 1	.25	.75	2.80
No. 2	.30	.85	3.25
No. 3	.35	1.00	3.85
No. 4	.45	1.40	5.45

Shoe Dressing.

Boss, 3 dz to cs, per gr..... 9.00
Russian, 3 dz to cs, per gr..12.00
Shinola, per gross.....10.00
16 Shinola outfits of brush and dauber, no charge.
Shinola paste, case of 3 doz 2.50
3 solid brass scoops, no charge.

Bixby's Polishes.



Jet Oil, doz..... .85
Jet Oil, 3 dz bx, 5 Bixola free 2.55
Royal Polish, 1 doz in box.. .85

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Royal P'lish,3 dz bx,ham'r free 2.55
Shoe, Satin, 1 dz (sml comb'n) .75
No. 5 Shoe Satin Paste, 1 doz .80
No. 5 Shoe Satin Paste, 1 doz .40
No. 10 Satinola Paste, 1 doz .80
No. 10 Satinola Paste, 1 doz in box .80
Satinola, combination, sml, dz .75
Satinola, combination, lrge, dz 1.25
Shoe White Cream, per doz .85
Ermino White Paste, per doz .80

Bixby's.

"BBB," size M., ¼ gr. box.. 1.25
"BBB," size B, per ½ gr. box 2.50

Twine.

Cotton, 4-ply, 100-lb bales, lb .25
" 3-ply, 100-lb bales.. .25
" 2-lb cones, per lb.. .25
Hemp, 8-oz balls,pr 3-lb pkg .25
Do. 4-oz balls,pr 3-lb pkg .25
Sack, 4-ply, 12-lb pkgs, lb.. 24

Binder Twine.

Pure Manila,650 ft to lb,pr lb 14½
Manila, 600 ft to lb, per lb. .13½
Standard, 500 ft to lb, pr lb 11½
Sisal, 500 ft to lb, per lb.. .11½

Wax.

Fruit, 25 1-lb pkgs, per box .90
Mint Wax, per box..... 1.50
Japan, per lb..... .20
Beeswax..... .38
Pure Ref. Paraf., 40 1s, lb .09½
" " " 20 1s, lb.... .09½

Wax Strings.

12-in., 10 pkg, 100 stgs each 1.00
14-in., 10 pkg, 100 stgs each 1.75

Department 25.

WOOD AND WILLOW WARE
AXE HANDLES.

This Dept. is corrected by
The Heyman-Weilll Co.

Ex, 36-in., doz.....$2.60
No. 1, 36-in., doz.....
No. 2, 36-in., doz..... 1.35

Baskets.

Per doz.

Cal., Open, Spruce, No. 3.... .85
Cal., Open, Spruce, No. 4.... .90
Cal., Open, Spruce, No. 5.. 1.25
Cal., Satchel, Spruce, nest,0-5 1.35
Cal., Satchel, Spruce, nest,1-5 1.00
Cal.,Satchel, Spruce,nest, 1-41 .71
German Market, nest of 4.. 1.40
Clothes, Oval, Wil., No. 2.. 7.75
Clothes, Oval, Wil., No. 3.. 8.00
Japanese Telescopee, nest of 5, size 18x12x7..... 1.25
Same, size 20x13½x7..... 1.50
Same, size 24x15x10..... 1.90

Bowls, Wooden.

Per doz

Maple, No. 1, 11-inch..... .75
Do No. 2, 13-inch..... 1.60
Do No. 3, 15-inch..... 2.75
Do No. 4, 17-inch..... 4.25
Do No. 5, 19-inch..... 6.00
Do No. 6, 21-inch..... 6.75

Brooms.

Per doz

No. 7 Special..... 4.00
Little Lady 3.65
Dandy 3.10
Cooks' Choice 2.35
Ladies' Pride, No. 1..... 2.85
Toy, string 1.00
Common Whisk..... 1.00
OO Whisk..... 1.20

Brushes.

Per doz

Dust 2.25 32.00
Scrubbing ..... .55 3.00
Dandy 1.50 5.75

Shoe Brushes.

No. 415, black tampico No. 5½ .95
No. 25 Mixed Center..... 1.75
No. 602, all black..... 2.00
No. 335, black and white..... 3.50
No. 7, bristles..... 3.90

Stove Brushes.

Per doz

551 tampico, handles ..... .90
No. 41, Black Bristle..... 1.90
No. 411, Black Bristle..... 2.25

Ox Fibre Brushes.

Per doz

Scrub Cat, 10½x2½ in face.. 1.50

46

Do Rat, 8½x2½ in face.. 1.25
Do Mouse, 6¾x2¾ in face 1.00

Can Openers.

King, doz ..... .75
Sprague, doz ..... .45

Carpet Sweepers.

Bissell's, per doz, 25.00 to 27.00
Standard, per doz..... 23.00

Cheese Safes.

Round, 22-in. each..... 2.25
Square each 4.00

Clothes Lines.

Hemp, 40-foot, per doz..... 1.00
Hemp, 60-foot, per doz..... 1.50
Cotton, 40-foot, per doz..... .80
Cotton, 60-foot, per doz.... 1.20
Sash Cord, 60-foot, per doz.. 1.75
Sash Cord, 90-foot, per doz.. 2.60
Wire Cord, 50-foot, per doz.. 1.05
Wire Cord, 75-foot, per doz.. 1.60
Wire Cord, 100-foot, per doz.. 2.10

Clothes Line Pulleys.

Galv. Iron, with eye.....$0.50
" " with hook ..... .60

CLOTHESPINS.

Common, per box of 5 gross .65
U. S. Patent Spring, per gr.. .60

CORKS.

Wine, pt size, per M.....$4.20

Demijohns.

(Discount of 40% and 10%)

½ gal $5.75
1 gal 7.50
2 gal 13.50
3 gal 16.00
5 gal 24.00

Dust Pans.

No. 1 Japan, doz..... .75
Covered, doz 1.30
Janitor, doz 2.50

Dusters.

Per doz

China, fancy colored..... .90
Standard Turkey, No. 10..... 2.15
" " No. 12..... 2.80
" " No. 14..... 3.60
" " No. 16..... 4.60
" " No. 18..... 5.30

DOOR MATS, COCOA.

Per doz

Light, No. 1, 14x24..... 4.00
Do No. 2, 16x27..... 5.50
Do No. 3, 18x30..... 7.25
Do No. 4, 20x33..... 9.00
Medium, No. 1, 14x25..... 5.25
Medium, No. 2, 16x27..... 6.75
Medium, No. 3, 18x30..... 8.50
Medium, No. 4, 30x33.....10.25
Extra, No. 2, 16x27..... 9.50
Extra, No. 3, 18x30.....12.50
Extra, No. 4, 20x33..... 15.00
Extra, No. 5, 22x36.....18.00
Keystone Steel Mats, sq. ft.. .30

Faucets.

Per doz

Cork Lined, No. 0..... .45
" " No. 2..... .45
Cork lined, No. 3, doz..... .90
" " No. 4..... .80
" " No. 6..... .75
" " No. 8..... .90

Ironing Boards.

4-ft., per doz..... 4.40
4½-ft., per doz..... 5.00
5-ft., per doz..... 6.00
5½-ft., per doz..... 7.20

LAMP BURNERS.

Opposition.

0 or E, per doz.....$0.50
1 or A, per doz..... .60
2 or B, per doz..4..... .75

LAMP CHIMNEYS.

Electric—In Cartons.

No. 2, 6 doz in case, per doz 1.10

Lantern Globes.

Packed 5 doz in case..... .70

Aurora Rochester.

Per doz

No. 1, 6 doz in case..... .75
No. 2, 6 doz in case..... .90
No. 3, 6 doz in case..... 2.00

47

Macbeath Pearl Top.

No. 1 or A, 6 doz in case.. .85
No. 2 or B, 6 doz in case.. 1.05

La Bastie.

Per doz

No. A, plain bulk, 6 doz in cs 1.32
No. B, plain bulk, 6 doz in cs 1.53
No. A, crimp bulk, 6 dz in cs 1.32
No. B, crimp bulk, 6 dz in cs 1.53

Common Chimney.

Per doz

No. 0 or E, 6 doz in case.. .40
No. 1 or A, 6 doz in case.. .45
No. 2 or B, 6 doz in case.. .65

LEMON SQUEEZERS.

Ball, per doz.....$0.85
Glass, No .1, per doz..... .50
Glass, No. 3 (for oranges) dz 1.25

MOPS AND HANDLES.

Per doz

9-lb. Mops 1.25-1.65
12-lb. Mops 1.80-2.20
Patent Mop Handles..... 1.00
Plain Mop Handles..... .90

PAILS.

Per doz

Wood, painted, 2 hoops..... 2.40
Wood, varnished, 3 hoops... 2.35
White Cedar, 3 galv. hoops.. 3.25
Fibre 3.60
Galvanized, 8 quarts..... 2.05
" 10 quarts..... 3.30
" 12 quarts 3.55
" 14 quarts 2.80

SHELF PAPER.

Per gross

Narrow, assorted colors..... .12
Lace paper, per box..... .30

TUBS.

White Cedar—No .0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Fiber—No. 0, $19.00; No. 1, $15.75; No. 2, $13.75; No. 3, $12.25.

Galvanized—No. 0, $5.85; No. 1, $6.95; No. 2, $7.95; No. 3, $8.85.

WASHBOARDS.

Per doz

California, regular size..... 2.25
Little Lady, glass..... 1.85
Little Lady, zinc..... 1.10
Peerless, double 3.50
North Star 3.65
Crystal Glass 4.40

Washing Machines

Waverly 6.75
Matchless 5.85
Western 5.75
Majestic, family size, each.... 6.00
Snowball, family size, each.. 6.75
Leader, family size, each....7.00
Shelby, family size, each....7.[illegible]

WICKING.

Grs.

Lamp, 0 or E, ⅝-in.....$0.40
Lamp, 1 or A, ⅞-in..... .45
Lamp, 2 or B, 1-in..... .70
Lamp, 3 or D, 1½-in..... 1.10
No. 1 Rochester..... 2.25
No. 2 Rochester..... 3.25
No. 3, Mammoth.....10.50
Juionr Rochester..... 2.00
Stoves, 3-in..... 2.00
Stoves, 3½-in..... 2.50
Stoves, 4-in..... 2.80
Stoves, 4½-in..... 3.50

WRINGERS.

Wood Frame.

Two top screws; iron tub clamps.

Per doz

Royal, 10x1¾ inches.....$7.50
Challenge, " 21.00
King Special " 22.50
Empire " " 30.00
Century, 10 inches.....28.50
" 11 inches 31.50
" 12 inches 35.00

Iron Frame.

Superior, 10 inches.....29.50
" 11 inches 33.00
" 12 inches 37.00
Crescent 27.00

Ball Bearing.

Hitchcock 33.00

MISCELLANEOUS.

Barrel Covers, 17-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in. (sugar barrel size), per doz..... 2.70

48

Brownies, per doz....75 1.00 1.25
Butter Ladles, plain, doz.... .45
Butter Ladles, chrys. doz ... .85
Butter Spades, doz..... .40
Dishes, oval, ½-lb, per M.... 1.50
" " 1-lb, per M. 1.75
" " 2-lb, per M. 2.75
Dishes, wire end, ½ lb per M 1.50
" " " 1-lb, per M. 1.75
" " " 2-lb, per M. 2.25
Egg Beaters, Dover..... 1.00
Measures, tiber, 4 pieces ... 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz.... 6.50
Lantern globes, in bbls....70@85
Mouse traps, 1 to 5 holes, doz .....45@60
Mouse traps, "Sure Catch, dz .75
Traps, rat, "Blizzard" doz.. .75
Nest Eggs, per doz..... .20
Oil cans, glass, wire cover, 1 gal, per doz..... 4.50
Oil Cans, gal., glvnzd iron.. 2.15
Oil Cans, 5 gal., glvnzd iron. 7.50
Potato Mashers, per doz 45@55
Rolling Pins, per doz..1.35@1.50
Spoons, wooden.....30c, 37c .65
Step Ladders, each per ft., 14-22-40
Tacks, steel, assid, 2-oz, doz .25
Tacks, Common, 2 oz., doz.. .11
Tapers, gas, 30 17-in, 4 lgs.dz .85
Toothpicks, box 2.50, 2.75
Twine Holders, hanging, doz 2.00
Spittons, fiber, 13-inch..... 6.25
Spittons, fiber, 12-inch..... 5.00
Spittons, fiber, 9-inch..... 4.15
Whips, per doz, from 90c to 18.00
Window Screens, 12-inch, doz 2.30
" " 18-inch, doz 2.80
" " 24-inch, doz 3.35

Department 26.

STATIONERY.

Corrected by the
Schwabacher-Frey Stationery Co.
42-44 Sutter St., San Francisco.

Blank Books.

Counter, 72 leaf, per gro.... 5.00
Counter, 90 leaf, per gro.... 6.00

Day and Ledger.

Cap, canvas, 200 pp., each.. .30
Cap, canvas, 500 pp., each.. 1.00
Crown Cloth, 150 pp., each.. .75
Crown Cloth, 300 pp., each.. 1.00
Cap, 1m. Leather Bnd. 600 pp 3.20

Writing Paper.

Tanglewood.	Ream
Commercial Note, 5lb.....	.60
Commercial Note, 6lb.....	.72
Letter, 10-lb ex.....	1.20
Cap, 12-lb ex.....	1.44

Envelopes.

Per M

XX, 5-in ..... 1.00@1.50
XX, 6-in. ..... 1.10@1.60
XXX, 10-in. 2.50
XX,4-in.,Baronial cream or white ..... 1.40@1.80
XX,5-in.,Baronial cream or white ..... 1.60@2.00

Inks—Carter's or Diamond.

Black, 2 oz cylinder, p. gr.. 4.50
Red, 2 oz, 3 dz to box, pr bx 1.25
Black, 4 oz, per gr..... 7.20
" or Blue Blk, ½ pt,dz 2.17
" or Blue Blk, pt, dz.. 3.60
" or Blue Blk, qt..... 6.00

Lead Pencils.

Gross

Cedar, rubber tip..... 1.25
Red pshd, mtl rbbr tip,I.X.L 1.65
" Matchless 2.00
Yellow, pshd, rbr tip, round. 4.00
" pshd, rbr tip,hexagon 4.00
Black, pshd, rbr, tip, Nos. 1, 2, 3, 4, "Office" Hex..... 4.50
Carpenters, 3 dz to bx, pr bx 1.00

Steel Pens.

Gross

Railroad, 1 gross in box..... 1.00
Stub, ex fine, sml, mdm lrg .40
Falcon ..... .40
Bank ..... .40
School, fine ..... .40
Spencerian Nos. 1, 2 or 3.... .85
Gillott's No. 404..... .50
Gillott's, No. 303..... .50
Pacific Mail, cinkle plate.... 1.00
Tuxedo 1.00

Department 27.

AMERICAN TOBACCO CO.

Smoking Tobacco.

b Cartons, 25 and 30-lb (Cases)
of N. C. 1½ oz foil.... 68
" 3½ " 61½
" 8 " 58¼
" 16 " 56⅛
" 1⅝ oz cloth 68
of N. C., 3½ oz cth pchs 63¾
uches 68
of N. C. 16 oz decorated
n canisters 58¼
Eng. Curve Cut, 1⅝ oz
rved tins 74½
Eng. Curve Cut, 3½ oz
rved tins 74½
Eng. Curve Cut, 8 oz.. 72
Eng. Curve Cut, 16 oz.. 69
tinental Cubes,1⅜-oz tins 69½
te Critso Slabs, 3½ oz tins 74½
Bibber, sicd plg, 1⅜ oz
ns, 2½ lb cartons..... 70
ee Feathers, 1⅜ oz, 1¼
cartons, net..... 58¾
ro, 2½ oz foil..... 47½
" 2½ oz pouch..... 50¾
" 2½ oz assorted..... 49
" 16 oz decorated tin
nisters 49½
le Queen, 1⅜ oz foil.... 38¾
" 8 oz tins..... 42⅛
" 16 oz decorated tin
nisters, 6 lb cartons, 30
in cases..... 42
e's Mixture, 1⅜ oz sacks 40
ngton, 1⅜ oz foil..... 63½
e's Cameo, 1⅜-oz..... 41½
e's Cameo, 2¼ oz foil.. 47¼
ose, 1⅜-oz foil..... 66⅜
grant Vanity Fair, 1½ oz
il 93
Indian Plug Cut, 1⅜ oz
d 3½ oz foil..... 39
hion, 1⅜ oz 38¾
" 16 oz canisters.... 42⅛
nion Pail 42⅛
l Durham, 1 oz..... 62
" 1¾ oz..... 62
" 3½ oz 59
" 8 oz 57
" 16 oz..... 53
n Cake, gran, 1-lb bags,
-lb cases, per lb..... 24
o Plug Cut, 1⅜ oz(16-oz,
) 47¾
Bell, 1⅜ oz..... 40⅛
16-oz pails..... 41⅛
ell Mixture, 3½-oz tin.. 83¼
ental Mixture, 3½ oz tin.. 93
ey Dip Twist, 10 to lb.. 43⅛
zly, 16 oz, 24-lb cases.. 54⅛
e Bros. Pipe Smoking,
ng cut,paper pkgs, 3½ oz,
lb cartons, 30, 50 & 100
cases 37
le of Virginia, 1⅜-oz, 3½-
and 8-oz tins, 2½-lb
oxes, 10 & 25-lb cases... 75
den Cupid, 1⅜ oz foil, 25,
& 100-lb cases..... 60⅞
e Shot, 2s..... 33
on Leader, 1⅜-oz foil.... 37½
" 3-oz pouch.... 39¾
" 8 and 16 oz
nister 39¾
on Leader, 16-oz milk can 39¾
za, 1⅜-oz cloth, 5-lb car-
ons, case of 25 lbs, net.. 37½

Fine Cut Chewing.

watha, 2 oz, b'ght or d'k,
lb cart, 10-lb cs, per lb 59
watha, 5-lb cs, 1-lb carts 59
watha, 16 oz, b'gt or d'k,
lb pails, lb..... 59
watha, b'gt or dark, 10-
pails, per lb..... 56
let Cuba, b'ght or d'k, 1-
tins, 5-lb pails..... 44
e Leaf, 10 to lb, bright or
ark, 1-lb cart, 5-lb drums 67
er, 1⅜ paraffine bags, 5-
moisteners 41

roots and All Tobacco Cigarettes.

Vir.Cheroots,3 in bundle.11.75
$12 in less than 1M lots.
Vir.Cheroots,5 in bundle.13.95
the Acts Little Cigars,
0s tin 8.25

Bengal little cigars, 10s, (10 per cent in free goods).. 7.30
Royal Bengal, 10 in pkg, 100 in carton.....11.50
Van Bibber Little Cig, bundles of 10, boxes of 100....16.20
Sub Rosa Cigarros, 10s, cartons of 500, per M..... 4.00

Stogies, Etc.,

Less 2% for cash.

Star Pittsburgh stogies 1-10s, 5 for 10c.....15.00
Florodora little cigars, 1-10s, 3 for 5c.....12.25
Red Top Stogies, 1-10s, 3 for 5c 12.50
Red Label Stogies(Jenkinson)11.65

Cigarette Paper.

Vanity Fair, 50 pkg in box .97½
Wheat Straw,50 pkg in bx,net1.30
Wheat Straw, 100 pkg in bx net 2.55
Wheat Straw, Interlock, 50 pkg in box.....1.15
Wild Oats, 40 pkg in box.. .90
Red Seal, 50 in box..... .25
Zig-Zag, 100 in box.....2.50
Riz la croix.....1.95

Plug Tobacco.

(Subject to discount 2%)

Battle Ax, 16 oz, 5 cuts, 12 and 24 lb bts, net..... 39
Big Gun, 16 oz, 3x12 smooth, bright, 6 sp, 16 lb butts.... 44
Boot Jack, 3x12, R & R, 5½ oz, 8 sp, 1, 4 8 and 12-lb and 2-lb fancy wooden bxs, net. 87
Bullion, 1x6, D T Nines, 6 to lb, 20-lb cad's..... 50
Climax, 2x12, R & R, 16 oz, 6 sp, 6, 12 & 30 lbs (7 oz 7, 10½, & 21 lbs 48)..... 45
Climax, 3x12, thin, 7 oz, 7 and 14 lb 48
Cross Bow, 3x12, 14 oz, 4 sp, 14 lb butts..... 38
Drummond's Natural Leaf, 5½ oz, 5, 8 and 12-lb butts.... 63
Gold Rope, 7 to lb, 3, 6 and 12-lb boxes 56
Gold Rope, 14 to lb, 4 and 8-lb boxes 58
Horse Shoe, 16 oz, Smooth, 6 sp, 8, 12 and 24-lb butts.... 43
J. T., 2x6, 7 oz, R & R and Smooth, 2 sp, 10½ and 21 lb butts and caddies..... 39
J. T., 3x12, 14 oz, Smooth, 4 sp, 10½ and 21-lb butts.... 39
Newsboy, P. P. br or bulk, 5s 8, 16 & 24 lb..... 40
Nobby Spun Roll, 7 to lb, 3, 6 and 12 lb boxes..... 57
Old Honesty, 3x12, Smth, 15 oz, 6 sp, 7½, 15 and 30 lb..... 44
Old Peach and Honey, 6 to lb, 8 lb boxes..... 43
Piper Heidsieck, 5½ oz plugs, 2⅔x8 Pony Panel, 3-10c cuts, 4, 7, 14 lb..... 69
Red Cross, 12 and 24-lb butts, 16 oz, 3x12, embrossed 4 sp. 33
Saw Log, 2x12, R & R, 16 oz 6 sp, 24 lb..... 46
Saw Log, 3x12, R & R, 32 oz, 12 sp, 32 & 48 lb..... 46
Sledge, 16 oz, 4 sp, 3, 6, 12 and 24 31
Something Good, foil wrapped, R & R, 5½ to lb, 9, 13 lb butts 45
Spear Head, 16 oz, 6 sp, 6, 18 and 30 (7 oz, 48)..... 45
Standard Navy, 3x12, embossed, 4 oz, 4 sp, 14 and 28 lb 38
6 for 10, 10⅔ oz, 24 lb butts. 35
Star, 16 oz, 12, 24 and 52 lb butts 45
Tinsley's Nat. Leaf, 3x12, 16 oz, 6 & 12 lb..... 54

Twist Tobacco.

Granger Twist,hand made light pressed, 12 to lb, 12-lb half bushels and 15-lb grained pails 45
Red Ribbon Twist, 10 to lb, 16 lb ½ bushels and 8 lb pecks 40
Honey dip Twist, 11 to lb, packed 5 lb..... 44

Smoking Tobacco.

Master Workman plug, 3x6, 10 oz, 10 lb cad..... 45
Finzer's Mixed Plug, 16 oz, 3x12, 5 sp, 5 and 10 lb.... 32
Ole Varginy, 3 oz plugs 2x4 bright, 10½ lb boxes..... 42
Sickle plug, 15 oz 8x12, 5 sp 7½, 15 and 30 lb butts.... 46

JOHN BOLLMAN & CO.

Cigarettes.

Net cash.

Fragnrant Vanity Fair..... 3.90
Duke's Cameo..... 3.90
Sweet Caporal..... 3.90
Virginia Brights..... 3.90
Pets (foil packages)..... 6.12
Richmond Straight Cuts, 10s tin and paper..... 6.12
Cairo, No. 27 and 27a, (cork tip 7.50)..... 6.50
Casino Gold Tip..... 9.00
Imperiales, 10s, 20s, 50s, 100s, with or without mouthpes. 7.35
Sultans, 10s, 20s, 50s, 100s, Mais and Rice paper with mouthpieces 9 25
Abdallah, No. 3 gold tip..... 7.75
" No. 2..... 9.00
" No. 1.....13.00
Princess Lillian, Cork tips...17.65
Turkish Trophies 7.75
Egyptian Deities, No. 1, 10s.25.50
" " No. 3, 10s, plain tips 17.60
Egyptian Deities, cork tips..18.15
Mogul, cork tip.....10.25

High Grade Smoking Tobacco.

Less 2% for cash.

Imperial Mixture, 2½-oz tin 1.10
Plum, 1⅜-oz foil, net..... .64⅛
Three Kings Mixture,3½-oz tins 1.30
Yale Mixture, 1-oz tin, 1¼ and 2½ lb cartons..... 1.35
" 1⅜-oz tin, 2½ lb cartons 1.60
Yale Mixture, 3½-oz tin, 2½ lb cartons 1.60
Lone Jack, 3½-oz bags, net 1.17½

Wills' English Smoking.

Capstan, mild,med. or strong, 3½-oz, per lb..... 1.60
Capstan, mild, med or strong, 1⅜ oz, per lb..... 1.75
Latakia, 3½ oz, per lb..... 2.10

Sundry English Smoking.

Pioneer, 3½ oz, per lb..... 1.45
" 8 oz, per lb..... 1.43
" 16 oz, per lb..... 1.40
Lambert & Butler's Log Cabin, 3½ oz, per lb..... 1.30
Smith's Glasgow Mixture, 3½ oz., per lb 1.70

J. B. PACE TOBACCO COMPANY

Scroll Tag, twist, 6 to lb (other sizes, 67)..... 66½
" light pressed, all styles 73½
Scroll Tag, cable coil, 3 and 4 oz 76
Corduroy Spun Roll, 6-lb bxs 56⅛
Mastiff Plug Cut, 1⅜ oz pchs or tin foil pkgs..... 68
Mastiff Plug Cut, 3½ oz pchs or tin foil pkgs..... 63
Mastiff Plug Cut,16 oz decorated tin 52½
Boston Smoke, 12s (24s, 48). 49

SURBRUG CO.

Grain, 1⅜ oz patent can.... .70
Golden Sceptre, 1-oz, 1-lb cart, per lb..... 1.20
Golden Sceptre, 1⅜-oz, 2½-lb cart, per lb..... 1.20
Golden Sceptre, 3½-oz, 2½-lb cart, per lb..... 1.05
Golden Sceptre,8-oz,5-lb cart, per lb 1.00
Golden Sceptre, 16-oz, 6-lb cart, per lb..... .95
Arcadia, 3½ oz, 2½-lb cts (1 1-lb cts 1.60)..... 1.56
" 1⅜-oz, 2½-lb carts 1.60
" 8 oz, decorated tin. 1.55
" 16 oz, decorated tin. 1.50
Crescent Club Mixture, 3½ oz .90

Cigarettes.

Milo Cork Tips 18.50
" Plain " 18.00
" Ladies' mouthpieces, 20s oval box..... 9.00
Egyptian Arabs No. 3 Cork Tips 7.40
King William, Egyptian, net18.00
Turkish Delight, sanitary tip 7.80

JNO. J. BAGLEY & CO.

Net cash.

Gold Shore, 2½-oz..... 46⅝
Lime Kiln cut plug, 2 oz.... 59¾
" " 3½ oz.....59¾
" " 8 oz tins. 66⅝
" " 16 oz tins 64⅛
Sun cured 2½ oz foil..... 49
" 2½ oz pouch.... 51

WEYMAN BROS.

Less 2%.

Cut and Dry, 3½ oz papers.. 32¼

H. BOHLS & CO.

Fancy Mixtures.

White Navy Mixture, 1⅜ oz foil ..... .65
White Navy, 3½-oz foil, 5-lb cartons ..... .63
White Navy, 16-oz foil..... .60
London Dock, 3½-oz foil, 5-lb cartons ..... .80
Golden Gate, 3½-oz tin, 5-lb cartons ..... .85
Bright Virginia Pickings, 3½-oz tin, 5-lb cartons..... .80
Gold Bar, 3½-oz tin,5-lb cart. .90
Great Blend, 16-oz box, mild, medium and special..... 1.15
Great Blend, 8-oz box, mild, medium and special..... 1.20
Great Blend, 3½-oz box, mild, medium and special..... 1.25

Cut Plug.

Seal Rock, 1⅜-oz tins, 2½-lb cartons 25-lb ..... .74
Seal Rock, 3½-oz tins, 2½-lb cartons 25-lb ..... .74
Seal Rock, 8-oz tins..... .74
Peanut, 1⅜-oz foil, 5-lb cart .38
Old Chief, 8-oz and 16-oz.... .46
Seven Up, 16-oz pail, briar pipe with each tin..... .54
Seven Up, 16-oz pail, without briar pipe ..... .45
Seven Up, 2½-oz foil,5-lb cart .43
Seven Up, 2½-oz pouch, 5-lb cartons ..... .49

Long Cut.

case, per doz 1.80

R. A. PATTERSON TOBACCO COMPANY.

Less 2%.

Honest Labor, pch and tins, 2½-oz ..... .50
Lucky Strike, 1⅜ oz tins.... .76
" 3½ oz tins.... .75
Patterson's Seal, 1⅜ oz foil. .37
" 3½ oz pch.. .38
" 16 oz tin.. .41

SNUFF.

America Snuff Co. .. ..

French, Rappee, 1⅜ oz bottles, per 3 doz..... 2.90
French, Rappee, 3½ oz bottles, per doz..... 1.80
French, Rappee, 16 oz jars, per lb..... .65
Maccaboy, 16-oz jars, per lb .60
Irish High Toast, 16-oz self-sealing fruit jars, 12-lb bxs .57
Scotch Lillenthal's, in bladders, per lb..... .60
Scotch Lillenthal's, in weasands, per lb ..... .62
Horse Shoe, 16 oz glass jars, lb ..... .50
Horse Shoe, 2½ oz fibre cans .51
Horse Shoe, 8 and 16 oz cans .48
Horse Shoe, 1 oz and 16 oz cans ..... .56

Weyman Bros.

Copenhagen; 16-oz stone jars .65
of 2 doz, per gross..... 5.64
" 1-oz tin, carts

Strictly Cash.

Successful "No Credit," "No Delivery" Grocery Firm Tells How It Was Done.

My brother and I worked for a man in our home town in Iowa, I as a clerk and he as delivery man in a grocery and market. Our employer had made a success of his business in this town of about 12,000 and was comfortably well off.

But in spite of his success he always was complaining of two drawbacks to his business—the credit system of selling and the custom of delivering goods.

In this age of telephones, when the housewife can order her groceries and meats, it would seem that it were impossible for a market of this kind to succeed without delivering the goods, but there are fully as many people ready to declare that it is as impossible to conduct a store of this kind on a strictly cash basis.

And yet it has been done and with most satisfactory results. At the time our old employer decided to retire from business my brother and I, being out of work and having saved about $2,500, decided to embark in a business of our own, but as we were going to try new methods and conduct the business along original lines, hoping to profit by some of our employer's experiences, we did not wish to take his old business nor even his old stand.

We decided that we would risk our little capital in an effort to conduct a business from which the two elements of loss of which we had heard so much complaint should be eliminated. In other words, we would deliver no goods and would sell for cash only or keep the goods on our shelves.

We came to this decision after mature deliberation and after many consultations with our old employer, who was much interested in our experiment and who gave us much advice.

We went into this business and adopted these methods, fully realizing that in doing so we would have to lose a certain class of trade, which we could otherwise hold—and some of this was desirable trade, too—but we reasoned that we could hold out inducements that would bring and hold other trade which would more than offset this loss.

The loss by bad accounts, the expense of books, bookkeepers, collectors, horses, wagons, delivery men, etc., were, of course, estimated from our own observation and the experience of our former employer, and with his help we figured about as follows:

Bad debts	$1,200
Bookkeeper and collector	800
Saved on books, bills and other stationery and printing	100
Deliveryman at $40 per month	480
Interest on cost, wear and tear on horses, wagon and harness	125
Feeding and shoeing horses, repairs on wagon and harness	250
Barn rent	30
Total	$2,985

We secured a room which had never been thought of as a location for a grocery by any one but ourselves. We considered the location good. The room was convenient and light, the rental reasonable, but not as low as we could have rented as large rooms for in other locations.

We put $2,000 into the business at the start, holding a reserve of $500 in the bank.

As before stated, we had determined to give our customers the advantage of at least a large part of what we were saving by our elimination from our business of these two elements of loss, and so we stated in all our advertisements, both in the newspapers and on cards placed conspicuously in the store and sometimes in the store windows so as to show on the outside.

We aimed to put this reduction on all of our goods, but we were careful to show a leader every day, in staple lines, which we brought to the notice of every one who came into the store and most of those who passed and even to the readers of the daily papers, employing methods which are well known to all progressive dealers.

The business was a success from the start, even more of a success than we had ourselves anticipated. We had been told by nearly all of our friends that it could not be made to pay. Even the wholesale house of which we bought our goods was doubtful. But as our bills always were discounted and increasing in size and numbers, this house was converted to our way of thinking before the year was out.

We realized in attempting to do a strictly cash business that most of those who had tried it before us and failed—and most of them did fail—did so because they could not refuse an old friend or a member of a prominent and wealthy family credit when asked for.

Knowing this, my brother and I determined that we would show no friendship, no rich, no poor in this connection and had spent considerable time in discussing methods and in formulating arguments with which to refuse requests for credit and yet hold the customer.

One incident in our experience is interesting in this connection, also in its relation to our moving to a larger city at the time we did.

Dr. B. was a prominent and well connected citizen of our town, an old friend of ours, and had bought goods of us for years when we were clerking. He had patronized us some in our new store, always paying the cash and taking with him purchases.

But one fatal day he came in, ordered a few groceries put up, then, as if he were in the habit of buying that way every day, he started to leave the store and said, "Just make a ticket of that."

Seeming, however, to remember the conditions, he hesitated at the door, and it became my duty to talk with him and to finally refuse him the goods on those terms, which I did with the best front I could put up.

After listening attentively to all I had to say Dr. B. sat in sober thought for several minutes, got up, and, extending his hand, said: "You are right about it: the credit business is a curse wherever you find it. It is a curse to him who gives and to him who receives. Hereafter I will pay the cash for what I buy, and if I were a young man starting in my profession again, I would break away from the ethics of the profession and select a specialty, advertise, and collect my fees in advance."

At the end of our two years' experiment we closed out our stock in Iowa and opened up on a much larger scale in Colorado Springs, conducting our business along the same lines of our first venture, and we still are of the opinion that this is the only way to do business after one year of success in our new location.—W. S. Longshore in Chicago Tribune.

If you give a sale be sure and give a notice of it a long time before it comes.



The Eureka Insect Exterminator

is a preparation of eight different drugs and is so well compounded that it actually destroys insects, yet it is harmless to the human.

It kills Fleas, Flies, Ants, Moths, Bedbugs, Roaches, Lice, Mosquitos, Etc.

Price list, page 28.

For Sale by the Wholesale Drug and Grocery Trade
JOSEPH FUSCH, Manufacturer.

1797 Bray Ave.
Fruitvale, Cal.

Phone Merritt 2962

Clerk's Corner.

A kindly, encouraging word to the clerk now and then goes a long way toward helping make the business pay. It makes the clerk a better workman, gives him more enthusiasm and more desire to so employ his time and talents as to make them of the most value to his employer. An employer who treats his clerks kindly and encourages them now and then will have willing, ambitious clerks. The employer who is constantly grouchy and never has a kind word for his clerks will knock their employer, behind his back and they will knock each other. They will not have the interest of the store at heart, and, no matter how good a business man the head of the concern may be, this condition of affairs amongst the clerks is bound to make itself adversely felt in computing the earning power of the store.

In this connection we do not advocate free and easy relationship between the head of the concern and the clerks, although this condition of affairs is bound to obtain to a greater or less extent in the smaller store of the country town. While the employer should always be just and kind and deal courteously with his clerks he should always be able to maintain his position in such a way that familiarity cannot be too easily bred. There is a wide difference between friendliness and familiarity. The employer should make his clerks feel that he is their friend, but, at the same time, he should so carry himself as to always maintain the exact status of employer and employe.

The man who is cranky and grouchy with his employes usually adopts the plan with a view to getting more work out of them and of keeping them in fear of him. It is possible that he may succeed in installing a fear of the loss of their positions in the breasts of their employes, but that is all. He loses their respect and he loses their best earning ability. The just man who treats his clerks fairly and kindly is the man who will get the best return for the amount expended in wages, be it large or small.

Have you ever realized how much the success of your store depends on your clerks? They sell your goods—or not. They boom your reputation—or turn it away. They swell your profit sheet—or become a tax on you. They are either an integral part of your success—or thorns in your business flesh. What can you do to improve your clerks?

A great deal. You know that, after all, they are human plants who will surely improve under wise cultivation. Won't it pay better to develop them than be forever scolding or changing, or "firing" them?

There is a way out of the difficulty—a difficult way for both employer and employe, but it is the surest way to success for both. Create in your clerks the desire to know not only the price, but also the merits and practical value of every article in your store. Knowledge of this kind is power. It fits him to sell goods intelligently, easily and profitably. Such intimate knowledge of everything in your store from cellar to garret gives him a bearing that makes friends of all your patrons who naturally will turn to him because "he knows his business."

Such intimate knowledge of your store and its contents makes him a sure business getter and business builder, as well as a cheerful worker, and not only a comfort to all with whom he deals, but a strong factor in the prosperity of your business. Such knowledge makes him conscious of the power it gives him over every purchaser, will develop in him the spirit of trust, energy, order and high purpose, and his service to you will grow in value every day. He will become indispensable to your customers and your business.—The Southern Merchant.

THE TRADE JOURNAL'S PLACE.

Here is what William L. Terhune says of the trade journal's place:

"I have been asked how the trade paper stands between the manufacturers and buyer; and if I were to answer the question in a single line would say: "It is the best salesman the manufacturer has."

"There are many salesmen who, if they are not ready to agree with me that the trade paper is the best salesman, are perfectly willing to concede that it is the best assistant salesman. I have known of many cases where a salesman representing a shoe manufacturer who was advertising in my journal has been able to approach the retailer, who was already acquainted with the goods through these advertisements, and these salesmen have but little trouble in showing goods and taking orders; for it depends only upon the salesman in such cases where his line is a well advertised one, and is well known to the man whom he is approaching as a customer.

"The trade journal is the direct medium of communication between producer and buyer. In order to be so, it must have a circulation among the class of people it is desirable to reach; and the way to do this is by publishing a journal which is of so great a value to these buyers that they cannot afford to do without it. Articles of a technical nature, full of information and instruction, the news of the trade, a certain amount of personal gossip, and able editorials on the prominent business questions as relating to the particular trade, are among the main things which will make a trade journal valuable to its clientele; and when once the right kind of matter has given a paper a circulation among the right class of people, the question of obtaining advertising is practically settled. If the paper is read thoroughly for its practical value, its advertisements cannot help being read; for they generally contain exactly the information which wide-awake, go-ahead merchants need in order to keep posted on the market and what is offered, and therefore what they can buy to advantage to sell to their customers."

Ft. Smith Refrigerators—Cold and dry.

Greer's Washing Ammonia

It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

310 Sacramento St., San Francisco
Telephone Temporary 3898

Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast. SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer, Trade Mark.**

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

YOUR EVERY WANT IN

PAPER

Can Be Supplied by

A. Zellerbach & Sons

421 JACKSON STREET
San Francisco Cal.

U. S. Metal Polish

POLISH.
Qts. .....$3.00 per doz
Pts. ..... 2.00 per doz
½ Pts. ..... .90 per doz

PASTE.
1 lb. .....$3.00 per doz
½ lb. ..... 1.75 per doz
3 oz. ..... .50 per doz
Barkeeper's Friend Powder, gross $18.00

U. S. METALLIC POLISH PASTE

is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. For sale by all dealers. Also the Savoy Alkali Floor Powder, containing no grease

J. T. WILSON,
Pacific Coast Agt., 2871 16th St., S. F.

Manufacturers' List.

iling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods ted below have been guaranteed by the rious manufacturers. When a grocer ows of a cut being made, he should at ce notify FRANK B. CONNOLLY, Secre- ry Associated Retail Grocers of San Fran- co, 901 Stanyan, cor. Frederick, Phone ll 6161. Mr. Connolly will immediately ke up the matter with the manufacturer, o will see that the cutter is called to sk.

Grocers should report all cuts as promptly possible and thus make it easier to cor- t the evil before prices become demoral- d.

BAKING POWDER

Schilling's.

hillings Best, ¼-lb. cans.....$ .15
hillings Best, ½-lb. cans..... .25
hillings Best, 1-lb cans..... .45

Rumford.

umford, ½-lb. cans..... .15
umford, 1-lb cans..... .30
umford, 3-lb cans..... .75
umford, 5-lb cans..... 1.25

Crescent.

	To Family Trade	To Restr., Etc.
lb tins.....	.70 each	6.75 per doz
-lb tins.....	.10 each	$1.10 per doz
-lb tins.....	.15 each	1.60 per doz
lb tins.....	.25 each	2.65 per doz
lb tins.....	1.00 each	10.50 per doz

Sun Baking Powder.

lb ..... .45 | ¼ lb ..... .15
lb ..... .25

CEREALS

ll. Flapjack Flour (Del Monte Milling Co.) 2 lb. package..... .15
eam Flaked Oats (Del Monte Milling Co.) 15c, two for..... .25
xcelsior Flaked Oats
xcelsior Oats (Del Monte Milling Co.) straight..... .10
acock Brand Buckwheat (Del Monte Milling Co.) 3 1-2 lb. pkge .25
acock Brand Buckwheat (Del Monte Milling Co.) 3 lb. package .20
acock Brand Buckwheat (Del Monte Milling Co) 1 1-2 lb. pkge .15
redded Wheat Biscuits, 15c or two ..... .25
Triscuit, straight ..... .10

TEA.

ee, (M. J. Brandenstein & Co.)..... .50

COFFEE.

olden Gate (J. A. Folger & Co.) 1 lb. cans ..... .40
. J. B., (M. J. Brandenstein & Co.) 1 lb..... .40
. J. B., (M. J. Brandenstein & Co.) 3 lbs 1.00

COTTOLENE.

nall size pails.....$ .30
edium size pails..... .60
rge size pails..... 1.35

FLOUR

Globe Mills.—A-1, $1.55; Banquet, $1.45; lver Star, $1.40.

Del Monte.—Delmonte, $1.55; Waldo, $1.40.

Port Costa.—Port Costa, $1.55; Starr's Ex- a Choice, $1.45; Mayflower, $1.40.

Stockton Mills.—Crown $1.55; White Navy, .40; Triumph, $1.40; Bear, $1.35.

Sperry Mills.—Horace Davis, Patent Rol- , $1.60; Golden Gate, $1.50; Drifted Snow, .55; Sperry, $1.55; Royal, $1.45; Eagle, .40; First Grade Flour, 1-8th, 85c; 10-lb. ck 45c.

American Milling Co.—Colonial, $1.50.

Bay City Mills (1st and Clay Sts., Oak- nd)—"Bay City," $1.50; "White Foam." .50.

Diamond Milling Co.—Diamond Patent, 49- sacks, $1.50; Diamond Family, 49-lb. cks, $1.40; Sky High, 49-lb. sacks, $1.35.

Phoenix Milling Co., Sacramento.—(Bay rritory office, 17th & Wood St., Oakland. E. Bryan, Agent.)—"Phoenix," $1.55.

Mapleine.

oz ..... .35
oz ..... .60
oz 2.00

32 oz 4.00
Gallons 15.00

OLIVE OIL.

Purity (Chas.P.Grogan), Half Pts.$ .25
Purity (Chas.P.Grogan) Pints.... .50
Purity (Chas.P.Grogan) Quarts.. .90
Purity (Chas. P. Grogan) Half Gal....1.75
Purity (Chas P. Grogan) Gallon..... 3.00

SAUCES.

Catsup, Bishop's (Bishop & Co) 1-2 pints ..... .15
Catsup, Bishop's (Bishop&Co.) pts .25
Chili Sauce, Bishop's (Bishop&Co.) 1-2 pints ..... .15
Chili Sauce, Bishop's (Bishop&Co.) pints ..... .25

SOAPS....

Sapolio.....10c, 3 for 25c

SNAKES IN INDIA.

Snake bites occur frequently in India, and they are generally inflicted by venomous snakes, like the cobra. Last year there were reported 21,797 deaths from snake bites, and it is believed by well-informed persons that the deaths reported from this cause fall 50 per cent below the actual number. The official report covering thirty years averages about the number of deaths from snake poisoning annually as that reported for 1906. The report says that "the returns are probably not very accurate." Rewards are offered in most provinces in India for the destruction of snakes, but experience has shown that this measure does not have any appreciable effect on the mortality from snake bites, and the total amounts so paid are small.

The medical officers employed at the research laboratories in India are engaged in investigating and testing the antivenomous sera and other curative agents which have been suggested, and a system of treatment of affected persons by permanganate of potash, suggested by Sir Lauder Brunton, is being tried in some provinces. The use of permanganate of potash is that employed in connection with the lancet. A sufficient quantity of the crystals for several treatments is carried in the handle of the instrument and is always on hand in case of a bite, and the person bitten is prepared on the instant to cut open the part affected and to introduce the required amount of the potash.



WHEN YOU ORDER WHISKEY, ORDER THE BEST. THE BEST IS

HUNTER
BALTIMORE
RYE

IT IS PURE, RIPE, MELLOW AND WHOLESOME. THE AMERICAN GENTLEMAN'S WHISKEY



CHARLES M. REYNOLDS CO.,
Agents for California and Nevada,
912-914 Folsom St., San Francisco, Cal.

Cable Address "Cluffeck." Tel. Temporary 2860

William Cluff Company, Inc.

WHOLESALE GROCERS

Importers and Exporters of Cigars and Tobacco

Spear and Mission Sts. San Francisco, Cal

OFFICERS AND DIRECTORS.

RETAIL GROCERS AND MERCHANT
Association of Alameda Co.

President, John Mitchell.
1st Vice-President, J. L. Woodworth.
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5th Vice-President, J. E. Frazier.
Secretary, Geo. MacDonald.
Treasurer, H. D. Cushing.

Directors.

H. Hauch, A. J. Nor, H. D. Cushing, G Hoffman, J. Hopkins.

Manager Collection Dept.

M. K. Webster.

Association meets the 1st and 3 Monday of each month at 8 o'clock p. m., at 419 12th St., Oakland.

NOTICE.

Whenever any prices in the Manufacturers' List, printed on Page 12 of th "Advocate," are cut, members should no ify Secretary MacDonald as promptly a possible. (His telephone is Oakland 151. Mr. MacDonald will at once take steps t have the cutting stopped.

OAKLAND MEETINGS.

The Alameda County Grocers' Ass ciation will hold its meetings on th second Monday of each month.

FOOD SHOW FOR SPOKANE.

Manufacturers of pure food produc all over the United States will be invi ed to make displays and demonstr tions at the mammoth show planne by the Spokane Retail Grocers' Asso ciation and the 150,000 Club of Spo kane in Spokane the second and thir weeks in November.

The associations embrace a territor of 150,000 square miles in Easter Washington and Oregon, Norther Idaho, Western Montana and Soutl eastern British Columbia, and it is pre dicted that the show will be the bigge success of any of its kind ever pre esnted in the Pacific Northwest.

The grocers have entered into contract with J. W. Dean of Detroit, t put on the show, and in addition to h presentation there will be displa by Spokane manufacturers, as well a those in various parts of the Inlan Empire.

The grocers will be represented o the joint committee by E. N. Cor Thos. A. Gallangher and B. A. Smitl the 150,000 Club by F. W. King, pres dent, and Fred H. Gaston, secretar while the retail dealers will have C H. Hinke, chairman, Secretary Carbar and several other members. It is like the show will take place in Spokane state armory recently compited at cost of $100,000.

Spokane, Wash.—Spokane Reta Grocers' Association entertained it members and friends in royal style a its ninth annual excursion and picnic, June 19, in Blackwell's Park, Coeur l'Alene, Idaho, thirty-four miles east of Spokane, where more than 5,000 persons were asembled. The trip was made in express coaches over the Spokane & Inland Electric Railway Company's lines and there was not a mishap to mar the pleasures of the day. One of the big things on the card was a baseball game between teams representing the Spokane Flour Mill and the Powell-Sanders Co., the latter winning in seven innings by a score of 4 to 3. Following this were games and sports. The executive committee were composed of C. Anderson, E. E. Parmeter, J. E. Silbaugh, S. B. Crandall, E. K. K. Allen and E. N. Cory, the judges of the contests being A. W. Bower, John McGonigle and L. C. Brown.

Spokane, Wash.—The Benham & Griffith Company, wholesale grocers, for 20 years on Railroad Ave,, has moved to new quarters on Washington St., where a two-story brick building has been erected, covering a floor space of over 52,000 feet, at a cost exceeding $50,000. The structure was to have been completed May 15, but owing to delays has not yet been finished. The move is necessary, as large consignments of goods now in transit may be handled there, the old place being inadequate. The warehouses are situated conveniently to the railroads, and have been arranged to handle large quantities of goods with a minimum of labor.

WAITING FOR SANTA FE TRAINS.

Could I cash the time that is lost, by Gee,
A waitin' on trains on the Santa Fe,
This state wouldn't see any more of me
For about a fourth of a centuree.
I'd take a trip across the sea,
And I'd own for a year, gay old Paree.
Could I cash the time that is lost, by Gee,
A waitin' on trains on the Santa Fe.

The agent'll say, "I'm sorry to state,
That number six is four hours late."
We need not mind, for their regular gait
Is bein' behind, I'm here to state.
The traveling men as they wait and wait
For the passenger for the local freight,
Grow old, and gray, and more sedate.
There's much more I could enumerate.

Lost every station along the way
Gets out the band and makes 'em play,
When a train goes through as the timecards say.
The little children cease their play,
The cattle low, and the horses neigh,
The pigs all squeal, and the donkeys bray,
When a train's on time on the Santa Fe.

One day last week, old farmer Bain
Rushed in from the field, and said,
"Hey, Jane,
It's a dead sure cinch it's going to rain,
For here comes that old two-ten train,
And, be gohr, the thing's on time again;
That's twice this week, or I'm insane."
But his wife replied, "You give me a pain;
That thing you see is last week's train. —L. G. Dooley.
Iola, Kan.

KELLEY-CLARKE CO.

23 Market St., San Francisco

NEW CORN
IVORY SOAP
LENOX SOAP
P. & G. NAPTHA SOAP
SCOTCH OATS
QUAKER OATS
APITEZO
QUAKER PUFFED RICE
K. C. BAKING POWDER
PROCTOR & GAMBLE CANDLES
ORANGE CITY RUSKS
PEARL GUM
HONEYSUCKLE MILK

Back to the Old Stand

HAAS BROS.

WHOLESALE GROCERS

Importers and Commission Merchants

100 California St.

(Corner Davis)

San Francisco California



An Auto? No!
Peanut and Popcorn Seller. Catalog show'em $8.50 to $850.00. On easy terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

"Just a Shade on Others"

Weinhard THE PEER OF BOTTLE BEER

California Bottling Co.

SOLE BOTTLERS

1755 Harrison Street Phone Market 977

Weinhard is the delicious beer served at the Cafe San Francisco—
The Louvre—Tait's—and many other Cafes

John T. Kelly
W. H. Kelly Tel. Temp'y 1362

KELLY BROS.

WAGON COVERS & BOAT SAILS
TENTS, AWNINGS, HAMMOCKS

18-20 Clementina St. Bet. First and Second Sts. San Francisco

JUNE PROSPERITY.

California Promotion Committee Give Out Very Encouraging Statement.

Progress in California has been specially marked during the month of June. Reports received by The California Promotion Committee from all parts of the State indicate steady growth from which is eliminated all boom aspects. The fifty thousand home-makers who came to the State during the Spring season have located themselves, and this enormous influx of people has had material effect on general prosperity. From all interior and coast cities reports show greatly increased building operations.

With the coming of fruiting season demand for farm labor has vastly increased, and from sixteen to twenty thousand men and women can find immediate employment throughout the State. In all cities where are located canneries, packing houses and other factories, female help is in great demand. Farm help can find steady employment in California during the entire year at greatly advanced wages over those paid in the East and Middle West.

Crop conditions throughout the State continue good, with high prices for products prevailing and Eastern demand greater than heretofore noted.

In San Francisco industiral conditions are rapidly improving. The settlement of labor disputes is gradually coming about.

With the closing of the month business in San Francisco showed great improvement, bank clearings being specially strong, and showing heavy increase over similar weeks of the two preceding years.

The following summary for June shows California conditions:

San Francisco building permits, $3,916,450.

San Francisco building permits, $3,916,450.

San Francisco building permits since the fire, $73,497,842.

Los Angeles building permits, $1,493,279.

Oakland building permits, $448,570.

San Diego building permits, $1,136,850.

San Francisco real estate sales, 625; value, $1,922,346.

San Francisco bank clearings, $177,307,227.96.

San Francisco bank clearings, June, 1905, $148,312,795.94.

San Francisco bank clearings, June, 1906, $132,149,341.46.

Los Angeles bank clearings, $51,457,221.

Oakland bank clearings, $11,495,511.75.

San Jose bank clearings, $2,395,935.52.

San Francisco Customs receipts, $668,176.17.

BUSINESS CHANGE.

NStockton, Cal., June 30.—The interest of R. L. Quisenberry in the grocery firm of C. V. Thompson & Co. has been purchased by A. E. Gordon, who has been in the employ of Hammond & Yardley. Quisenberry has purchased the interest of G. H. Snell in the East St. Foundry, which is soon to be removed to N. Sacramento St.

Notice is hereby given that the grocery business of M. L. Bearce, located at 1432 10th St., has been sold to Hortman & Busch.

Dated, June 28 1907.

J. Blumline of Sussman, Wormer & Co., returned to his desk a day or so ago, after several weeks' absence in the East.

Getz Bros. & Co. have embarked in the wholesale grocery business and have joined the Wholesale Grocers' Association.

Haas Bros. are reported to have determined on the corner of Sacramento and Davis streets as their site for a permanent building.

Miss Mae Preece, the charming young stenographer of S. & W., is enjoying a vacation at Petaluma. No doubt she rises with the chicks. We all wish her a happy time, but might add, as a word of caution, "beware of summer flirtations."

Never explain, your friends do not need it and your enemies will not believe you anyway.—Fra Elbertus.

The man who is worthy of being a leader of men will never complain of the stupidity of his helpers, of the ingratitude of mankind nor of the inappreciation of the public. These things are all part of the great game of life, and to meet them and not go down before them in discouragement and defeat is the final proof of power.—Elbert Hubbard.

Anyone can sympathize with people in trouble, but to take joy in their success requires some one bigger than I —Elbert Hubbard.

Those who do most in the world are those who love most.—Elbert Hubbard.

Estimating four persons for each child in San Francisco up to the age of 17 years, the compilation of School Supt. S. W. Beckett gives this city a population of 363,828. The final figures show that there are 76,589 white children of school age. In 1906 the school census showed a school attendance of 101,000. The total of all children in San Francisco up to the age of 17 years is 90,957. Last year there were 120,000. On the census figures the city this year will receive as its apportionment from the State $523,750 for the support of the schools, whereas last year it was about $750,000.

TO DELINQUENT SUBSCRIBERS.

One delinquent said: "I will pay you Saturday, if I live." **He's dead.**

Another said: "I will see you tomorrow." **He's blind.**

Another profane said: "I hope to pay you this week or go to hell." **He's gone.**

Then, too, there is always the possibility of another earthquake.

Seasonable Suggestions

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

PUSH THE GOODS
PROTECTED BY AGREEMENTS
CUT OUT
AS FAR AS POSSIBLE
ALL GOODS
DEMORALIZED
BY PRICE CUTTERS

Success is getting up after one has fallen.

Those who have none worry without it.

Silence often shows more character than speech.

Many a man's nervousness is due to his lack of nerve.

What's the use? Those who have money worry about it.

There is nothing in this world more industrious than a lie.

The doors of business can not be closed upon reliability.

Speak evil of no one, and leave wicked names to the wicked.

Besides taking a wise man to make money it takes a one to keep it.

If you would expect promotion make your work attract favorable attention.

This is an absolute fact—You must advertise or go under. Which would you?

It is not the part of wisdom to stand on an unfriendly footing with other men.

Make your employers interest your own and you will never have occasion to complain.

Give the good goods the floor and the center of the stage and then turn on the light strong.

Success is planting a new tree in the place of the one destroyed by the tempest of yesterday.

Success is bracing up the shattered mast and patching the torn sails and keeping on toward the harbor.

Success is beginning the construction of a newhouse while yet the ashes of the old one are smouldering.

Get after the profit. Make something on every article you sell, and push hardest on the goods that pay best.

Success is planting a new crop of corn the next morning after the first had been cut by the frost of springtime.

Success is putting up the fence thrown down by the wind of last night before the stock has done damage to the growing crops.

Vacation time is at hand. A vacation is not a luxury to be onjoyed only by the rich, but is a profitable investment for anyone.

Whenever you find a quality grocer, one who preaches quality rather than prices, you can make up your mind that man is a merchant.

Don't try to reform the clerk who kicks and gets sore when asked to do something "he wasn't hired to do." Your efforts in that direction will be wasted. Just "can" him.

"It is the unfailing law of trade and of nature that nothing is ever given away. You pay for everything you get, and when you borrow you pay big for the privilege, not only in peace of mind but in money."

Pay good wages to your clerks. Remember that you do not give something for nothing and you cannot expect other people to do differently. It is poor economy to pay ten dollars to a six-dollar assistant.

There is greater need of absolute cleanliness in the grocery store nowadays than ever before, for the people are better educated in regard to sanitation and hygiene and know the dangers of eating either unclean food or products coming from a dirty store.

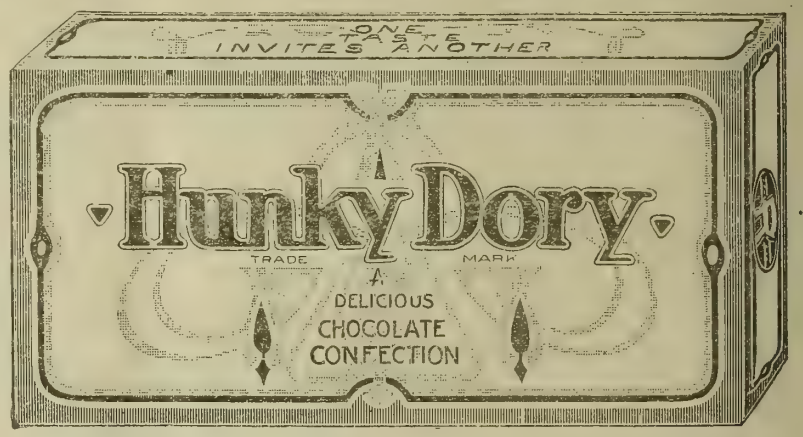
Gold is a wonderful clearer of the understanding. It dissipates every doubt and scruple in an instant, accommodates itself to the meanest capacities, silences the loud and clamorous and brings over the most obstinate and inflexible.

Success is ever to be found close to the line which divides loss from gain. Sitting down on the wrong side of this line makes men failures. Bravely looking over to the other side and bending the last remmant of strength to get there changes the word failure into success.

It is moral courage that characterizes the highest order of manhood and womanhood—the courage to seek and to speak the truth; the courage to be just; the courage to be honest, the courage to do one's duty. If men and women do not possess this virtue, they have no security whatever for the preservation of any other.

Are you patronizing our advertisers? Display counts for more in the store than the average retailer give it credit for. Foodstuffs sell much better when they are shown. Modern store fixtures are designed by men who thoroughly understand how important it is that goods in cans, bottles, jars, and even in bulk, be properly displayed.

Have You Stocked?



A dainty sweetmeat dipped in fine chocolate, having a combination of flavors that is just right, gives it that delicacy and sweet aroma so delightful to lovers of good confections, so delicious that

One Purchase Insures Another
"One Taste invites Another."

Hunky Dory, the biggest repeater and winner that ever issued from the House of Reliable Confections, always put up in Triple-proof packages of pleasing and attractive design—keeps the contents in perfect condition.

In two sizes, 10c and 25c packages.

Packed for shipping in Cases of 50 10c packages
" " 20 25c "

DODGE, SWEENEY & CO., Agents

SPEAR & HARRISON STS., SAN FRANCISCO

The California Fruit Canner's Association has just closed a quarter of a million deal in Tulare county buying the Kuhn orchard of 1,060 acres near Farmersville. The purchase price includes this year's crop, which will run close to $100,000. The orchard consists almost entirely of peach trees and with peaches ranging from $50 to $65 a ton for canning and 12c. a pound dried, the product very quickly runs into money. This is one of the biggest transactions recorded and is in line with the present tendency of the packing companies in acquiring producing property.

The Retail Grocery Clerk's Union has been organized with fifty charter members and the following officers: President, Frank M. Burke; vice president, Charles L. Brown; recording secretary, Philip J. Walcott; financial secretary, Harry Fredericks; treasurer George Cheney; sentinel, P. J. Donovan. First Vice President, Max E. Licht of the Retail Clerk's International Union, installed the new organization as a branch of the national body.

One Portland grocer made $30,000 net in eight years in a small neighborhood store. He takes his family for a tour of Europe this summer. We asked him to tell us how he had made such a success. The answer was, "I sold everything at a profit. Looked up every man's credit before I opened an account for him and sold every one of my customers their tea and coffee." There's food for reflection.

By Merit and Integrity BORDEN'S Milk Products Have Continued in Popularity with Dealer and Consumer for

EAGLE BRAND CONDENSED MILK



50 Years



PIONEER BRAND EVAPORATED MILK
(Unsweetened)

BORDEN'S CONDENSED MILK CO., Originators of Condensed Milk and "Leaders of Quality"

The Machine and Its Work



Here's what the **Perfection Cheese Cutter,** which costs but a small sum will do for you:

It will cut any size cheese in any size piece you want from a nickel's worth up.

Or it will cut it in money's worth or pounds or ounces.

It will cut the cheese clean and square—in pieces eloquent of a well-kept store.

The last point is big enough to go in larger type—the **Perfection Cheese Cutter** will do all or any of the above things **without any figuring.**

AMERICAN COMPUTING CO.
701 Indiana Avenue INDIANAPOLIS, IND.
Levenson & Co., San Francisco, Distributors

Coast News.

CALIFORNIA.

Los Angeles:—Mr. Jos. Wickson has purchased the grocery belongings to Cuculits & Co. The official notice was published on July 8th.

Mr. T. S. Cox, the grocer has had an attachment put on his store for $122

T. S. Fox & Co. have published notice of the sale of their business to L. G. Brucker on July 6th. The reason for the sale was withheld.

Long Beach:—P. H. McDermott a grocer has recently sold his business to Mr. H. S. Munson, Mr. McDermott is well known here and is very popular.

Riverside:—The grocery firm of Vaughan and Preston has been dissolved. The business will hereafter be conducted solely by Mr. W. E. Vaughan.

San Diego:—Weitz & Bros. have dissolved partnership and will be succeeded by H. K. Weitzel.

San Diego:—Jas. Howard published on July 10th. the notification of the sale of his grocery business to Jos. Huffert.

Santa Paula:—The Walker Grocery Co., of this place have changed hands and will be conducted as Mayhew & Co.

Perkins:—Perkins & Co. the grocer have just been burnt out. The loss sustained was very considerable.

Sacramento:—Calderon & Azzara the grocers have sold all their interests to Mrs. O. Henning.

Wrights:—R. P. Edgecomb has sold his grocery to Mr. H. D. Qugraham.

Sultana:—L. G. Uniacke & Co. the grocers were burned out completely.

Long Beach:—The grocery belonging to Mr. W. H. Parker was sold on July 6th. to Mr. J. W. Clark.

Ft. Smith Refrigerators—Cold and dry.

WASHINGTON.

Spokane:—The Globe Grocery Co. which is not incorporated has sold out to A. H. Powell C.

Mr. W. H. Gillerman the grocer has sold out to Gunnie & McLennon.

M. C. Kapp also engaged in a grocery line is taking on a mortgage of $500.

Mathieson & Co. the grocers have decided going out of business after an extended business career.

Mrs. F. C. Tucker is also reported as retiring from the grocery business.

Davenport:—Mr. Peter Selde Jr. the grocer has taken a mortgage of $4000.

Pasco:—Riggo and White business modern grocery was completely gutted by fire. The loss however is said to be fully covered by insurance.

Elbeton:—Leavitt & Elveleth are removing their grocery to Garfield.

OREGON.

Portland:—Felix Rutich who has hereto for conducted a saloon in conjunction with his grocery has sold his license to Paul Schmidt.

The Violet and Ben Hillmer Grocery Co. have been mortgaged for $1000

Roseburg:—J. O. Newland will be succeeded in his grocery business by Stauff & Co., of this place.

Grant's Pass:—Mr. J. R. Hyde the grocer has voluntarily petitioned in bankrupcy.

Medford:—Mr. F. Lindley of the Roberts & Reyan Grocery Co. has sold his interest to M. A. Allen.

The American Alcohol & Sugar company, composed of Oxnard capitalists, has just been found, and will erect a factory for the manufacture of denatured alcohol from sugar beets and other vegetables. The company is capitalized at $1,000,000, of which $40,000 in preferred stock has already been subscribed. The site of the factory has not yet been determined upon, but it will probably be in the immediate vicinity of Oxnard.

New Sauerkraut

Orders Promptly Delivered

REED PICKLE WORKS

1507 Folsom St.

Bet. 11th and 12th

Phone Market 228.

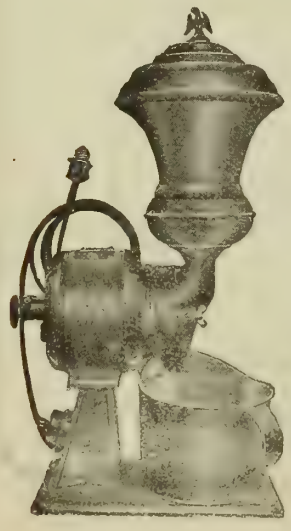
LASH'S

Kidney and Liver

BITTERS

CURES DYSPEPSIA

1731 Mission St., S. F., Ca'



Royal Electric Mills

Only Absolutely Self-Cleaning Mill in the World.

DOUBLE MILLS
SINGLE MILLS
PEDESTAL MILLS

Equipped with Cutters that make Steel-Cut Coffee and Pulverizers that Do Not Burn the Coffee.

Beck Hardware Co.

73-75 Clementina St., Near 2nd and Folsom Sts San Francisco,

Steel-Cut Coffee obtained by using ROYAL ELECTRIC MILL.

Phone Temporary 918.

PACKAGE GROCERIES HAVE COME TO STAY.

The Grocery Business Is In a State of Evolution and Has Been for Some Time.

The grocery business is in a state of evolution and has been for some time. The tin can, glass jar and oiled paper are the overturning influences acting upon the old-time grocery trade. The customer at retail wants his goods delivered to him in a package. The manufacturer and jobber in "straight" goods encourage the idea. The retail grocer finds a simplified business, a cleaner, surer profit, and the minimum of time and labor in dispensing these package goods to his customers. It is the age of the illustrated, printed package in the grocery business, and, with the introduction of one package to a new line of commodity, the grocer feels the pressure of demand for packages for half a dozen other lines that have not been adapted to box, jar or carton.

Seriously, as well as in the comic papers, prunes always have been associated with the grocery store. Fifteen years ago, when a grocer in a big city bought his prunes, he got them in a tremendous packing case weighing many hundred pounds, and stamped with the hieroglyphics of the Turkish growers and custom ports. With the coming of the American prune and raisin the handy packing box is coming assuring the customer cleanliness, freedom from insect ravages and the undertoriorated flavor of the fruit.

Sanitary Era in Groceries.

Without doubt cleanliness and sanitation have been the greatest forces leading to this evolution of the package grocery store. The consumer, with his knowledge of germs and their menace, his disposition to fear adulterants, and always his repugnance against the unnecessary handling of the things he has to eat, caused him to lead, rather than follow, the idea of the package, with the name of the packer stamped upon the outer covering. This acknowledged source of a packed commodity carried an assurance with it which no grocer's parcel in brown paper ever had given the customer. Then, in the same measure, this same package relieved the dispensing grocer of the authority for its excellence. With only these things in favor of the package the evolution of the grocery business was made plain.

But in a hundred other ways the old-time grocer, looking on at the package business in the modern grocery store, may see where his old methods were more than archaic by comparison.

The grocer selling in packages, first against the inaccuracies of the average clerk who handles weights and measures. This clerk is not a scholarly, systematic man. He may be tired out late in a long day. If he makes a mistake on the scales and gives out too much he cheats the house of profits; if he weighs too little he is almost as likely to antagonize the customer and lose the trade for his house. At the best, and at all times, the customer, looking on, expects to see the scale register the proverbial "down weight," and this may mean one pennyweight or two ounces—all depends upon the clerk or upon the clerk's mood and attention.

Freed From the Errors of Clerks.

Thus in weighing alone the proprietor in a grocery store dealing along the lines of case goods, never was certain that even the law of averages would keep him on the right side of reasonable profit. The eleven eggs in a bag which should have held a dozen; a pound of crackeds, full weight, but with half the squares broken, and dog-eared; a parcel improperly wrapped, which on the way to a customer would burst open, spilling half the contents—these conditions in the business of the old-time grocer left him especially open to the suggestion of the package trade.

Heavy Loss on Bulk Goods.

Considering the old-time grocery store, it might be said that three-fourths of all the goods he handled in bulk were subjcet to a ligitimate loss in weight, and to this extent a deterioration in quality and flavor. But this illegitamate loss that came first

California's Best Advertised Product

GHIRARDELLI'S

Chocolates and Cocoa Satisfies Everybody

THE DEALER
Because it Cannot be Sold for Less than a Fair Price:

THE CONSUMER
Because it is always Pure, Fresh and of Full Strength.

In order to protect our Trade Mark and Also Protect the Dealers who Distribute our Goods, we have fixed the following as the minimum prices of the goods listed below:

Ghirardelli's Ground Chocolate, 1-lb. tins....30c
" Ground Chocolate, 3-lb. tins.....80c
" Cocoa, ½-lb. tins.....25c
" Eagle Chocolate, 1-lb. tins.....25c

(More may be charged when the dealer finds it necessary.)

We sincerely trust that the Retail Trade will appreciate our Good Will and will lend their aid in our efforts to maintain the above prices.

D. GHIRARDELLI CO.

through a short count from the jobber and later through the petty shoplifting of the loafing ,inquiring, but non-purchasing "customer," was a terror to the average small grocer. These losses made his business as much a guess as the package trade makes it a certainty.

It may be set down as certain that if ever the package grocery ceases for any reason to exist, it will be against the strenuous, hard fighting of the package grocery keeper. When package groceries have evolved to include every line handled by the gropackage grocer will have the simplest, cer — if that shall be possible— the surest business in the world. It will be possible then for him to make an almost absolute statement of his condition of business every night in the week. How shall this be possible?

In the first place, he will know almost at a glance what his sales for the day have been. He will know that neither more nor less has been handed out to a customer than the package paid for has guaranteed. He will have got the packed commodity at a certain fixed price, and it will have been sold at the fixed retail figure beyond any reasonable chance of mistake. And with all of this in favor of the packed commodity, the whole business of receiving the goods into the house, the displaying of it, the handling of it to the delivery wagon, and the final dumping of it on the kitchen table of the customer will have saved the grocer at least one-third of the time of his working forces.

Chance for Progressive Grocer.

Under the present conditions of the grocery trade there is opportunity for the wide-awake, active grocer to anticipate some of the coming certainties in package development. He may have a certain bulk goods which he knows are up to his standard of quality. He is assured that his customers will be glad to have the commodity in a staple package, if even he have to put his own name and address upon the wrapper in identification. For instance, bulk prunes of good quality may be sold to the consumer for 14 cents, giving a clean, sure profit of 5 cents on every package handled.

Naturally as the neatness and general appearance of a grocery package mean much in the sale of its contents, the general tendency of the package commodity will be to enforce tidiness and display of goods to every advantage on the part of the grocer. Goods that a few years ago were in boxes barrels and bales which served to litter up the best kept store now are placed on shelves down the side of a store-room and in the front windows, dressing the room attractively and at the same time doing as much as the salesman can do in suggesting purchases for the customer who ha his eyes about him.

Name Must Carry Guarantee.

Package goods carrying the name of the producer or jobber or retailer are the goods par excellence of the present and of the future. The guarantee of the packer must go with every package. This is an implied condition upon which the customer will insist. A man may go to John Smith's grocery store and buy a commodity from a bulk case, taking it home to find it distinctly second-class. Yet he may use this commodity to the end of its common brown bag, unmarked, while if the stuff had been in a cardboard carton bearing the name of John Smith, the goods would have been reurned with indignant protest.

It is in handling the package goods that the grocer finds his protection against the operation of the food laws. Goods coming in an original package from the manufacturer or his agents, and sold in that package by the retail grocer leaves the grocer free of legal entanglements if th egoods shall have been ndulterated. If goods are bought in bulk and weighed and sold by the grocer at retail, the customer finding short weight or adulteration, has recourse against the grocer.

Spice Trade Proves Point.

No plainer showing of the responsibility of the firms packing groceries can be shown than has been marked in the spice trade in the last fifteen years. In 1890 at least 65 per cent of all spices were sold in bulk, much of it was ground, and even more of it adulterated. Today virtually all spices are in packages, ground, and in the grinding and packing and labeling of these spices the public has its chief assurance that it is getting the best that the market affords. Few people today would buy ground spices from a bulk can, and nobody who buys his whole spices with the intent to grind them himself can feel that he is getting any better commodity than is served in packgaes by a responsible manufacturer of spices who expects to remain successfully in business.

Packages Come to Stay.

Package groceries have come to stay. Cleanliness, sanitary precaution, and celerity in the retail business will insist upon the retention of the package. And because of this demand for package groceries the pro-

ICE SAVING

Just a word. Remember, it isn't the first cost of your refrigerator that counts so much as what it costs you to run it afterwards.

Remember that while the

McCRAY SYSTEM

is not exactly cheap at first, it is the cheapest you could possibly buy, because it will save its first cost in saving ice and at the same time give you best results.

Remember, you don't have to take our word for this. Our satisfied customers will tell you the same thing, in even stronger language.



ROLL TOPS

We carry in stock three different styles of roll top McCray Refrigerators, one very elegant indeed, finished in quarter oak; another just as good, but not quite so ornate, and another which compares favorably with other roll tops on the market, at a low price.

If interested, write for catalogue No. 64. Better still, call on us.

MURRAY AND WADSWORTH, 431-433 Polk Street, S. F.

ducer and jobber are to be held to the chalk line of honest weights, values and flavors.—R. C. Brandon, in The Interstate Grocer.

ADDRESSES WANTED.

Parties Whose Whereabouts Are Desired by Various Merchants of California.

Every reader of the **Advocate** is requested to glance over this list. If you find any one there you know, send us his address.

If you are seeking the address of some customer, send his name, occupation and last-known address, and we will see if we can help locate him for you.

Note—Only employes of the **Advocate** will know who is inquiring for these various parties.

Note—We give only the last known address.

(1) Austin, H. V., Reno (waiter.)
(1) Brennen, Will, Goldfield, Nevada (miner.)
(2) Benjoin, M., Redding.
(3) Bowden, H., Sacramento.
(1) Burton, Chas E., San Francisco, (carpenter.)
(2) Cummings, W. M., Redding.
(2) Chase, Frank, Redding.
(1) Collins, Fred W., Stockton, (carpenter.)
(3) Collings, J. B., Sacramento.
(3) Eubanks, B. F., Sacramento.
(1) Edwards, Joseph, San Francisco, (miner.)
(3) Gowell, Sacramento.
(2) Harvey, J. D., Redding.
(3) Lockridge, J., Sacramento.
(2) McGee, Jas., Redding.
(2) Pasco, Tony, Redding.
(2) Pefley, W. L., Redding.
(1) Paltana, J., Redding.
(1) Smith, J. W., Sacramento (laborer.)
(3) Stepp, C. A., Sacramento.
(3) Stephens, O. L., Sacramento.
(3) Waggoner, A. H., Sacramento.
(1) Ward, W. H., Stockton, (miner.)
(1) Williams, W. H., Redding (miner.)
(2) Welch, V. G., Redding.
(2) White, H. D., Redding.
(2) Whelihan, F. P., Redding.
(2) Wertz, J. L., Redding.
(4) Colford, Geo. W., Stockton.
(4) Baker, Lewis, O'Farrell & Jones, San Francisco.
(4) Cannon, Wm., Stockton.
(4) Dowen, Clarence J., West Oakland.

Mrs. M. Meyer.
Josiah S. Corbett.

A QUESTION?

Did it ever occur to you, as a retail grocery reader, that the advertisers in the "Advocate" are helping to make your business less hazardous?

Well, they are!

How?

Well, you see the "Advocate" belongs to the California Retail Grocers' and Merchants' Association, and every dollar the paper clears above expenses goes to assist in the unquestioned good work that that organization is doing for your business.

Therefore, advertisers in this paper are placed in the position of indirect supporters of the grocery association movement which is growing with such rapid strides all over the United States.

Is it not your bounden duty to support with all the purchasing power you have at your command, every advertiser in the "Advocate"? If you want to help your business to succeed, buy your goods of those firms who are proven friends—the evidence you can find in our columns.

McCarthy Brothers, wholesale dealers in coffee and tea, are preparing to erect a large four-story business block on their property on Front Street. At present the company occupies a temporary shack, which was the first to be erected after the fire along that street. On another part of the ground is the wooden building occupied by Chas. F. Thierbach & Co., also dealers in tea and coffee. In August the latter will change location to a permanent building, and McCarthy Bros. will commence the erection of their permanent structure. At first only half will be built, on the place now occupied by Thierbach, and as soon as that is habitable the McCarthy people will move in and start work on the rest of the building. In this way they will save moving twice and renting other property. The new building will be of brick with a steel front, and is expected to be the finest structure on the street. Half of it will be leased to other parties, the coffee men occupying the rest.



We are now booking orders for 1907 PRUNES.

Have you ordered yours yet? They are pretty scarce this year. It looks like prices would be HIGHER. We can make it to YOUR ADVANTAGE to plan your order NOW. Write for prices. Your enquiry will receive prompt attention. Remember we put up the

BEST PRUNES

Los Gatos Cured Fruit Co.

Los Gatos California

AMUSEMENTS.

THE AMERICAN.

Musical comedy and burlesque are drawing big crowds to the Market street show house where **"Man'selle 'Awkins"** is holding sway. The performance is full of fun and ginger and the catchy songs and pretty girls make it thoroughly worth while. Summer prices, 25c, 50c and 75c prevail.

THE NEW ALCAZAR.

Herbert Kelcy and Effie Shannan, splendidly supported by the Alcazarians are making a decided hit with **"Her Lord and Master."** The play is a satire on modern society that is of great interest in itself and tells a very interesting story. Next week **"Moth and the Flame."**

CENTRAL THEATRE.

Herschell Mayall indulges in another marvelous series of hair breath escapes this week in the **"Great Express Robbery."** There is a long series of thrilling episodes that give no time for lassitude. Next week, **"The James Boys in Missouri"** is the offering.

DAVIS THEATRE.

"A Mother's Sacrifice," a melodrama dealing with material devotion and telling a story of cruel wrongs corrected and virtue rewarded, is being produced at the Davis. Next week Darrell Vinton will once more appear in San Francisco where he was a great favorite some years ago. His initial appearance will be in a revival of "Francisca di' Rimimi."

A CLEAN STORE.

"One thing about Mr. Stone's store is that it's clean. Go in when you please, and you'll find it clean. You'll find his stock clean and his clerks clean." This was remarked of a somewhat old-fashioned grocer, who is successfully competing with several modern rivals. And this remark was true. He had no modern fixtures, no new ideas, but just a clean, old-fashioned grocery. The cleanliness of the store was his chief trade-getter. It was his only aid to a successful competition with his more modern brethren. His shelves were clean and his stock was clean, and that's all there was to it. It was the secret of his success.

While we realize that it is the exception and not the rule in these days to find a store that is not kept up in pretty passable shape, still we know that there is considerable room for improvement along the line of system, order and cleanliness in many stores.

If your store floor is not scrubbed out at least once or twice a month you are not as cleanly as you should be—once a week would be better; although I have seen pretty respectable storekeepers who did not think it necessary to scrub the floor oftener than once or twice a year. If your entire stock and the shelving is not dusted at least twice a month you are not as cleanly as you should be—once a week would be better and many stocks are dusted once a week. By this dusting I mean taking the goods from the shelves and thoroughly brushing or wiping and wiping the shelves before replacing the goods; of course a store and stock is dusted in a general way every day.

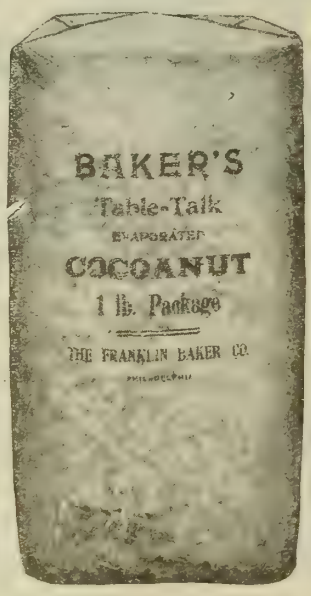
I have seen a neat, refined lady come come into a store and ask for some kind of package goods, and when the clerk took the package from the shelf it was so dusty that his finger marks showed plainly. He wiped the dust from the package with his hands and then wiped his hands on his coat or pants. The lady next wanted some dried fruit, and the clerk, without taking time to wash, and instead of using a scoop, clawed right into a box of evaporated applies with his grimy hands. I wondered if that lady would ever patronize that store again in the grocery line.

NOTICE.

Owing to the shutting off of electric power for some hours on day of publication, the "Advocate" reaches subscribers unavoidably late.

Ft. Smith Refrigerators—Cold and dry.

We're Compelled to Use the Best Nuts.



There is as much difference in cocoanuts as there is in apples. We could make a good bit more money—for a while—if we would put a lower grade of nuts into

Baker's Cocoanut.

But if we did that we couldn't guarantee **Baker's Cocoanut** to keep its sweetness and color. So we have to use the best grade of nuts to protect our guarantee, even if there were no other reasons.

BUY BAKERS' TABLE TALK BRAND

In Oil-proof bags, packed in 18-lb. Pails and 30-lb. Cases
Sold at Bulk Prices.

No loss in breaking up of the Shred.
No loss in over weighing.
No loss in evaporation.
No loss of time in handling.

Always clean, moist and fresh, and profits sure!

The Franklin Baker Company, Philadelphia.

Johnson-Locke Merc. Co., Agents, - San Francisco.

M·J·B·Coffee

WHY PACKED IN TINS ONLY?

RED SEAL LYE.

Disinfectant, Water Softener, Cleanser. The Sifting top Can.

P. C. TOMSON & CO., Makers, Philadelphia, Pa.

Folger's Golden Gate Spices



Good Spices help win the favor of Lady customers. **Folger's Golden Gate Spices** will aid any high grade grocer in building up his Spice trade among housewives who demand the best. Summer or winter they are always the same. Ask your salesman the next time he calls or write us for quantity discounts.

J. A. FOLGER & CO., San Francisco.

Specialists in High Grade Goods.



Do you see any Green in her eye?



"This is what I want"



Not much—Mr. Grocer.
She's the up-to-date housewife.
She's the woman who does the buying.
She knows what she wants, and
She despises an imitation.
She knows that every other so-called "corn flakes" is an imitation of

Kellogg's---the ORIGINAL

TOASTED CORN FLAKES

Our extensive advertising campaign is educating her to ask for Kellogg's; to look for the signature on the package, to refuse a substitute. AND SHE WILL. Then the quality—the delicious flavor; the quantity—the new large package, is bound to hold her to Kellogg's. Isn't this the person you want to cater to? Under the circumstances do you see how you can profitably handle anything but Kellogg's Toasted Corn Flakes? It will only be a matter of a very short time until there will be but one corn flakes—that will be Kellogg's. And the dealer who loaded up on imitations will have more worthless stock left on his shelves, as he did in the days of that wheat flake deluge.
A glance at the situation should make clear why you should stick to the genuine Toasted Corn Flakes. When you order be sure and specify Kellogg's.

W. K. Kellogg

This signature is placed on each pa kage for your protection for the trades protection and for ours.

TOASTED CORN FLAKE CO.
BATTLE CREEK, MICH.

THE RETAIL
GROCERS ADVOCATE

E. D. EDDY, EDITOR. SAN FRANCISCO, CALIFORNIA, JULY 19, 1907. VOL. 12, NO. 28.

Further Reduction in Price
OF
MALTA-VITA

LISTEN

No change in size of Package or quality of goods.
Biggest and Best.
Per case of 36 Packages, $2.85.
One case FREE with five.
This makes the six cases cost you per case $2.37½, total $14.25.
Sold at 10c Per Package you realize $21.60.

It will easily out sell all other breakfast cereals at 10c.
Figure your profit.
We are going to keep Malta-Vita at 10c a package, but we are not always going to give you 50 per cent profit.
Send orders to your jobber at once.

MALTA-VITA PURE FOOD CO.
Battle Creek, Michigan.
CASTLE BROS., Brokers, San Francisco, Cal. Pacific Coast Agents.



How Would 300 Per Cent Suit You?

Many Merchants say that the McCASKEY ACCOUNT REGISTER has PAID for itself in the FIRST THREE or FOUR MONTHS it was in use.
It continues to SAVE its Cost several Times a Year by Stopping LEAKS such as ERRORS and Forgotten CHARGES.
It DOES AWAY with ALL Copying and Posting.
Saves TIME, LABOR and WORRY and is the Greatest COLLECTOR ever invented.
If you are looking for SYSTEM, write for our FREE Catalog describing the McCASKEY ACCOUNT REGISTER and
The Famous MULTIPLEX Duplicate and Triplicate Pads.

WE CAN SHOW YOU
How Our Register Quickly Pays for Itself, and Quickly Earns You a Profit
W. A. HAWLEY, Sole Agent Pacific Coast,
714 TENTH STREET OAKLAND, CAL.

BRANCH AGENCIES: Los Angeles, Cal.; Sacramento, Cal.; Spokane, Wash.; Portland, Ore.; Seattle, Wash.; San Jose, Cal.
THE McCASKEY REGISTER CO., 34 Rush St., Alliance, Ohio. Manufacturers of the Celebrated Multiplex Duplicating Carbon Back Counter Pads, also Single Carbon and Folding Pads.

The Advocate Endorses the McCaskey Account Register.

M.J.B. Coffee

WHY PACKED IN TINS ONLY?

RED SEAL LYE.

Disinfectant, Water Softener, Cleanser. The Sifting top Can.

P. C. TOMSON & CO., Makers, Philadelphia, Pa.

Folger's Golden Gate Spices



Good Spices help win the favor of Lady customers. **Folger's Golden Gate Spices** will aid any high grade grocer in building up his Spice trade among housewives who demand the best. Summer or winter they are always the same. Ask your salesman the next time he calls or write us for quantity discounts.

J. A. FOLGER & CO., San Francisco.

Specialists in High Grade Goods.

THE
RETAIL GROCERS ADVOCATE
Published Every Friday by the
CALIFORNIA
RETAIL GROCERS
AND
MERCHANTS
ASSOCIATION

EARL D. EDDY, Editor and Manager.
Paul A. Carew, Assistant.
James G. Cassidy, Traveling Representative.

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The firms listed below are using the columns of The Advocate in the cause of publicity. We urge our friends and members to remember them in placing orders.

AGENTS, MNFRS.
R. A. Holcombe & Co., 50 Clay St.
W. A. Hawley, 1201 Gough.
Beck Hardware Co., 604 Mission
Kelly-Clarke Co., 23 Market.
John H. Spohn Co., 50-52 Clay St.
Fred F. Hobbs Co., Hansford Bldg.
The C. B. Jennings Co., 41 Clay St.
Johnson-Lock Mercantile Co., 213 Sansome St.
P. E. Lenfesty, 49 Hartford St.
Castle Bros., 1444 O'Farrell St.

AMMONIA.
Pacific Ammonia Bottling Co.

AUTOMATIC WEIGHERS.
Bond Scale Co., 49 Hartford St., S. F., 1640 San Fernando St., Los Angeles.

BAKING POWDER.
'Royal," Johnson-Locke Mercantile Co., Agts., 213 Sansome St.
A. Schilling & Co., 2d and Folsom
"Rumford," Rumford Chem. Wks., Providence, R. I.
Crescent "Egg-Phosphate," John H. Spohn Co., Agts.

BANKS.
Swiss-American Bank.

BREAKFAST FOODS.
Egg-O-See, 135 Hansford Block.
E. C. Corn Flakes, 135 Hansford Block.
Malta Vita.
Nutrito, 859 Franklin, Oakland.
Pettijohn, American Milling Co.
Sanitas Toasted Corn Flakes.

BITTERS.
Lash's Bitters Co., 1721 Mission

CANNED GOODS.
Burt Oney Canning Co., Dodge Sweeney & Co., Distributors.

CATSUPS.
Curtice Bros. Blue Label, Fred F. Hobbs Co., Nevada and California Representatives, 26 Steuart St.
Pacific Vinegar & Pickle Works, 161 Sacramento St.
'Sniders," John H. Spohn Co., Agts
'Griffon's," California Fruit Canners' Association.

CEREAL FOODS.
American Cereal Co., Kelley-Clarke Co., Agts., 23 Market St.

COCOANUT.
Franklin Baker Co., Johnson-Locke Co., Agents.

COFFEE, TEA, ETC.
J. A. Folger & Co., Spear & Howard Sts.
M. J. Brandenstein & Co., Mission near Spear.
A. Schilling & Co., 2d and Folsom.

COFFEE MILLS.
F. F. Wear, D. S. A. Pac. Coast.
Hobart Mills, 137-139 Telegraph Ave., Oakland.

COMMISSION MERCHANTS.
Dodge-Sweeney & Co., Hathaway Wharf, S. F.
Scatena, L. & Co., 104 Washington. Phone, Temporary 243.
Scheer, Morehouse & Grandi. Hathaway Wharf and 33 Clay St.

CONFECTIONARY.
"Hunky Dory," Dodge Sweeney & Co., Agts

CRACKERS.
Golden Gate Cracker Co., 60 Pine St.
Crystal Cracker Co., 311-323 Bay St.

DELICACIES.
Rathjens, P. F., 1315-1319 Pacific.
Wieland Bros., 309-311 Davis St.

DENTISTS
Van Vroom, 1501 Fillmore St.

ELECTRIC MILLS, ETC.
'Royal," Beck Hardware Co., Agts., 604 Mission St.

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Carnation, John H. Spohn Co., Agts., 50-52 Clay St.
Alpine, F. F. Hobbs Co., Agts., Hansford Bldg.
Borden Condensed Milk Co., Johnson-Locke Co., Agts., 213 Sansome St.

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Mutual Extract Co., Alameda.

FLOUR.
Crown Mills, 416 Jackson St.
Del Monte Milling Co., Lombard and Montgomery. Phone, Temporary 1082.
Globe Grain & Milling Co., Chestnut and Montgomery. Phone, West 261
Ivy City Mills, J. C. Westphal & Sons Props., 1st and Clay Sts., Oakland
American Milling Co., Lake St.
Phoenix Milling Co., Sacramento

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D. Steimke & Co., Union and Octavia

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MAPLEINE.
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PAINTS, OILS & GLASS.
W. P. Fuller & Co., Mission and Beale
Phone, Temporary 949
Whittier, Coburn & Co., Sansome St.

PAPER.
A. Zellerbach & Sons, 421 Jackson St

PASTE.
Cleveland Macaroni Co., Golden Egg Brands

PEANUT SELLERS.
Kingery Mfg. Co., 106 E. Pearl St., Cincinnati, Ohio.

PICKLES, ETC.
Pacific Vinegar and Pickle Works, 161 Sacramento St.
Reed Pickle Works, 1507 Folsom

POLISHES.
X-Ray Stove Polish, R. A. Holcombe & Co., Agts., 50 Clay St.
U. S. Metal Polish, J. T. Wilson, Agt. 2871 16th St.

PROVISIONS.
Cudahy Packing Co., 45 Clay St.
Western Meat Co., 17th and Harrison..

PRUNES.
Los Gatos Cured Fruit Co., Los Gatos

ROOT BEER.
Chas H. Hires Co., Philadelphia.

RICE.
W. T. Wellsch & Co., Monadnock Bldg.
New Orleans Rice Co., 104 Front St.

REFRIGERATORS.
Murray & Wadsworth, Agts., 431-433 Polk
Ft. Smith Refrigerator Works, Beck Hardware Co., 73 Clementina St.

SAFES.
Parcell's Safe Co., 523 Market.
Richardson Bros., 131 Fifth.

SCALES.
"Money Weight," John J. Duffie, Agt., 1482 Market.
James Geddes & Co., 431 Larkin St.
"Toledo" 1032 Golden Gate Ave

SOAPS.
"Sapolio," J. P. Gillespie, Agt
Babbitt's Brands, C. B. Jennings Co. Agts., 41 Clay St
Cudahy Packing Co., 45 Clay St.
Fels Naptha
Grandpa's Wonder.

SODA WATER.
D. Steimke & Co., Union and Octavia

SYRUPS, ETC.
Long Syrup Refining Co., 8th and Brannan.

STATIONERY.
Schwabacher-Frey Co., 42 Sutter St.

TEA AND COFFEE BAGS (Air Tight)
James Hermann, 2975 Pacific Ave

TOBACCO.
American Tobacco Co., J. M. Gamble representative, 23 Market St.

VINEGAR WORKS.
Pacific Vinegar & Pickle Works 161 Sacramento St.
Western Yeast & Vinegar Works, 405 11th Phone, Special 274

WHISKEY
The Rothenberg Co., 7th and Franklin Sts. Oakland.
Wichman, Lutgen & Co., Everett and Harrison Ave. Alameda

WOODENWARE.
Hyman Weil & Co., 46 Kansas St

WHOLESALE GROCL.
Haas Bros., 166 California St.
Lennon, John A., 915 Folsom St., Emergency 18
Morris Bros. & Co., 215-217 Drumm
I. H. Nordhauser & Co., 42-422 Sansome
Wm. Cluff Co., Spear and Mission Sts

YEAST.
Golden Gate Compressed Yeast Co Washington and Fillmore Sts

HANDLE
SPERRY FLOUR

and make a good
PROFIT!

The most popular brand on the Market.

"AND NO FIGURING"



This is the neatest, cleanest little cheese cutter made—the **Perfection Cheese Cutter.**

No cheese cutter on the market compares in simplicity with this. It cuts any size cheese into all size pieces from 5 cents' worth up. It cuts money's worth or pounds or ounces, just as you like.

Perfect, clean slices, the exact weight or size you want, **and no figuring**—think of that!

AMERICAN COMPUTING CO.
701 Indiana Avenue **INDIANAPOLIS, IND.**
Levenson & Co., San Francisco, Distributors

THE RETAIL GROCERS ADVOCATE

EARL D. EDDY, EDITOR. SAN FRANCISCO, CAL., JULY 19 1907. VOL. 12. NO. 28.

Will Attend Convention

RETAIL GROCERS SAY THAT THEY WILL HELP THE WORK ALONG.

Members Praise the "Advocate" and Tell of Its Splendid Values.

It was because the grocers, by getting together in a convention once a year, learned how to work together, that they got the laws needed by the trade through the legislature.

It was when the grocers got together in a convention that they learned how they could pull together to help the man who helped them get a profit. It was this movement that is giving several thousand of them a profit such as they never got before. got before.

It was by getting together in convention that the grocers of the smaller communities learned that they would get the help of the rest of the grocers of the State to stop any wholesaler or manufacturer from selling to people who would otherwise buy from a retailer.

Of course, the **Advocate** helped in these things. It also helped make the Associations.

Another convention is to be held at Sacramento on Sept. 10, 11 and 12. The grocers of that city are going to give the delegates the time of their lives. The convention will enable grocers to discuss many problems and decide on many additional things they can do.

With almost no funds, the State Association, has worked wonders. With funds, they can do much more.

Every grocer is invited to attend.

Every grocers association is entitled to send delegates. Where there is no association the grocers can attend as individual members.

Can **YOU** come?.

If you can, write and tell us about it.

Here is about what some of the **Advocate** readers say:

Placerville, J. W. Limpinsel:—"I expect to be with you in Sacramento in September. I have been affiliated with the State Ass'n now for about 4 years and it was through the knowledge I received in this way of the value of organized effort, that I helped in organizing our local association. Your collector has got bad accounts for me several times. I have been on the subscription list of the **Advocate** almost from its infancy. We feel that it has made it possible for us to work together to make our influence felt at the legislature and with the trade. The **Advocate** is the best grocery paper. I have seen and I have read several. It suits me. I sometimes check up goods and have found shortages which were always made good.

Bloomfield, B. Colburn:—"I would like very much to attend the State Convention at Sacramento. If I can possibly get away, I will be there. I have not had occasion to use the collection letters as yet. While I generally check up everything I buy, I find few shortages except in re-packed goods (groceries and hardware) these shortages have always been made good. The **Advocate** is one of the fixtures of my business. It is the means

(Continued to page 42.)

LAWS WON

The following laws have been secured by the efforts of the California Retail Grocers' and Merchants' Association:

1. Permitting the Attachment of the wages of public officials.

2. Making a Wife's Separate Property responsible for family bills for the necessaries of life.

3. Mutual Fire Insurance.

4. Extending life of open book account to four years instead of two.

5. Making the drawing of a worthless check "with intent to defraud" a state's prison offense.

6. A fair guaranty clause in the pure food law.

POINTS TO WATCH.

SEE PAGE ELEVEN

Do you Weigh, Count, Measure and Gauge Everything You Buy?

Read Below the Results of Four Months' Investigation.

OVER THREE HUNDRED GROCERS HAVE REPORTED SHORTAGES.

Forty Different Commodities Sold "Short" to the Poor Grocer.

When we opened the columns of the **Advocate** to the statements of grocers who had checked their deliveries, we did not anticipate that the number or magnitude of such reports would aggregate the number stated above.

It appears that eternal vigilance is the price the grocer must pay if he would stop the proven leak which exists.

It seems incredible that jobbers and first hands generally are leagued together in an attempt to defraud the grocer.

The grocery wholesalers, as a class, are the friends of the retailer. Yet, regardless of this fact, shortages recur with never-ending regularity.

Who is in fault?

The retailer should not be forced to feel that unless he weighs, counts, measures and gauges everything he buys, he will lose money.

The various local associations, as well as the State Grocers' Association, stand ready to do their part in correcting the evil.

What will the jobber do?

If the manufacturer from whom the jobber buys his goods is the culprit, cannot he not be punished by loss of business and by other means even more drastic?

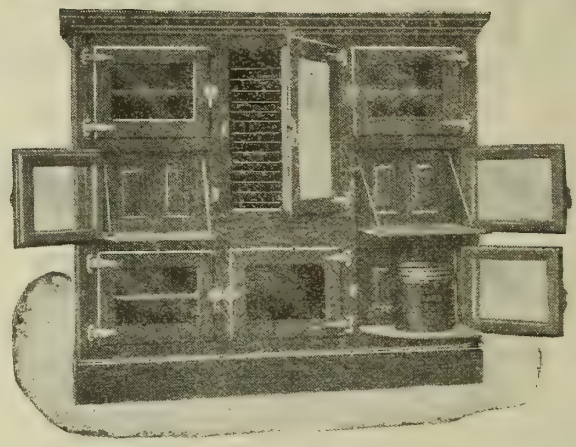
Note:—On March 15th the "Advocate" published its initial article advising the retail grocery trade of California to "Weigh, Count, Measure and Gauge Everything You Buy.". The result of four month's work is given space below.

Four months' investigations shows:

Butter — Frequently two ounces short per square. **Over 150 grocers have complained about this evil in the columns of the "Advocate."**

Boneless Herring — Supposed to contain ten pounds net to case, fre-

Fort Smith Refrigerators



STYLE No. 7686

The Following Well-Known GROCERS are Using the Above Style Refrigerator

E. Broderick	715 Fillmore St.,	S. F.
Rathjen Co.	Lombard and Fillmore	S. F.
H. Hellberg	Ninth and Bryant	S. F.
McCarthy Bros.	Bush and Baker	S. F.
Kohn Bros	1201 Turk St.	S. F.
F. Stuermer	18th and Danvers St.	S. F.
C. Stelling	29th and Church	S. F.
J. M. Hanley	2300 Sutter	S. F.
Maxwell & Streckenbach	1302 18th St.	S. F.
Fred Pielhop	249 Courtland Ave.	S. F.
Fay Gro. Co.	3rd Ave. and B St.	S F.
J. Vennekohl	1839 Eddy St.	S. F.
Southern Heights Gro. Co.	1471 18th St.	S. F.
W. A. Rogers	900 I St., corner 10th Ave.	S. F.
H. Heitman	2248 Misison St.	S. F.
H. Dinslage	3375 Sacramento St.	S. F.
Miller & Lawlor	Guerrero & Clinton Park	S. F.
C. F. W. Miller	239 Brighton Ave., Ingleside	S. F.
J. Straub	101 De Montford Ave., Ingleside,	S. F.
J. Soltaro	Park and Central Ave.	Alameda
Martin Eggers	Fruitvale Av. & Boulevard,	E. Oakland
W. Zeller		Palo Alto
Sonoma Co. Fruit and Produce Co.		Santa Rosa
C. D. Fontana		Copperopolis
Rossi Bros.		Stockton
Drury & Bartholomew		Stockton
J. Rohrer		Stockton
Hall Bros.		Stockton

We make all Styles and Sizes for the Grocery Trade.

REMEMBER - - - - - - - - - If We Make It It's Made Right

BECK HARDWARE CO.

SAN FRANCISCO — 73-75 Clementina St. Near 2d and Folsom

Phone Temporary 978

LOS ANGELES — 247 Central Avenue.

32 CARLOADS OF HIRES ROOTBEER SOLD

on the Pacific Coast the first six months of this year; more than was sold all of last year, or in any one year before. HIRE'S is growing more popular each year. This certainly is a HIRE'S YEAR. (HIRE'S has been a success for thirty-two years).

JOHN H. SPOHN CO.

Pacific Coast Agents **San Francisco, Cal.**

quently weigh out nine pounds only.

Birdseed—Sack containing supposedly 191 pounds, weighed out 180 pounds only.

Coffee—Fifty-pound bags and drums found to be four to six pounds short.

Candy—Found from 2½ to 6 pounds short per pail in 5 pail shipment.

Canned Corn—Short, broached in transit.

Currants—Nearly always short in weight.

Dates—Case marked 68 lbs. net, 8 lbs short.

Figs—Box found to be three pounds short.

Honey—Cases short in quantity and weight.

Kerosene—Bulk packages will almost always gauge three to five gallons short.

Lard—Sixty-lb. tins frequently weigh only 56 pounds.

Molasses and Syrups—Frequently 3 to 5 gallons short per barrel.

Macaroni—Short weight much oftener than otherwise.

Mackerel—40 fish kit contained 36. 150 fish (half barrel) contained 137. 350 fish (barrel), guaranteed count, contained 285.

New York Factory Cheese—Usually 3 pounds short.

Olives—5 gallon keg (Queen B) ½ gallon short.

Oysters—Short; broached en route.

Oranges—Box of 80 count; 8 short.

Pickles—6 dozen stuffed pickles; 11 short, 1,800 count (barrel) actually contained 1,280.

Potatoes—Almost invariably short weight.

Prunes—Occasionally found short packed.

Rolled Oats—Frequently 5-lbs short to barrel.

Salmon—Thirteen short in barrel of 130 count.

Salmon Trout—One-half barrel, guaranteed 72 count, showed actually but 56 fish.

Salmon Bellies—Will repay all of the unpleasantness of counting and checking.

Sal Soda—Frequently 3 to 5 pounds short to sack.

Sausage—Frequently short weight.

Saratoga Chips—Very often short weight.

Sardines—Frequently 2 or 3 cans short to case.

Small White Beans—Usually 3 or 4 pounds short per cwt.

Spices—Bulk goods are short sufficiently often to pay for trouble of weighing.

Vinegar—Frequently found from 2 to 6 gallons short per barrel.

Vermicelli—Short weight repeatedly.

Virgin Castile Soap—Always short through shrinkage.

Wine—Gauging rods will show shortages in three out of five barrels.

Among the grocers who have complained about various shortages, we name the following:

C. Schlictman, Bethany.
Held & Kelly, Oakalnd.
G. Magerstadt, Oakland.
W. H. Heidorn, Knightsen.
H. J. Lutting, Franklin.
F. J. Ward, San Rafael.
Chas. J. Poppe, Glen Ellen.
C. A. Mottaz, Los Angeles.
L. Warnke, Alameda.
H. D. Cushing, Oakland.
A. Jackson, San Francisco.
D. F. Keefe, San Francisco.
M. F. C. Schmidt, San Francisco.
A. Hubert, San Francisco.
H. Warnke, San Francisco.
H. S. Elliott, San Francisco.
Doyle & McGown, San Francisco.
Connolly Bros., San Francisco.
Stulz Bros., San Francisco.
H. N. Edlin, San Francisco.
John Bulotti & Co., SaSn Francisco.
W. Fredrichs, San Francisco.
Gohl & Nelson, San Farncisco.
J. Carstensen & Sons, San Francisco.
A. Trefz, San Francisco.
W. A. Rodgers, San Francisco.
W. S. Voy, San Francisco.
C. B. Young, San Francisco.
A. B. Knox, San Francisco.
J. Von Borstel, San Francisco.
H. Brummer, San Francisco.
E. Ploeger, San Francisco.
Johnson Bros., San Francisco.
Von Isendorf Bros., San Francisco
Stager Bros., San Francisco.
E. I. Fleiger, San Francisco.
Ring Bros., San Francisco.
H. L. Peterman, San Francisco.
R. A. Mobbs, San Francisco.
Jas Nesbitt, San Francisco.
Heinecke Bros., San Francisco.
Courtney & Correll, San Francisco.
J. H. Teitzen & Co., San Francisco.
F. Kersten, San Francisco.
Rosenstein & Schoenholtz, San Francisco.
Irvine Bros., San Francisco.
J. A. Victor, San Francisco.
Claus Wreden, San Francisco.
P. A. Buckley, San Francisco.
A. Zeitich, San Francisco.
R. Reimers, San Francisco.
T. Schomaker, San Francisco.
O. Fladmark, San Francisco.
Wm. Meyer & Co., San Francisco.
A. Schenkberg, San Francisco.
J. M. Meyer & Co., San Francisco.
D. Steffens, San Francisco.
McCarthy Bros., San Francisco.
N. Fick, San Francisco.
Backman & Andrew, San Francisco.
Geo. Slack, San Francisco.
L. Mackroder, San Francisco.
H. Wreden & Co., San Francisco.
McCarty Bros., San Francisco.
John T. Meinert, San Francisco.
Conrad & Brady, San Francisco.
H. B. Kassenbrook, San Francisco.
T. Schomat, San Francisco.

NEWS NOTES.

Office Purchasing Commissary, U. S. Army, 1006 North Point St., San Francisco, Cal., July 12, 1907.—Sealed proposals, in duplicate, for furnishing and delivering on or about August 20, 1907, subsistence stores in accordance with specifications and conditions set forth in Circular No. 3, War Departme Office Commissary General, Washington, D. C., February 12, 1907, will be received at this office until 11 o'clock A. M., July 22, 1907, and then opened. Information furnished on application. C. R. KRAUTHOFF, Major, Commissary.

Members of the Jobbers' Association and the Potrero Improvement Association having learned that the Interstate Commerce Commission had abolished the toll of 5 cents a ton on freight brought into this city over the coast line, will prepare another contest against the railroad company to have discontinued by the Interstate Commerce Commission a charge of 20 cents a ton on freight unloaded into the company's freight sheds. The decision of the commission means a saving of $100,000 a year to the shippers, while the unloading and loading charge amounts to $500,000 annually. James McNab and the J. K. Armsby Company have been the most active opponents of the latter charge.

Eugene O'Neill, the popular buyer for Haas Bros., has been sick for several weeks. He is said to be on the road to recovery at this writing.

Ft. Smith Refrigerators—Cold and dry.

Dividend Notice—Humboldt Savings Bank, 646 Market St.—For the half year ending June 30, 1907, a dividend on all savings deposits has been declared at the rate of three and eight-tenths (3 8-10) per cent per annum, free of taxes, payable on and after Monday, July 1, 1907. Dividends not called for are added to and bear the same rate of interest as the principal from July 1, 1907. **W. E. Palmer,** Cashier.

Dividend Notice—The Italian American Bank, 518 Montgomery St., corner Commercial, has declared a dividend for the term ending June 30, 1907, at the rate of four (4) per cent per annum on all savings deposits, free from taxes, and payable on and after Monday, July 1, 1907. Dividends not called for are added to and bear the same rate of interest as principal.

A. Sharboro, President.
A. E. Sharboro, Cashier.

Dividend Notice—Pacific States Savings and Loan Company, 569 California St.—A dividend for the term ending June 30, 1907. has been declared at the rate of five (5) per cent per annum on all deposits, free from taxes, payable on and after July 1, 1907. Dividends not called for are added to and bear the same rate of interest as principal.

Wm. Pardy, Secretary.

Dividend Notice—California Safe Deposit and Trust Company, corner California and Montgomery Sts.—For the six months ending June 30, 1907, a dividend has been declared on all deposits in the savings department of this company at the rate of four (4) per cent per annum, free from taxes, and payable on and after Monday, July 1, 1907. The same rate of interest will be paid by our branch offices, located at 1531 Devisadero St., 2572 Mission St., 1740 Fillmore St. and 19th and Minnesota Sts. Dividends not drawn will be added to the deposit account, become a part thereof and earn dividend from July 1, 1907.

J. Dalzell Brown, Manager.

OFFICE OF THE
HIBERNIA SAVINGS & LOAN SOCIETY.
Cor. Market, McAllister and Jones Sts.
San Francisco, June 27, 1907.

Dividend Notice—At a meeting of the board of directors of this society, held this day, a dividend has been declared at the rate of three and three-quarters (3¾) per cent per annum on al deposits for the six months ending June 30, 1907, free from all taxes, and payable on July 1, 1907. Dividends not drawn will be added to the deposit account, become a part thereof and earn dividend from July 1.

R. M. Tobin, Secretary

Dividend Notice—The Wells Fargo Nevada National Bank of San Francisco.—At a regular meeting of the Board of Directors of this Bank, held June 4, 1907, a dividend for the half year ending June 30, 1907, was declared at the rate of 8 per cent per annum, payable on and after July 3, 1907. The transfer books to be closed from June 24 1907, to July 3, 1907, inclusive.

Frank B. King, Cashier.
San Francisco, June 26, 1907.

Dividend Notice—The German Savings and Loan Society, 526 California St.—For the half year ending June 30, 1907, a dividend has been declared at the rate of three and eight-tenths (3 8-10) per cent per annum on all deposits, free from taxes, payable on and after Monday, July 1, 1907. Dividends not called for are added to and bear the same rate of interest as the principal from July 1, 1907. **George Tourny,** Secretary.

Dividend Notice—French Savings Bank of San Francisco, 108 Sutter St.—For the half year ending June 30, 1907, a dividend has been declared at the rate of four (4) per cent per annum on all deposits, free from taxes, payable on and after Monday, July 1, 1907. Dividends not called for are added to and bear the same rate of interest as the principal from July 1, 1907.

Chas. Carpy, President.

Dividend Notice—Mechanics' Savings Bank, 143 Montgomery St., corner Bush.—For the half year ending June 30, 1907, a dividend has been declared on all savings deposits. free of taxes, at the rate of three and three-fourths (3¾) per cent per annum, payable on and after Monday, July 1, 1907. Dividends not called for are added to and bear the same rate of interest as principal from July 1, 1907.

John U. Calkins, Cashier.

Dividend Notice—The Renters' Loan and Trust Company of San Francisco, commercial and savings bank, safe deposit vaults, No. 131-135 Hayes St., east of Van Ness Ave. —For the half year ending June 15, 1907, a dividend has been declared at the rate of four (4) per cent per annum on savings deposits, free of taxes, payable on and after Monday, June 17, 1907. Dividends not called for are added to and bear the same rate of interest as the principal from June 15, 1907. Also two (2) per cent per annum paid on commercial deposits, subject to check, credited monthly. INTEREST PAID FROM THE DAY THAT ALL DEPOSITS ARE MADE.

C. S. Scott,
Vice-President and Cashier.

Over 100 saloons in San Francisco have failed from May 15th to June 15th. Only one-half of that number are right failures, while the rest are in the hands of receivers. The saloon-keepers, proprietors of breweries and the wholesale liquor merchants assert that the failures are directly due to the strikes and industrial disturbances.



Absolutely Pure
A Cream of Tartar Powder, free from alum or phosphatic acid
Makes Home Baking Easy

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

SNIDER'S CATSUP. Free Deal. New 1907 Pack

Comes Only Once----Order from your Jobber before it is too late.

DELIVERIES TO BE MADE AFTER SEPTEMBER 1ST, 1907, AND BEFORE JANUARY 1ST, 1908.

With each **Five Cases** of Snider's Catsup, Pints, one case of Snider's Catsup, Pints, FREE.

With each **Three Cases** of Snider'sCatsup, Pints, and Two Cases of Snider's Catsup, half-pints, one case of Snider's Catsup, half-pints, FREE.

With each **Ten Cases** of Snider's Catsup, Half-Pints, one case of Snider's Catsup, Half-Pints, FREE.

With each **Five and Half Cases** of Snider's Catsup, Half-Pints, Half Case of Snider's Catsup, Half-Pints, FREE

With each **Ten Cases** of Snider's Catsup, Quarts, one case of Snider's Catsup, Quarts, FREE.

With each **Five and Half Cases** of Snider's Catsup, Quarts, Half-Case of Snider's Catsup, Quarts, FREE.

THE ABOVE SPECIAL DEAL WILL BE DISCONTINUED WITHOUT NOTICE.

It behooves every merchant to place his order immediately so as to be sure of participating in this splendid opportunity. Take no chances—sell **SNIDER'S.** Its purity is guaranteed to you and your customers.

JOHN H. SPOHN COMPANY (Agents) **SAN FRANCISCO**

Moneyback kills distrust.

Schilling's Best makes friends.

ASSOCIATION ROSTER

California Retail Grocers and Merchants' Association.

President, A. A. Jost, Sacramento.

Vice-Presidents--1st, George B. Doyle, San Francisco; 2nd, F. W. Aubry, Stockton; 3rd, Chas. A. Mottaz, Los Angeles.

Treasurer, C. B. Pearson, Stockton.

Directors—F. B. Connolly, San Francisco; John W. King, San Francisco; H. K. Duncan, Oakland; L. Warnke, Alameda; F. F. Dustin, Redding.

Secretary, F. B. Connolly, San Francisco.

Associated Retail Grocers of San Francisco.

President, George B. Doyle.
First Vice-President, James S. Irvine.
Second Vice-President, J. W. King.

Secretary, Frank B. Connolly.

Directors: Joseph A. Stulz, Herbert S. Elliott, Gus Lehrke, P. A. Buckley and B. A. Schmidt

PACIFIC COAST.

Retail Grocers' Association

President.

F. B. Fancher—Sacramento, Cal

First Vice-President.

J. R. Newberry—Los Angeles, Cal

Second Vice-President.

Fred Dresser—Portland, Ore.

Secretary

H. Hauch, Alameda, Cal.

ASSOCIATION NOTES.

Secretaries of associations are invited to send reports of meetings or items of news of their organizations for publication under this heading. They should be forwarded as early as possible.

NATIONAL ASSOCIATION PROGRESS.

Meeting of the National Board at Chicago Brings Out Reports of Progress.

Wednesday, June 26, the members of the National Association held a meeting in President Kramer's room in the Great Northern Hotel, Chicago, at which time the matter of changing the date of the National Convention was taken up, and after reviewing the correspondence and the general attitude of the membership in regard to the change of date, of holding the next National Cnovention at Boston, to May 11, 12, 13 and 14.

The question of finance was taken up by the board, and Secretary Green was instructed to send a bill for per capita to the several associations based on the membership of last year.

Other matters of importance to the trade were thoroughly discussed. President Kramer reported Mr. Schillcutt organizing in Arkansas; E. R. Moore organizing in Georgia and Alabama. The secretary reported North Carolina doing effective work through the attorney general of the association, N. H. Johnson. The State of Iowa keeps a man continually in the field; effective work is being done in Minnesota by J. J. Ryan, secretary of the State Association, and Secretary J. A. Green in the last ten weeks, covered seven States, three of which were newly organized, and one of which it is hoped to organize in the near future.

Other States are doing effective work, and the outlook as reported at the meeting is of the most encouraging character.

J. A. Green,
Secretary.

The angriest woman I've seen in a long time is the woman who bought at a sale and then went to another part of town and saw the same thing for the same money. If you give a sale be sure it is a sale.

SWINDLER FOILED.

Woman's Wit Saves Oakland Grocer From Loss.

Oakland, July 11.—Mr. and Mrs. J. Ferrari, proprietors of the grocery and fruit store at 509 San Pablo Ave., were selected as victims of a bunko man Tuesday, but his plan failed.

Early in the afternoon a man called at the store and purchased some fruit and potatoes, saying he would go with Ferrari to show him the house where the goods were to be delivered. After riding a few blocks, he made an excuse to leave the wagon and return down town, asking Ferrari as he left to write down his name on a piece of paper, as he might want to purchase some more goods later, at the same time giving him a bogus address for the delivery of the goods.

Ferrari wrote his name as requested, and a little later the man appeared at the store and told Mrs. Ferrari her husband wanted $5, showing her the signature, with "$5" written above it. Mrs. Ferrari, however, refused to take bait, saying she had only $4 there, and if her husband wanted money he could come after it.

The man left and the police were notified, but too late to catch the fellow. A description was given, however, and the authorities are keeping a lookout for him.

There are hundreds of merchants who have a large portion of their capital on their books and are afraid they will offend those who owe the money if they ask for it as if they really wanted it. Timidity of this sort is a mighty bad quality in the make-up of a retailer; but it is a mistake to let too much of your capital get on your books, or stay there if already on. You need your capital in your business; therefore, make the delinquents square their accounts.

We are now booking orders for 1907 PRUNES.

Have you ordered yours yet? They are pretty scarce this year. It looks like prices would be HIGHER. We can make it to YOUR ADVANTAGE to place your order NOW. Write for prices. Your enquiry will receive prompt attention. **Remember WE PUT UP THE**

BEST PRUNES

Los Gatos Cured Fruit Co.

Los Gatos **California**

Clean, Sharp-Cut and Nail-Eating Features

Ideal Tea Company, 17-19 East Santa Clara Street,
San Jose, Cal., Mar. 14, 1907.

Frank F. Wear, Oakland.

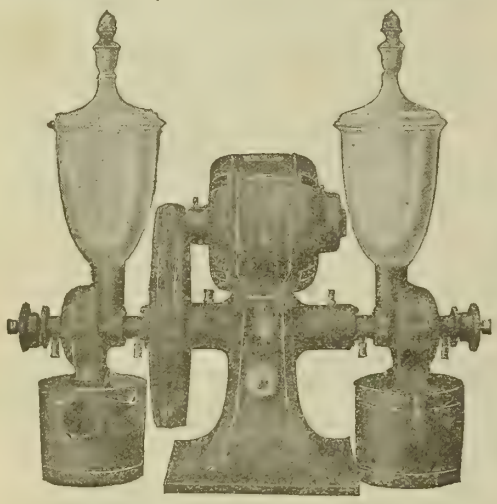
Dear Sir: Have been using coffee mills for over 20 years and had experience with nearly all of them. Always wanted one a "little better" for the mill is a great factor in maintaining coffee trade. Our last purchase was one of your No. 2121 Hobart's and we do not hesitate to pronounce it the best we have seen. Are particularly pleased with the **clean sharp cut** of the granulating burrs, something we have always wanted and never found so near perfection as in our **Hobart.**

We "press the button," the Mill does the rest—and does it right, and its nail eating qualities stand alone. Would not consider ourselves up-to-date without it.

Respectfully yours,
C. M. SHELBOURN,
for Ideal Tea Co., San Jose.



It Is Better to Buy a "Hobart" Than to Wish You Had.



A Word To the Wise is not Always Sufficient.

◆ ◆ ◆

Sometimes they have to be SHOWN.

Full Car-Load of assorted sizes, 1907 Model Mills to select from before advance prices go into effect. Get your order in early as a car-load will not last long.

22 Styles and Sizes to Select from.

Hygienic Drip Pot

Upon application we will furnish information regarding our product that will assist you in becoming a recognized coffee : : :

LEADER.

WRITE FOR CATALOG.

King of Electric Coffee Mills

Branch Office: H. B. DIBBLE, Manager
10 Marshall Square, Opp. 8th St. and Market
Phone Market 461 San Francisco

F. F. WEAR

Dist Sales Agent Pacific Coast
Headquarters, 137-139 Telegraph Ave., Cor. 18th St.
Phone Vernon 255 Oakland, Cal.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

PIONTS TO WATCH.

POINTS TO WATCH.

RICE.—
Very strong market; advances will continue. Past week shows ¼c. in Japans and ⅜c. in Carolina styles.

DRIED FRUIT.—
Present lull makes it a good time to secure requirements.

CANNED FRUIT.—
Long delayed prices of California Fruit Canners Association presented in this issue together with analysis of prices showing advances over those of last season. Same should be read carefully.

CANNED CORN—
Eastern market on futures growing stronger daily.

EVAPORATED MILK.—
Prominent brands are growing low in supply.

CAVIAR.—
Present local price is below actual value—should be bought before advance.

VINEGAR.—
Vinegar is slated for an advance because of increased cost of production.

PICKLES.—
This line will advance within 30 days—purchase's made now insure profit on market.

SAUERKRAUT.—
Prominent packers state sauerkraut will advance in price shortly.

FREE DEALS.

Malta Vita—One case free with five.

Rex Lye—One case free with five cases.

Tobacco—Drop shipment 100 lbs. or more of an assortment of any of the following brands: Union Leader, Pedro, Dixie Queen, Fashion Sensation, Seal of North Carolina, Plaza Cube Cut, Three Feathers, Monte Cristo Slabs, Continental Cubes. Old English Curve Cut, Van Bibber Sliced Plug. Not less than 10 lbs. Pedro or more than 55 lbs. Union Leader permitted to each 100 pounds. Gratis with each 100 lbs., 5 pounds Union Leader or Pedro as retailer may elect.

Jello—One case free with each 12 cases. Deal limited to 48 cases. Ice cream powder made by the same company may be assorted with Jello in making up orders.

Snider's Catsup — With each five cases of Snider's Catsup, pints, one case of Snider's Catsup, pints, free. With each three cases of Snider's Catsup, pints, and two cases of Snider's Catsup, half-pints, one case of Snider's Catsup, half-pints, free. With each ten cases of Snider's Catsup, half-pints, one case of Snider's Catsup, half-pints, free. With each five and half cases of Snider's Catsup, half-pints, half case of Snider's Catsup, half-pints, free. With each ten cases of Snider's Catsup, quarts, one case of Snider's Catsup, quarts, free. With each five and half cases of Snider's Catsup, quarts, half case of Snider's Catsup, quarts, free. Deliveries on above deal to be made after September 1st, 1907, and before January 1st, 1908.

Murdoch's Starch—10 case lots assorted or straight at list, one case corn starch free. Crates of sixes count for two cases.

Rumford Baking Powder—Five per cent discount in five case lots; one case free in ten case lots.

X-Ray Stove Polish—5c size, 3 doz. $1.50 with 6 free; 10c size, 3 doz., $2.50 with 6 free.

Towle Syrup Company Products—With every order for 10 cases of Log Cabin products the following free goods will be given on shipments during September and October of this year: One case of 6 gallons or 1 case of 12 half gallons or 1 case of 24 quarter gallons Towle's Log Cabin cane and maple syrup. Two cases free with every order for 20 cases Log Cabin products. Five cases free with every 50 cases of Log Cabin products. All orders sold on this deal must be shipped not later than October 31st. Regular quantity discounts apply.

Bromangelon—One dozen free with each gross ordered. No free goods with orders for less than one gross.

Frazier's Axle Grease.—One case free with ten

Fairbanks Gold Dust.

With five and a half boxes at 4.65 one-half box free. Size 24x72. With ten boxes at 4.60 one box free. With 25½ boxes at 4.55 two and one-half boxes free. With fifty boxes at 4.55 fiv boxes free. Above deal is good for but a short period.

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo Coun

Kingsford's Oswego Starch:—Effective July 1st. and until July 15th. inclusive, there will be given absolutely free—one pound of Kingsford's Oswego Corn Starch with each ten box purchase of Kingsford's Osewego Package Starch, Gloss or Corn; or, one-half box of Kingsford's Oswego Corn Starch with each 5½ box purchase of Kingsford's Oswego Package Starch, Gloss or Corn. For gratuity purposes a crate of Kingsford's Silver Gloss, containing twelve six-pound packages, will be computed as two boxes.

ADVANCES.—

Sugar, Rice, Cheese (California Flats, Martins Cheddars, Twins and Triplets New June Stock.)

AGAIN IN STOCK.—

Royal Baking Powder; A. and H. Soda (both sizes.)

SUGAR.

As predicted in our "Points to Watch" column for some weeks, the refineries advanced their quotations 10c. on the 13th inst. We think that further advances are apt to be made within a short time. The demand is becoming very heavy. The New York situation is daily becoming stronger.

TEAS.

Cables received from the Orient are uniform in reporting a firm market and high prices in all sections. Cables were received during the week from China and Japan and Formosa and it appears that a large business is being done at very high figures. This state of affairs will make itself felt in this market in due time.

RICE.

As predicted in our "Points to Watch" column during the past 60 days, the market in this line continues to advance, the past week showing an upward movement of ¼c. in Japan rice and ⅛c. in Carolina styles.

M. Phillips & Co., report under date of July 18:

"The market has again advanced ¼ on all grades of Japan Rice since our last quotations. Stocks are thinning out and with no available supply before new crop next October we look for a further advance shortly. If the railroads do not make any better time in bringing freight through this season than they did last, it will be the end of Oct. and probably Nov. before new crop is offered on this Coast.

"All grades of Carolina rice are firm and show an advance of ⅛.

"There were a few small shipments of New Crop Island rice which arrived on the last steamer. These goods are attractive and should find ready sale."

New York, July 9th.—Dan Talmage's Son's report:

Demand for the week has been active, covering all grades and coming from widely distributed territory. Assortments are light, both of Honduras and Japan, hence full figures are being obtained. Present conditions may be emphasized by comparison of stocks past few years: Carried over into New York Crop:

Aug. 1st. 1903 50,000 pockets; 1904, 1,200,000 pockets; 1905, 750,000 pockets; 1906 400,000 pockets, 1907 practically nothing.

In 1903 (the year when supply was similar to that of to-day) prices, it will be remembered; were as full and on Japan sorts, higher than at present.

Advices from the South note quiet market on the Atlantic Coast. Offerings almost nil and general attention is attracted forward to the growing crop, which, unless untoward weather intervenes, promises an enlarged yield as compared with last year. At New Orleans the market is strong: offerings light and held at full prices. In the Interior Southwest Louisiana and Texas, but little is doing except watching the growth of present season's planting, reports from which, are, in the main, favorable.

Cables and correspondence from abroad note active market with hardening features.

DRIED FRUITS.

The local dried fruit market is quiet at this writing, these conditions having been brought about by the hot weather now existing in the Eastern states. Buyers are away on their vacations and little business is being done. As soon as the market again grows active, there is no question but what advances over all present quotations will be noted. It would be well to purchase during the present

No. 3 Extras	No. 2½ Special	No. 2½ Extras	No. 2½ Ex. Standards	No. 2½ Standards	No. 2½ Second	No. 2½ Water	No. 2½ Pie	VARIETY	No. 8 Ex. No. 3 Grade	No. 8 Ex. No. 2½ Grade	No. 8 Ex. Standard	No. 8 Standard	No. 8 Water	No. 8 Pie
2 00	1 85	1 70	1 40	1 30	1 20	1 10	1 10	Apples	....	4 50	4 25	3 75	3 00	2 85
3 00	2 75	2 50	2 10	1 80	1 50	1 40	1 25	Apricots	8 00	7 00	6 50	6 00	5 25	5 00
3 50	3 25	2 80	2 60	.....	.....	.....	.....	" peeled	9 50	8 50	8 00	.....	.....	.....
3 50	3 25	2 80	2 60	.....	.....	.....	.....	" sliced	9 50	8 50	8 00	.....	.....	.....
.....	.....	.....	.....	.....	.....	.....	.....	Assorted	.....	.....	.....	.....	.....	.....
2 25	2 00	1 75	1 60	1 50	1 40	1 30	1 30	Blackberries	.....	.....	5 00	4 75	4 25	4 25
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (Royal Anne)	10 00	9 00	8 00	7 00	5 00	4 50
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (White)	10 00	9 00	8 00	7 00	5 00	4 50
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (Black)	10 00	9 00	8 00	7 00	5 00	4 50
2 00	1 75	1 60	1 35	1 25	1 10	1 05	1 05	Grapes (White Muscat)	.....	.....	3 75	3 50	3 00	3 00
2 50	2 25	2 00	1 80	1 65	1 45	1 30	1 10 unp 1 20 pld	Peaches (Yelolw Free)	7 00	6 00	5 50	5 00	4 25	4 00 pld 3 25 unp
3 00	2 60	2 40	2 15	1 85	1 65	1 40	1 10 unp 1 25 pld	Peaches (Lemon Cling)	8 00	7 50	6 50	6 00	4 50	4 25 pld 3 50 unp
3 00	2 60	2 40	2 15	1 85	.....	.....	.....	Peaches (**Lemon Cling Sliced**)	8 00	7 50	6 50	6 00	4 50	.....
3 00	2 60	2 40	2 15	1 85	1 65	1 40	1 10 upd 1 25 pld	Peaches (White Heath)	8 00	7 50	6 50	6 00	4 50	.....
3 00	2 60	2 40	2 15	1 85	.....	.....	.....	Peaches (**White Heath Sliced**)	.....	.....	.....	.....	.....	.....
3 00	2 60	2 40	2 15	1 80	1 65	1 40	1 05 unp 1 20 pld	Pears (Bartlett)	8 00	7 50	6 50	5 50	4 50	3 75 pld 3 25 unp
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Green Gage)	5 50	4 50	4 00	3 75	3 25	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Egg)	5 50	4 50	4 00	3 75	3 25	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Gold Drop)	5 50	4 50	4 00	3 75	3 25	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Damson)	5 50	4 50	4 00	3 75	3 25	3 00
3 25	3 00	2 75	2 50	2 35	2 25	.....	.....	Raspberries						
3 25	2 75	2 60	2 50	2 25	2 15	.....	.....	Strawberries						

No. 1 Tall Cans sliced L. C. Peaches, Ex. $1.35; Ex. Standard, $1.25.

If shipped 6 cans to the case, figure Gals.—10c per dozen higher.

All No. 3, No. 2 and No. 2½ cans, 2 dozen in a case; No. 1 cans 4 dozen in a case; galoln cans, 1 dozen in a case.

lull so as to take advantage of any profits which may accrue through foresight in purchasing early.

Sacramento.—In a telegram to Governor Gillett, Secretary Wilson says that he does not believe that the California fruit drying process will be affected by the new rule forbidding the use of sulphur, the intimation being that the new order applies only to the entrance of sulphur directly into the make-up of food products. The secretary adds that the rule has not yet been signed by all of the departments by which it must be before it goes into effect, and that he will be glad to receive Mr. Griffin as a representative of California and conduct a hearing.

CANNED FRUIT.

We publish herewith the 1907 list of the California Fruit Growers Association.

We have made analysis of the prices named in the table printed herewith as compared with those of last season. By studying same the reader will observe that every variety of fruit as well as every size shows a material advance in price. The figures in this analysis represent the increase in cost of each item as compared with the prices quoted last year. There is every reason to anticipate further advances and we cannot urge grocers too strongly to book their orders at once.

This analysis should be carefully read and stocks in hand at the present time, of last seasons pack, should be advanced in price accordingly.

Apples.—No. 2½ special 5c. Extra 10 c. Extra standards 10c., standards 10c. Seconds 10c.,; Water 5c; Pie 5 c; No. 8. Extra standards 50c.; Standards 50c Water 25c; Pie 25c.

Apricots.—No. 3 Extras 50c; No. 2½ special 50c; Extras 65c.; Extra standards 50c.; Standards 35c.; Seconds 25c.; Water 25c.; Pie 15c.; No. 8, Extras Number 3 Grade $2.00; Extras Number 2½ Grade $1.50; Extra standard $1.75: Standard $1.75.; Water $1.75.; Pie $1.75.

Same.—(Peeled) No. 3 Extras 50c.; No. 2½ special 50c.; Extras 55c.; Extra standard 60c.; No. 8 Extras Number 3 Grade $2.50.; Extras Number 2½ Grade $2.00: Extra standards $2.25.

Same.—(Sliced) No difference from peeled see preceeding paragraph.

Blackberries.—No. 3 Extras 25c.; No. 2½ special 25c.; Extras 15c.; Extra standards 30c.; Standards 30c.; Seconds 30c.; Water 25c.; Pie 25c.; No. 8., Extra standards $1.00; Standards $1.00; Water $1.00; Pie $1.00;

Cherries.—(Royal Anne) No. 3 Extras 50c.; No. 2½ special $1.50; Extras 50c.; Extra standards 85c.; Standards 65c.; Seconds 35c.; Water 40c.; Pie 20c.; No. 8 Extras Number 3 Grade $3.00; Extras Number 2½ Grade $2.50; Extra standard $2.00; Standards $1.50; Water $1.00; Pie $1.00

Cherries.—(White) No. 3 Extras 50c.; No. 2½ special 50c.; Extras 50c. Extra standards 85c; Standards 65c.; No. 8 Pie $1.00.

Peaches.—Yellow Free No. 3 Extras 10c.; No. 2½ special 25c; Extras 30c; Extra standards 30c.; standards 30c; Seconds 25c.; Water 15c.; Pie (unpeeled) 10c; (peeled) 10c; No. 8 Extra Number 3 Grade 75c.; Number 2½ Grade 50c.; Extra standards 75c. Standards $1.00.; Water 75c; Pie 75c.

Peaches.—(Lemon Cling) No. 3 Extras 50c.; No. 2½ special 35c.; Extras 40c.; Extra standards 35c.; Standards 30c.; Seconds 25c.; Water 20c.; Pie (unpeeled) 10c.; (peeled) 15c.; No. 8 Extras Number 3 Grade 50c.; Extras Number 2½ Grade $1.00;Extras standards 50c.; Standards $1.00; Water 75c.; Pie (unpeeled) 85c; (peeled) $1.00.

Same.—(Sliced) No. 3 Extras 50c.; No. 2½ special 35c.; Extras 40c.; Extra standards 35c.; Standards 30c.; No 8 Extras Number 3 Grade 50c.; Number 2½ Grade $1.00; Extra standards 50c.; Standards $1.00.

Peaches.—(White Heath) Same difference as Lemon Clings except No. 8 Water cost $1.10 more than last year.

Same.—(Sliced) Same difference as Lemon Cling sliced except No. 2½ seconds, Water or Pie nor any No. 8 goods.

Pears.—(Bartlett) No. 3 Extras 50c.; No. 2½ special 35c.; Extras 40c. Extra standards 45c; Standards 35c. Seconds 40c.; Water 25c.; Pie (unpeeled) 15c.; (peeled) 25c.: No. 8 Extra Number 3 Grade $1.00; Number 2½ Grade $1.50; Extra standards $1.50. Standards $1.00.; Water $1.50.; Pie (peeled) $1.15.; (unpeeled) $1.00.

Plums.—(Green Gage); (Egg); (Gold Drop) No. 3 Extras 25c.; No. 2¼ special 25c.; Extras 15c.; Extra standards 20c.; Standards 20c.; Seconds 20c.; Water 25c.; Pie 20c.; No.

Pettijohn's Breakfast Gem

36 2lb. packages to Case.

MANUFACTURED BY

American Milling Co.

SAN FRANCISCO.

BANKING INSTITUTIONS.

LOCARNO PARIS NEW YORK SAN FRANCISCO

Swiss American Bank

Of Locarno, Switzerland

San Francisco, Main Office 1452 Fillmore St. — CAPITAL $500,000 — Branch 622 Montgomery St.

SURPLUS AND UNDIVIDED PROFITS, $190,000

TOTAL ASSETS, $5,330,000

San Francisco Agents and Officers

Agents	Officers.
HENRY BRUNNER,	CHAS. MAGGINI, President.
T. C. TOGNAZZINI,	A. A. MICHELETTI, Cashier.
CHAS. MARTIN CO.,	OTTO OTTESEN, Asst. Cashier.
B. G. TOGNAZZI,	C. C. PEINI, Asst. Cashier.

ACCOUNTS OF BANKS, FIRMS AND INDIVIDUALS RESPECTFULLY SOLICITED.

RICE

Buy Right Direct from the Mills
Save Jobbers Profits

Largest ExclusiveRice Dealers on the Coast.

NEW ORLEANS RICE MILLING CO., 104 Front St., San Francisco

Samples Mailed on Request

8 Extra Number 3 Grade 50c.; Number 2½ Grade 50c.; Extra standards 75c.; Standards 75c.; Water $1.00; Pie 85c.;

Same.—(Damson) No. 3 Extras 25c.; No. 2½ special 25c.; Extras 10c.; Extra standards 15c.; Standards 15c.; Seconds 15c.; Water 20c.; Pie 15c.? No. 8 Extras Number 3 Grade 50c.; Number 2½ Grade 50c.; Standards 75c.

Raspberries.—No. 2½ Extras 25c.; Extra standards 25c.; Standards 35c.; Seconds 35c.;

Strawberries.—No. 3 Extras 25c.; No. 2½ Extras 10c.; Extra standards 25c.; Standards 25c.; Seconds 35c.

That Eastern buyers are not taking kindly to the price named by our Canners is evidenced by what The Chicago correspondent of "The Trade" of Baltimore, says about handlers of canned goods in that market. "They were astonished and somewhat disgusted by the enormous advance in prices by canned fruit packers, and though many of them confirmed their contracts made subject to approval of price, some did not, and a guerrilla warfare will be waged by several strong houses that are generally in line. These houses hold that consumers cannot and will not pay the prices for canned fruits made essential by the advance of about 33 1-3 per cent on the average over 1906 and 1905, and state that they do not propose to carry their usual stock at such prices. A determined warfare will be waged against these firms by several strong houses., which claim that packers have exceeded the bounds of reason and good sense in their foolish competition among themselves, resulting in heavy advances in green fruits."

FIGS.

In quoting prices on new crop California figs, one of the larger packers stated that the scarcity and high price of labor have made it necessary to curtail the large variety of styles in which figs have been put out in the past. The list in this line has become very complicated of late, each jobber having his own ideas as to styles of package. and the present tendency is toward a curtailment in this line and a standardization.

Advices received advance quotations 5c. a pound all around on 1907 crop figs. Choice or bricks is now held at 70c. and fancy at 75c. f. o. b. Fresno. Layers are quoted f. o. b. Fresno at 70c. for 4s. and 80c. for 3s. in 10-lb boxes, while the f. o. b. prunes or bulk figs are 4¼c. for standard 5c. for choice, 5½c. for fancy and 4¾c. orchard run, in 50-pound boxes.

HONEY.

A report from southern California says that the exceedingly hot weather of the past few days has made serious inroads upon the honey crop. The sudden change in the weather has killed many bees and induced others to keep indoors. with the result that honey making is at a standstill at the very time when it should be at its height. As a whole the crop for the season is a disappointment and it now looks as though the crop would not turn more than half a yield. One estimator puts the production for southern California at 3,000 tons.

Conflagrations which swept the country around Elsinore last week worked great damage to the bee-keepers of that section by destroying the bee feed. Hard fights alone saved the apiaries from wholesale destruction, although about fifty stands were destroyed. Most of the bee men lost some material.

Ventura.—The season's honey crop is harvested, Bee men had hoped to continue the havest for several weeks yet, but the weather of the past week has settled the honey question for this season. The flowers have dried up and the bees will not be able to gather any more of the nectar. McIntyre reports his season's work done. He has harvested about 500 cases of strained honed, which will net him about $3500 for his month's work. This is about one-half of the crop of two years ago. Other honey men report about one-half crop.

PRUNES.

In our last issue, we published a review of the situation in this line as sent us by the Los Gatos Cured Fruit Co. It appears that our compositor failed to correctly interpret their report, and we are re-publishing same below with proper changes made therein. ;

Los Gatos, July 9.—Los Gatos Cured Fruit Co., report·

"Prunes to-day are higher that at any time since 1892 and it looks as if the high prices have come to stay for this season at least. The crop of the world is away below the consumptive requirements. Europe is already in the market for supplies to cover the short crop in her territory. The crop here is one of the lighest in many years. Many growers reporting that they have so few that it will hardly pay to gather them. Of course this applies only to certain sections but it is certain that the harvest will be of short duration in all producing sections. As far back as six weeks ago two of the large packers became convinced of the shortness of the cron and placed their agents in the field with instructions to buy everything in sight and they did. This activity of course ran the price up until 5c. and even 5½c. per lb. was paid the growers for the four sizes, but even at this price prunes are about the cheapest thing in the fruit line to-day. It is reported that packers have unloaded freely to the jobbers on a basis of the prices to the growers and what there is left unsold bids fair to bring even better prices than those asked to-day."

RAISINS.

The situation in this line is unsettled . Eastern interests are trying to scare the California Growers and packers by telling how cheaply they can import the Spanish fruit. There may be something in this argument, and if such goods are landed in New York and Philadelphia at the prices they claim they can be, there is apt to be a slump in the high values now ruling.

It is claimed that every pound of raisins that can be seeded in October has been sold. The same condition applies to quite a per centage of the November seeding capacity. There is a report of a break of ½c. in sweatbox valuations, which it is claimed will eventually cause a decline in the packed and seeded fruit.

It looks as though the growers and packers had better go a little slow instead of trying to gobble up everything in sight. There is a limit to the price that the trade will pay for any piece of goods.

CANNED CORN.

Packers in all parts of the East and Middle West are withdrawing quotations on futures and are not at all anxious to book further business. It is claimed that everywhere the out look is for a short pack; 1st, on account of greatly reduced acreage, and 2nd, because of the cold, wet spring and the resultant delaying of the crop causing danger of early frost in the fall destroying a large part of it before it matures sufficiently to can.

Jobbers here are naturally being influenced by these strong reports from the East and are inclined to advance quotations.

CANNED TOMATOES.

The California Fruit Canners Association recently made prices on their 1907 pack and jobbers are now selling on the basis of 87½ to 90c. for 2½ lb. standards and $2.75 for gallons. There is every indication of advances in these quotations and readers will do well to secure their requirements at the figures quoted above.

BEANS.

There are no startling developments in this line, although the Lima bean market has shown some strengthening in the last few days.

EVAPORATED MILK.

We are informed that the situation in this line is again tightening up and stocks are becoming short once more. We have been advised to warn the trade of the conditions so that they may protect themselves accordingly.

LINSEED OIL.

We are reliably informed that linseed oil will advance shortly.

CAVIAR.

Weiland Bros., report under date of July 18th:

Caviar is now being sold in our market at a lower price than it can, be landed here at present. Dealers should take advantage of the situation and lay in stocks. Prices in the "Advocate" are based on present actual values but we are still selling our supplies in this line at lower prices.

VINEGAR.

Owing to the higher cost of manufacture, vinegar is programmed for a

sharp advance within the next 30 days.

PICKLES.

All local pickle packers advise us that prices will be advanced within the next few weeks on their line of manufacture, owing to the increased cost of every article which goes to make up the finished article. Labels, bottles, cases, labor, barrels, cucumbers etc., are all much more costly than last season.

SAUERKRAUT.

Owing to the high cost of all factors used in the preparation of this article, the price on same will suffer an advance shortly.

SALMON.

Local jobbers are quoting red Alaska ones at $1.20, Sockeye halves at $1.20, ones flat $1.90, Alaska Pink 95 c.

DOMESTIC SARDINES.

New York, July 9,—B. O. Bowers & Co., report:

Factories have been practically idle for the past week on account of sacrcity of fish. No change in prices.

There has been an enormous demand for roll top keys owing to the scarcity of this style of package.

FRENCH SARDINES.

New York, July 12.—Mail advices are to the affect that the outlook for the French sardines fishery was more encouraging, as while few had been caught at Les Sables and Olonne to date of writing, the fish had been sighted in considerable quantities on the Coast, and with settled summer weather a good catch was expected. However, it was added the movements of the fish have so often in the past falsified the most confident predictions that it could only be hoped that the near future holds a pleasant surprise for those who have waited year after year for the good time that has been so long in coming.

SALAD OIL.

New York, July 11.—Aspegren & Co., report:

The market continues exceedingly narrow so that any little circumstance may easily affect the prices one way or another. As a whole market continues very dull and uninteresting.

HAY.

Somers & Co., report under date of July 16:

The market has shown some reaction during the past few days on account of lighter receipts, and some grades have advanced 50 c. per ton. As was expected right along, it is all waiting at many sections for a later market. The immediate future af the situation depends entirely on whether or not transportation facilities will keep our market over or under supplied. We give present prices as follows:

Choice Wheat Hay	$17.50 to 19.00
Good Wheat Hay	14.00 to 17.00
Other grades same	9.00 to 13.50
Wheat and Oat	9.00 to 16.00
Tame Oat	9.00 to 16.00
Old Wild Oat	8.00 to 11.00
New Wild Oat	8.50 to 12.50
Stock Hay	7.50 to 9.00
Alfalfa	8.50 to 13.50
Straw, per bale	.45 to .85

THOSE COLLECTION LETTERS.

State Letters Help Merchants Get Money Without Cost.

A very clever set of these collection letters is supplied members of the State Grocers' Association. Members who have used them all say they are money getters and money savers. They collect the money and the member doesn't have to pay 20 per cent.

Here is what a few members say:

Frank B. Connolly:—"The letters are great, what I have saved in collectors' commissions will have paid my dues for the next five years to come."

Gus. Lehrke:—"I want twenty more No. 1 letters. They are the candy. I have not found it necessary to use No. 2 and No. 3 at all."

Geo. B. Doyle:—"The collection letters have brought me a lot of money and have left a nice impression with the people to whom they were sent."

Jos. A. Stulz Co.:—"We sent out one letter last week. The man came in the next day with a $20 piece and thanked us for reminding him. We will use the letters oftener."

H. Wreden & Co.:—"We have sent out ltters to seven debtors. All are now paying or have paid up. Letter No. 1 brought two men. Letter No. 2 brought three more. We sent out Letter No. 3 to the other two and that brought them around."

Samples of these letters will be sent on application to any grocer who contemplates joining the Grocers' Association.

How to make money is a big problem. How to save it is also a great one. In solving both the retail merchant must get down to a big assortment of detail work around his store. It is irksome at times but it must be attended to.

The young man who would be successful has to acquire many virtues and also avoid many faults. It wouldn't do for instance to be prompt and show a lack of courtesy, or be neat and clean and then do a heap of knocking.

Griffon Catsup—No deals.



The Eureka Insect Exterminator

is a preparation of eight different drugs and is so well compounded that it actually destroys insects, yet it is harmless to the human.

It kills Fleas, Flies, Ants, Moths, Bedbugs, Roaches, Lice, Mosquitos, Etc.

Price list, page 28.

For Sale by the Wholesale Drug and Grocery Trade
JOSEPH FUSCH, Manufacturer.

1797 Bray Ave.
Fruitvale, Cal.

Phone Merritt 2962

BAY CITY MILLS

GROCERS!

TRY OUR PATENT (Extra Family) ROLLER FLOUR
YOUR CUSTOMERS WILL THANK YOU.



Bay City Flour Mills, First and Clay Sts., Oakland

AN ANNOYANCE—NOT A DISASTER

The Toasted Corn Flake Company Does Not Mind a Little Thing Like Fire.

HOW T. C. F. CLEBRATED THE 4th

Toasted Corn Flakes has shown itself to be not only the most successful breakfast food America has ever known, but also the most patriotic.

On the morning of the Fourth, one of the three factories which have been occupied for many months past, twenty-four hours in the day, six days in the week, turning out the popular breakfast food, became overheated in its enthusiasm and burned to the ground.

The financial damage was partly covered by insurance, but W. K. Kellogg, the President of the Company, says this was the least important part of the misfortune. The annoyance caused the trade by a temporary lessening of the product worries him more than the damage done by the fire.

For six months, Mr. Kellogg has been devoting his attention to the producing end of the business, endeavoring to catch up with the ever increasdemand for Toasted Corn Flakes. Although at the time of the fire the Company was many carloads behind on orders, arrangements have been made whereby it would at an early date be in a position to promptly fill all orders. This date has now been temporarily postponed, and Mr. Kellogg asks the indulgence of the trade until the damage has been repaired, which will be in a very short time.

Within a few hours after the fire started, plans had been made to erect a large addition to Factory No. 2, which is located in another part of Battle Creek. Factory No. 2 is a handsome brick structure, and the new addition will be similar in character, fire proof and containing every modern appliance for the manufacture of Toasted Corn Flakes.

Mr. Kellogg will not, however, wait for the completion of this building, but has already made arrangements for temporary quarters to provide an output while the new building is being erected, and to make good the shortage which the loss of this one factory has caused.

Reports have already been circulated that the Toasted Corn Flakes Company is seriously hampered by the fire, and the trade has been urged to put in imitation Corn Flakes in place of the genuine Kellogg's Toasted Corn Flakes.

Don't be fooled by these reports.

The Toasted Corn Flakes Company still have two fine factories working night and day, with a capacity of almost two thousand cases per day, and this output has probably been substantially increased by the time you read this notice.

For the time, overlook any little delay in getting the genuine Toasted Corn Flakes, and remember that a concern who urges you to put in an imitation to substitute under such circumstances as these is not entitled to any consideration from fair-minded members of the grocery trade.—Adv.

We wonder if the time will ever come when retail grocers will realize that the vast majority of failures in the trade are directly due to uncollectable accounts. Entirely too many retailers will haggle a half afternoon over a few cents a dozen on the price of something they are buying, pat themselves on the back for their business sagacity and then sell ten times as much as the difference he was haggling about, to a man who will never pay him.

The Babcock Estate Company applied for a permit to construct a two-story brick building at the northwest corner of California and Battery Sts., to cost $102,000.

PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but SAPOLIO goes on steadily. That is why you should stock

HAND SAPOLIO

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Wholesale Price List.

EACH DEPARTMENT OF OUR PRICE LIST IS CHECKED UP AND CORRECTED EVERY WEDNESDAY BY M. J. BRANDENSTEIN & CO., A. SCHILLING & CO., J. A. FOLGER & CO., SUSSMMAN, WORMSER & CO., J. H. NEWBAUER & CO., GUGGENHIME & CO., TILLMANN & BENDEL, WELLMAN, PECK & CO., HAAS BROS., CUDAHY & CO., ARMOUR & CO., WIELAND BROS., ROETHLISBERGER & GRASSOFF, GOLDEN GATE CRACKER CO., WHITTIER-COBURN CO., W. P. FULLER & CO., STANDARD OIL CO., HOOPER & JENNINGS, M. PHILLIPS & CO., PACIFIC COAST BISCUIT CO., PACIFIC VINEGAR & PICKLE WORKS, HEYMAN-WEILL CO., AND SCHWABACHER-FREY CO., EACH FIRM TAKING THE DEPARTMENTS ASSIGNED, AS LIST INDICATES.

No claim is made that this Price List contains an ironclad schedule of rates—good for a week. No such schedule could be obtained, even on actual cash sales. These prices are solicited for publication, and represent, at the time of going to press, the average prices demanded by the general run of jobbing houses for average amounts of goods on average conditions of purchase. Persons with cash, or undoubted credit, always get special low rates.

Subscribers will confer a favor by pointing out to us any particularerror or omission.

	COL.
Abalones	18
Ammonia, Laundry	25
Anchovies	17
Asparagus	10
Ax Handles	48
Axle Grease	43
Bacon	11
Bar Sugar	2
Barrels	51
Barrel Covers	51
Basins	51
Baked Beans	10
Baking Powder	20
Bags (paper)	43
Barley, Pearl	23-25
Baskets	48
Bath Brick	43
Beans, Canned	10
Beef, Barreled	12
Beef Extracts	38
Benzine	29
Binder Twine	47
Blacking, Shoe	46
Bloaters	16
Bluestone	43
Bluing	25
Borax	25
Boullon Capsules	33
Bowls	48
Brooms	48
Breakfast Foods	21-22
Brushes	48
Butter Ladles	51
Candies	30
Candles	43
Canned Fish	17
Canned Fruits	5-6-7-8
Canned Meats	13-14
Canned Soups	38
Canned Vegetables	10
Can Openers	48
Covers	33
Cards, Playing	52
Carpet Sweepers	48
Castile Soap	27
Castor Oil	29
Catsups	37
Catsups (bulk)	39-40-41-42
Cayenne, Russian	15
Cereal Coffee	33
Cereal Laxative	45
Cereals	21-22-23-24
Cheese, Par. & dom.	15
Cherries, Maraschino	33
Cheroots	54
Cheese Safes	48
Cigarette Papers	54
Chewing Gum	31
Chicory	1
Chimneys	50
Chloride of Lime	27
Chocolate	37
Chutney	33
Cider	34
Cigarettes	55
Citron	36
Clam & Clam Juice	18
Clam Chowder	18
Clothes Lines	48
Clothes Line Pulleys	48
Clothes Pins	48
Coal Oil	29
Cocoa	33
Cocoanut	34
Codfish	15
Coffees	1
Coffee Extracts	1
Coffee Mills	
Condensed Milk	34
Condiments	41-42
Corks	49
Cordago	44
Corn, Canned	10
Corn Starch	28
Cottolene	34
Crackers	31
Cranberry Sauce	8
Cream of Tartar	20
Currants	5
Curry Powder	
Cuttle Bone	44
Demijohn	49
Dishes, Wooden	51
Door Mats	49
Dried Fruits	5
Drops and Lumps	30
Dry Paints	29
Dust Pans	49
Dusters	49
Dyes	17
Egg Food	44
Egg Beaters	51
Envelopes	52
Evaporated Milk	34
Extracts, Beef	33
Extracts, Flavoring	19-20
Extracts, Syrups	4
Farin. Goods	21-22-23-24
Figs	5
Fine Cut Tobacco	53
Fish and Cheese	15
Fish (canned)	17
Smoked	17
Fish Potted	17
Flavoring Extracts	19-20
Flour	21
Fly Paper	44
French Mustard (bulk)	19
Fruits, canned	9-10-11-12
Fruits, dried	5
Fruit Wax & Strings	47
Fruit Jars	44
Faucets	49
Fruit Jar Caps	43
Fruit Jar Rubbers	44
Gasolene	29
Gelatine	35
Ginger, Preserved	19
Glue	44
Gum, Chewing	31
Ham	11
Herring	16
High Grade Smoking Tobacco	53
Honey	6
Hops	35
Horseradish	41
Ink	52
Insect Powder	41
Ironing Boards	49
Jams	7-8
Jars	44
Jellies	7-8
Lanterns	31
Lamp Burners	49
Lamp Chimneys	50
Lamp Wicks	51
Lantern Globes	51
Lard	12
Laundry Materials	25
Laundry Starch	28
Lard Oil	29
Lead Pencils	52
Lemon Squeezers	50
Lemon Sugar	35
Lemon Juice	35
Linseed Oil	29
Liquid Bluing	25
Lobsters, Canned	18
Lozenges	35
Lubricating Oil	29
Lye	25
Macaroni	21
Mackerel (salt)	10
Mackerel, fins	17
Maple Sugar	
Maple Syrup	3
Marmalade	
Marischino Cherries	33
Matches	45
Meals	21-22-23-24
Meats (canned)	13-14
Memo Books	52
Milk (condensed)	34
Mince Meat	8
Mixed Candy	30
Molasses	2-3
Mops and Handles	50
Mouse Traps	51
Mucilage	52
Mushes	21-22-23-24
Mushrooms	36
Mustard (dry)	19
Mustard (bulk)	42
Neatsfoot Oil	29
Nest Eggs	51
Nuts	6
Oil Cans	51
Oils	29
Olives	35
Olive Oil	36
Oysters	18
Pails	50
Paints, Dry	25
Paper Bags	43
Paper, shelf	43
Paper, Toilet	45
Paper, Wrapping	44
Paprika	19
Paraffine Candles	43
Pastes	23
Peanut Butter	36
Peas (canned)	10
Peels	36
Pens, Steel	52
Pencils	52
Pepper	19
Pepper Sauce	41
Pickles	39-40-41-42
Pigs' Feet	1
Pineapples (canned)	9
Playing Cards	52
Plug Tobacco	54
Plum Pudding	36
Polish, Metal	44
Polish, Shoe	45
Polish, Stove	46
Pork and Beans	10
Pork, Barreled	12
Potato Mashers	51
Potted Fish	22
Preserves	7-8
Provisions	11
Prunes	8
Raisins	6
Relishes	41
Rice	23-24
Rolling Pins	51
Rope	44
Sago	23
Salad Oil	36
Salad Dressing	36
Saleratus	26
Salmon (salt)	16
Salmon (canned)	17
Salsoda	27
Salt	36
Sardines	18
Salt Fish	15
Salt Meats	11
Saratoga Chips	37
Sauces	37
Sauces (bulk)	41
Sauerkraut	37
Seeds	47
Steel Pens	52
Sheep Dip	47
Shelf Paper	50
Shell Fish	18
Shoe Dressing	47
Shoe Brushes	48
Shrimps	18
Smoked Fish	15
Smoked Tobacco	53
Snuff	56
Soda and Saleratus	20
Soup	26
Soap, Scouring	27
Soups	36
Spices	19-20
Spittoons	51
Spoons, Wood	51
Sprats	17
Starch	28
Stationery	52
Stick Candy	30
Stogies	54
Stove Polish	46
Sugar	2
Sugar, Maple	3
Syrup	3
Syrup, Extracts	4
Tacks	51
Tapers, Gas	51
Tapioca	23
Teas	1
Tobacco	53
Tobacco Cutters	
Tobasco Sauce	41
Toilet Paper	45
Tomatoes	10
Tomato Catsup (bulk)	39-42
Tooth Picks	51
Traps	51
Truffles	37
Tubs	50
Turpentine	29
Twine	47
Twine Holders	51
Twist Tobacco	55
Vegetables (canned)	10
Vermicelli	22
Vinegar	39-40
Washboards	51
Washing Powder	27
Wax	47
Wax Strings	47
Whips	51
White Lead	29
Whiting	
Wicking	51
Willow Ware, etc	48
Window Screen	51
Wringers	51
Writing Paper	52
Wooden Ware, etc	48
Yeast Cakes	38

Department 1

COFFEE, CHICORY, ETC.

This Dept. is corrected by M. J. Brandenstein & Co.; A. Schilling & Co.; J. A. Folger & Co.

Green Coffee.

	In bags	In drums
Mocha, Gen. Arabian	23	25
No. 2	21	23
No. 3		
Mocha Liverato	23	
" Aden	21	
Kona (Hawaiian)	12	16
Mexican	12	18
Java, Common	15	18
Java, brown pln'tion	20	25
Java Mandheling	26	
" Kroe	17	
Caracol, prime w'shd.	13	16
Caracol, ordinary	12	13
Guatemala Prime	15	
" Choice	14¼	
" Good	12½	
Costa Rica Prime	13	
" Choice(La G'nd)	13	
" Good	11¾	
Salvador Washed	13	
" Unwashed	11½	
Caracola Guatemala	15	
" Salvador	13½	

Roast Coffee.

Salvador	15	20
Java	24	31
Mocha Aden	27	31
Prme w'shd. C.A.blnds	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	13
Java Fncy Mndheling	33¼	33¾
" Kroe	25¾	26¼
Mocha Liverato	31¼	31¾
" J. S.	25¼	31¾
Java & Mocha Fancy	32¼	32¾
" No. 2	25½	26
Guatemala No. 1	18	18½
" No. 2	16¾	16¼
Costa Rica No. 1	17¾	18¼
" No. 2	17	18¼
" No. 2	17	17½
" No. 3	15½	16
Kona Fancy	20¼	20¾
" No. 1	16¼	16¾

Private Brands.

Lion, 100-lb

Hills Bros. Arabian Roast .26

Arbuckle's 100-lb. 17.37½

"M. J. B."

"M.J.B.," 60 1's in case .28

"M.J.B.," 30 2's in case .27

"M.J.B." 24 3's in case .25

Schilling's Best Coffee.

In 1-lb cartons, in 25, 50 or 100-lb cases. Can be assorted as required.

5-star	.36¼	1-star	.18¾
4-star	.29¼	2-star	.22¾
3-star	.25¾		

Folger's Golden Gate Coffee.

100 or 60, 1-lb tins	.31
50 or 30 2-lb tins	.30
30 or 30, 2½-lb tins	.30
70 or 12, 5-lb tins	.30

Never sold in bulk

Chicory.

California	05½
Belgian No. 2	.07
Belgian, No. 1	.07¾

Coffee Extracts.

Bulk, per lb	.07
Vienna, ¼'s, 10-lb. bx	.25
Vienna, ⅛s, 10-lb. bx	.25
Ackermann's, ½-gross bxs, gross	4.00

1

Department 2

This Dept. is corrected by M. J. Brandenstein & Co., A. Schilling & Co., J. A. Folger & Co.

Japan.

TEAS.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	.56	74
Fancy	.44	55
Choicest	.39	43
Choice	.34	38
Fine	.24	33
Fair	.22	24

Green China

(Gunpowder Imperial or Young Hyson)

Extra Fancy	.56	76
Fancy	.38	46
Choicest	.35	37
Extra Choice	.32	34
Fine	.25	31
Fair	.20	25

English Breakfast.

Extra Fancy	.67	80
Fancy	.51	66
Choicest	.35	50
Choice	.24	30
Fine	.20	22
Fair	.15	20

Oolong.

Extra Fancy	.58	$1 50
Fancy	.50	57
Choicest	.36	48
Extra Choice	.33	35
Fine	.27	32
Fair	.22	26

Ceylon and India.

Broken Orange Pekoe	.36	65
Broken Pekoe	.33	56
Orange Pekoe	.31	53
Pekoe	.27	46
Pekoe Souchong	.24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz, Cartoons. Never in bulk)

Japan, per lb	$0.45
do. 1 crown	.90
do. 2 crown	1.80
English Breakfast	.45
do. 1 crown	.90
do. 2 crown	1.80
Ceylon	.45
do. 1 crown	.90
do, 2 crown	1.80
Oolong	.45
do, 1 crown	.90
do, 2 crown	1.80

TREE TEA.

(Full weights only.)
Packed in 1 lb. and ½ lb. cartons.

Japan	37½	E. B Congou	37½
Oolong	50	Gunpowder	45
Ceylon	37½	Or'ntal Blnd.	37½

Folger's Golden Gate Tea.

	6-oz.	8-oz.	12-oz.	16-oz.	5-lbs.
Japan	43	42	41½	41	41
English Breakfast	43	42	41½	41	41
Ceylon	46	45	44½	44	44
Oolong	48	47	46½	46	46
Gunpowder	46	45	44½	44	44
Black and Green	43	42	41½	41	41

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Department 3.

This Dept. is corrected by Sussman, Wormser & Co., J. H. Newbauer & Co.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c; half barrels, 25c; boxes, 50c; 50-lb. bags, 10c.

Fruit Granulated	5.45
Dry Granulated, 100-lb sack	5.45
Beet Granulated	5.35
Confectioners' A	5.45
Cube	5.70
Crushed	5.60
Candy Granulated	5.55
Magnolia A	5.05
Extra C	4.95
Golden C	4.85
"D" Sugar	4.75
H. & E. Crystal Dominos	8.85
Bar, Barrels	6.95

California & Hawaiian Sugar Refining Co. Additional per 100 lbs: In bbls. and 50-lb bags, 10c more; 1 oz, doz...$1.10|2 oz, doz.. 1.75 half bbls. 25c more; boxes 50c more; for all grades:

Granulated Basis	5.45
Powdered	5.55
(A) Crushed	5.70
Berry	5.50
Extra Fine Granulated	5.45

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Coarse Dry Granulated	5.45
Confectioners' (A)	5.45
Confectioners' Crystal	5.55
Cubes	5.70
Bricks	5.70
Beet Gran., 100-lb bags only	5.35
Excelsior (A)	5.05
Extra (B)	4.95
Golden (C)	4.85
Yellow (D)	4.75

C. and H. "Higrade" Bar.

In 100-lb sacks	$5.55
30-lb. boxes	6.05
10-lb. tins, 10 in case	7.90
35-lb. tins	7.25
40-lb. tins	7.25
Barrels	5.65
Half barrels	5.80

Long's Peerless XXXXXX

Do. bbls	6.95
Do. ½ bbls	7.20
Do. 4-lb. tins, cases	8.50
Do. 35-lb. tins, 10 in case	8.40
Do. 10-lb. tins, 10 in case	9.05
Do. 8-lb. tins, 8 in case	9.05
Do. 30-lb. boxes	7.70

For Bakers' and Confections' Use.

Barrels	$6.25
Half bbls	6.50
Boxes, 30 lbs. each	7.10

"Old Manse."

Gal. tins, ½ dz to case, dz	$14.00
½ Gal tins, 1 dz to case, dz	7.50
Quart tins, 2 dz to case, dz	4.25
Pint tins, 4 dz to case, dz	2.50
Jacket Cans, bulk, per gal	1.00
Glass Qts, 1 dz to case, dz	4.50
Glass Pts, 2 dz to case, dz	2.75

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MAPLE SYRUP.

Log Cabin Maple Syrup.

Gallons, per doz	$1
Cans	
Half-gals, per doz	
Quarts, per doz	
Pints, per doz	
Bottles	
Quarts, per doz	
Pints, per doz	
Jackets, per gal	

Log Cabin Pen-O-Che Syrup

Cans	
Gallons, per doz	$1
Half-Gals., per doz	
Quarts, per doz	
Pints, per doz	
Bottles	
Quarts, per doz	
Pints, per doz	
Jackets, per gal	

MAPLE SUGAR.

Toboggan Brand Maple Sugar.

30 1-lb blocks (cases)	$
60 ½-lb blocks (cases)	

Maltese Cross Brand Maple Sug

Ass't'd ¼s, ½s, 1s, per case	$
Scalloped Cakes, 100 to case	

Syrup Extracts.



2 oz, doz	3.00	16 oz, doz	1
4 oz, doz	5.25	32 oz, doz	3
8 oz, doz	9.75	Gals, each	1

Crescent Oil of Mapleine.

1-oz., doz	2.70	2-oz., doz	
8-oz.,	15.00	4-oz., doz	
16 oz, doz	27.00	32 oz, doz	4
Gals, each	15.00		

Hardesty's Maple Extract.

MOLASSES.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS 5 G	3½ G	4 G	CASES 10 G	20 ½G	¼G
Fancy Open Kettle									
Pickaninny	.52	.54	.57	2.98	2.72	2.42	6.90	7.60	5.28
Belmont Plantation	.47	.49	.52	2.73	2.50	2.22	6.40	7.10	4.98
St. Clair Plantation	.41	.43	.46	2.43	2.22	1.98	5.80	6.50	4.62
Centrifugal									
Oak Grove	.37	.39	.42	2.23	2.05	1.82	5.40	6.10	4.38
St. Mary's									
Baking Molasses									
Hawaiian Island, Genuine.	.32	.34	.37	1.98	1.82	1.62	4.90	5.60	4.08
Cane									
Black Strap	.19	.21	.24	1.33	1.24	1.10			
	.17	.19	.22	1.23	1.15	1.06			

TABLE SYRUPS.

	Bbl. 54 G	½ bbl 34 G	¼ bbl. 17 G	JACKETS 5 G	4½ G	4 G	3 G	KITTS 2 G	1 G	CASES 2 G	1¾ G	1½ G	20 1-G	20 ½G	
Saratoga Drips, made from pure granulated sugar, packed: 12-1's, $6.28	.52	.54	.57	2.98	2.97	2.42	1.86	1.28	.72	1.34	1.21	1.08	6.90	7.60	5.2
High Grade Sugar Syrups. (Pure White)															
White Sugar Drips	.47	.49	.52	2.73	2.50	2.22	1.71	1.18	.67	1.24	1.12	1.01	6.40	7.10	4.8
(Delicious Flavor)															
Perfecto	.44	.46	.49	2.58	2.36	2.10	1.62	1.12	10 1-gal. Jackets, crtd. per Crate, $6.4						
Sugar Syrups															
New Butter Scotch	.45	.47	.50	2.63	2.41	2.14	1.65	1.14	.65	1.20	1.09	.98	6.20	6.90	4.8
Victor	.40	.42	.45	2.38	2.18	1.94	1.50	1.04	.60	1.10	1.01	.90	5.70	6.40	4.5
Golden Gate	.38	.40	.43	2.28	2.09	1.86	1.44	1.00	.58	1.06	.97	.87	5.50	6.20	
Cooking Syrups															
Carnation Drips	.34	.36	.39	2.08	1.91	1.76	1.32	.92	.54	.98	.90	.81	5.10	5.80	
Golden Drips	.25	.27	.30	1.63	1.51	1.34	1.05	.74	.45	.80	.73	.68	4.20	4.90	
Special Table Syrup										CASES					
Heliotrope	.38	.40	.43	2.28	2.09	1.86	1.44	1.00	.58	Round Friction Top Pail					
								6 10-lb Tins, per case							$3.1
								24 3-lb Tins, per case							3.5
								12 5-lb tins, per cse							3.4

MAPLE SYRUPS.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS. 5 G	4½ G	4 G	CASES 10 1 G	20 ½ G	24 ¼ G
Woodlawn, made from pure maple sap in the groves at Beauce, Canada, and 1's also packed: Cases: 12-1's, $13.44; 6-1's, $6.72; 12-½'s, $7.14; 24-¼'s, $8.10; 24-⅛'s, $5.10. Bottles: 12 qts, $4.60; 24 pts, $4.90.	.95	.97	1.00	5.13	4.66	4.14	11.20	11.90	8.10
Deer Lodge	.85	.87	.90	4.63	4.21	3.74	10.20	10.90	7.2
New England	.77	.79	.82	4.23	3.86	3.42	9.40	10.30	7.02
Canada Sap	.67	.69	.72	373	3.41	3.07			

5 6 7 8

Department 4.

DRIED FRUITS, NUTS AND HONEY.

This Dept. is corrected by Guggenhime & Co., Tillmann & Bendel.

(Add ¼c for 50-lb. boxes and ½c for 25-lb boxes).

Apples.

Sundried, sacks 7
Evap. Fancy, 50-lb boxes.... 8½
Evap. ex. choice, 50-lb box.. 8
Evap. choice, 50-lb, box.... 7½

Apricots.

	1907 Crop
Choice Sacks	22
Fancy Sacks	23
Fancy, 25-lb. boxes	25

Blackberries.

In boxes, per lb.....none

Cherries.

Pitted, in boxes, per lb.....35
Unpitted, in boxes, per lb .12½

Currants.

In bbls 09½
Recleaned, in bbls.....10½
Recleaned, 25-lb boxes.....11¼
Recleaned, 50-lb boxes.....11
Recleaned, 1-lb carts.....11¾
Recleaned, 12-oz carts..... 10¾

Dates.

Fard, 14-lb, per lb.....11
Persian, 65-lb case.....07

FIGS (California)

Black, sacks 04½
Black, 25-lb boxes, per box..1.25
White, bags 04½
White, 10 1-lb. brks., pr box 65 90
White, 50-½s 2.00

FIGS (Imp. Smyrna.)

box ..... .90
Choice, 5-lb. bx., per lb....16

Nectarines.

	1907 Crop
White	16
Red	16

Peaches.

Choice, sks. 11| Fancy, sks..12½
Ex Ch'ce,sks|11½

Pears.

Choice, ¼s, in sacks.....10½
Ex. choice, ½s, in sacks.....10
Fancy, ½s, in sacks.....13

Plums.

Unpitted ... Pitted,black.11
Pitted, blchd11½|100s-110s ..

Prunes.

	Sks.	bx. 25-lb.
30-40s	8¾	9¼
40-50s	7¼	7½
50-60s	6	6½
60-70s	5½	6
80-90s	5	5½
90-100s	4¼	5

in cases of 125-lb tins.....
in cases of 12 5-lb tins...

Raisins.

	Box	½s	¼s	50lb.
6 Cr. Layers..	3.50	2.75	....	....
5 Cr. Layers..	3.00	3.25	3.50	....
4 Cr. Layers				1.90
3 Cr. Layers				2.00
2 Cr. Layers				2.25
4 Cr. Loose				.10½
3 Cr. Loose				.10
2 Cr. Loose				.09½

Fancy Clusters, 1-lb cart per doz .....
Fancy Clusters, 5-lb cart per case .....
Unbichd Sultanas, 50-lb.... 8
Thompson's bleached Sult. seedless, 50-lb 11
Bleached Sult., sdlss..... 9
Seedless Muscatels, 50-lb cases 7¾
R. R., 36 16s 10½
Blue Bell, 50 1s (seeded)....10¼
Seeded, 12 oz. cartons.....10½
Seeded, 12 oz cart..... 9
Seeded, bulk, lb.....11

NUTS.

Almonds, Fancy, I. X. L....18
Almonds, choice soft shell Drake 16
Almonds, shelled, No. 1.....45
Almonds, shelled, No. 2.....35
Almonds, shelled, Jordan Imported .....
Almonds, Jordan, Dom....
Brazils, 160-lb sacks.....18
Chestnuts, Italian 20
Cocoanuts, per 100.....4.50 5.00
Filberts, 175-lb sack.....14
Peanuts, California 06
Peanuts, Japanese 08
Peanuts, Eastern,hnd pickd..6 6½
Peanuts, roasted 8 9
Pecan, polished 18-20
Pine .....
Walnuts, soft shell, bleached.15½

HONEY.

Pure white sage, 2 5-gal tins, per lb..... .8
Light Amber, 2 5-gal tins .... per lb 7½

White Clover (stained.)

5-gal. tin, per lb..... .07½
2 dz 2-lb jars, per case.... 8.00
2 dz 1-lb jars, per case.... 4.25
24-qt. cans, per case..... 7.00
12 ½-gal. cans..... 6.60
6 1-gal. cans..... 6.00

Glass.

	Per Doz
Tumbler, 8 oz., 4 doz in case	1.25
Oval pints, 4 doz in case....	1.25
1-lb glass jars, 2 doz in case	2.25
1-lb glass jars (with comb..	2.50

Department 5.

This Dept. is corrected by Wellman, Peck & Co.; Haas Bros.

JELLIES, JAMS AND PRESERVES.

	Griffon 16-oz. Jars		Cutting 16-oz. Jars		Rose No. 2 Tins.		Rose Picnic Tins		Tumbler Jelly 4-doz.Case
	Preserves	Jam Pure	Jam Pure	Jelly Blended	Jam Pure	Jelly Blended	Jelly Pure	Jelly Blended	Jelly Blended
Apple	....	2 35	....	2 00	....	1 60	....	92½	90
Apricot	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Apricot Marmalade	2 35	....	....	....	1 85	....	....	....	....
Blackberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Currant	2 35	2 35	....	2 00	....	1 60	97½	92½	90
Fig	2 35	....	2 00	....	1 85	....	97½	....	....
Gooseberry	....	2 35	....	2 00	....	1 60	....	92½	90
Lemon	....	2 35	....	2 00	....	1 60	....	92½	90
Loganberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	....	90
Orange	2 35	2 35	....	2 00	1 85	1 60	97½	92½	90
Orange Marmalade	2 35	....	2 00	....	1 85	....	97½	....	....
Peach	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Damson	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Green Gage	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Quince	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Raspberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Strawberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Assorted Regular	2 35	....	2 00	2 00	1 85	1 60	97½	92½	90
Assorted Berries	2 35	....	2 00	2 00	1 85	1 60	97½	92½	90

COMB

Water White, 24 1-lb frames..16
Light Amber, 24 1-lb frames..14
Water White, 24 1-lb frames..15

BEESWAX.

Pure 30-31

Long's Preserves.

Guaranteed absolutely pure.
(Packed 2 doz. in case)

	Per Doz.
Strawberry, Logan Berry, Blackbeery, Raspberry, Pineapple ,Pear, Fig Cherry	$3.50
Peach, Apricot Plum , Quince, Orange	3.20
Assorted	3.30
Spiced Figs	3.70
½ gal. jars, 6to cs, pr cs	7.50
30-lb pails, per pail	6.00
15-lb pails, per pail	3.80
16-oz. glass jars, 2 dz .to cs, per doz	2.25

Long's Jams.

30-lb pails, per pail..... 3.75
15-lb pails, per pail..... 2.00

Standard Jams.

Tumblers, 4 doz to case, doz. .95
Tumblers, 2 doz to case, doz. 1.10
30-lb kits, per kit..... 2.20

Long's Jellies.

In Crystal Top Glass Tumblers
Guaranteed Absolutely Pure
(Packed 2 Doz. in Case)

All Varieties, per doz....$2 00
30-lb pails, per pail..... 3 20
15-lb pails, per pail..... 1.80

Standard Jelly.

Tumblers, 4 doz to case, doz. .90
Tumblers, 2 doz to case, doz. 1 05
30-lb Kitts, per Kitt... 1 10
15-lb Kitts, per Kitt..... 75

Cranberry Sauce.

Long's Peerless Brand.

Bbls, lb.... 9 30-lb Kitts,lb10
½ bbl., lb.. 9¼ 15-lb Kitts lb10¾
¼ bbl., lb.. 9½

Mince Meat.

Long's Peerless Brand.

Bbls., lb....11 30-lb pails lb11¾
½ bbl., lb..11¼ 15-lb pails lb12

DEPARTMENT 7.

This Dept. is corrected by Haas Bros.; Wellman, Peck & Co.

Canned Fruits

2½ lb Ex.	2½ Ex.	2½ Ex. Std.	2½ Std.	2½ Scnd.	2½ Wtr.	2½ Pie	KIND	Gal Ex. 3-lb Grd.	Gal. Ex. 2½-lb Grade.	Gal. Ex. Std.	Gal. Std.	Gallon Water.	Gallon Pie
2 50	1 80	1 65	1 50	1 30	1 15	1 15	Apples	....	....	4 00	3 50	....	3 25
3 00	....	2 00	1 65	1 80	1 00	....	Apricots	6 50	6 00	4 50	....	....	....
....	....	....	....	....	....	....	Apricots, peeled	7 50	6 50	....	....	....	....
....	....	....	....	....	....	....	Apricots, sliced	....	....	....	....	....	....
....	....	....	....	....	....	....	Assorted	....	....	....	....	....	....
3 00	2 15	2 05	1 75	1 65	....	....	Blackberries	....	....	4 25	4 00	3 75	....
....	....	....	....	....	....	....	Cherries (Royal Anne)	....	....	....	....	....	....
....	....	....	....	....	....	....	Cherries (White)	....	....	....	....	....	4 50
....	....	....	....	....	....	....	Cherries (Black)	....	....	5 25	4 60	....	4 00
....	1 35	1 20	1 10	95	90	90	Grapes (White Muscat)	....	....	3 50	3 10	2 50	2 75
....	1 60	....	1 25	1 10	....	....	Nectarines	....	....	....	....	....	....
2 80	....	....	....	....	....	....	Peaches (Yellow)	7 75	7 25	4 60	4 25	....	3 75
3 00	....	....	....	....	....	....	Peaches (Lemon Cling)	7 75	7 00	....	5 00	....	3 75
3 00	....	....	....	1 40	....	....	Peaches (Lemon Cling Sliced	7 75	7 00	5 75	5 00	....	....
....	....	....	....	....	....	....	Peaches (White Heath)	....	....	5 25	4 75	....	3 75
2 80	....	....	1 55	....	....	....	Peaches (White Heath Sliced)	....	....	....	....	....	....
3 50	2 50	2 25	1 90	1 35	....	1 25	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	....
2 50	1 45	1 20	1 10	95	90	1 15	Plums (Green Gage)	....	....	....	....	....	....
2 50	1 45	1 20	1 10	95	90	1 15	Plums (Egg)	5 00	4 25	3 50	3 25	2 75	3 00
2 50	1 45	1 20	1 10	95	90	1 15	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 75	3 00
2 50	1 50	1 25	1 15	1 05	95	1 15	Plums (Damson)	5 00	4 25	3 50	3 25	2 55	3 00
....	....	....	....	....	....	....	Raspberries	....	....	....	....	....	....
....	....	....	....	....	....	....	Strawberries	....	....	....	....	....	....
....	....	....	....	....	....	....	....	....	....	....	....	....	....
....	....	....	....	....	....	....	....	....	....	....	....	....	....



Swift's Premium Hams and Bacon

Swift's Premium Hams and Bacon can always be depended upon. They are carefully selected and sell readily with a good profit. Every Ham and Bacon U. S. Inspected and Passed.

Swift & Company, U. S. A.

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Pine Apples.

	Per Doz
Johnson's Columbia	
2's sliced, 2 doz. in case	2 30
2's grated, 2 doz. in case	2 30
1's sliced, 4 doz. in case	1 15
1's grated, 4 doz. in case	1 15
Gal. coreless, 4½ lb to tin, ½ doz. in case, per lb	16
Gal., grated, 7lb to tins, ½ doz. in case, per lb	16
2's sliced, Baltimore, 2 doz case	2 25
1's cocktail, Baltimore ovals, 4 doz. case	1 25
Hawaiian.	
Extra sliced, 2 doz, 2½s	2.50
" " 4 doz. 1s	none
" grated, 2 doz, 2s	2.25
" " 4 doz, 1s	1.40
	Per doz
Standard, sliced, 2½s, 2 doz	2.00
" " 2s, 4 doz	none
" " 1s, 4 doz	1.35
Chunks, 2s	2.25
Whole, 2½s, 2 doz	2.00
Grated, 2s, 2 doz	1.75
" 1s, 4 doz	1.25
" gals, ½ doz	6.25
Singapore.	
2 lb sliced.. 1.7522-oz., doz	48.00
1-lb sliced.. .952½ whole..	2.25

Department 7.

This Dept. is corrected by **Sussman, Wormser & Co., Wellman, Peck & Co.**

CANNED VEGETABLES

Asparagus.

Mammoth	5.50
Large White	5.00
Medium White	4.75
White Tips	4.50

Beans

Stringless Extras	
Blue Lake, none	
Blue Lake, gal., none	
String, 2 lb, Standard	1.10
String, gal., Standard	5.00
Lima, soaked	1.00

Baked Beans

Fancy Eastern	$
1-lb Tall tins	50
2-lb Tall Tins	80
2½-lb Tall tins	1 00
3-lb Tall tins	1 10

Corn

2s Maine, per doz	$1.35
Gallon, cut, Maine, per doz	5.50
Gallon, cob, Maine, per doz	5.50

10

Iowa, per doz	.90
5 case lots, Iowa	.85
2s Extra Fine Sifted	1.65
Succotash.	
Standard Maine	1.35
Peas	
Petit Pois	2.00
2s Extra Fine Sifted	1.75
Standards	1.35
2s, Soaks	.90

Tomatoes

3s, Solid Pack	1.40
3s with peppers	1.45
2½s, Solid Pack	1.25
2½'s, Solid Pack with peppers	1.35
2½s, Standard	1.15
Gallon Standard	3.50
Gallon, Solid Pack	4.00
Gallon Puree	3.25

Miscellaneous

Artichoke 2½s	$ ..
Carrots, 2s	1.
Cabbage, 2s	1.1
Turnips, gal	4.00
Spinach, 2s	1.35
Spinach, gal	4 00
Beets, 2s	1.05
Hominy, Great Western, 3s	1.15
Pumpkin and Squash, gal	2.50

You Help

BETTER TRADE

CONDITIONS

When You

PLACE AN AD

In the

ADVOCATE.

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Department 8.

PROVISIONS.

HAMS.

Eastern Standard, 17-18	.17
" " 15-16	.17
" " 12-14	.17¼
Picnic Hams	.10½

Boiled Hams

Skin on	.24½
Skin on	.25½

Breakfast Bacon

Eastern Standard, 6-8	.22
" " 8-10	.20
" " 10-12	.19

English Cured Bacon

Eastern Cure, 8-10	.18
Eastern Cure, 8-10	.18½

Dry Salt Bacon

Clear Medium Bacon	.15¼
Clear Light Medium	.15¼
Light Belly	.16½
Extra Light Belly	.17½
Bacon Backs	.15¼
Bacon Bellies	.15¾

Dry Salt Meats

Sides	.14
Bellies	.14¾
Backs	.13
Fat Backs	None

Barreled Pork

	Bbls.	½-bbls
Spare Ribs	$	
Family Pork	21.50	11.25
Clear Pork	24.00	12.50
Big Pork	26.50	13.75

Barreled Beef

Mess Beef	10.00	5.50
Family Beef	10.50	5.75
Ex. Family Beef	11.00	6.00
Beef Tongues	23.00	12.00

Pigs Feet

Tierces, about 300 lb	$18.00
Barrels, about 200 lbs	13.50
½ bbls, about 80 lbs	5.50
Kegs, about 25 lbs	2.50
Kits, a bout 15 lbs	1.25

12

Pure Leaf Lard

Tierces, about 350 lbs net	12
½ bbls, about 100 lbs	12¼
80-lb Wood Tub, 80-lbs, net	12¼
60-lb Wood Tub, 60 lbs, net	12¼
20-lb Wood Tubs	12¾
50-lb Cans, one to a case	12¼
20-lb Cans, 4 to case	12¾
10-lb Cans, 6 to a case	12¾
5-lb Cans, 6 to a case	12⅞
3-lb Cans, 20 to a case	13

Golden Gate Lard.

Tierces, about 370 lb net	12
½ bbls, about 150 lb net	12¼
50-lb cans, 2 to case	12¼
20-lb cans, 4 to case	12¼
10-lb lb cans, 6 to case	12¾
5-lb cans, 12 to case	12⅞
3-lb cans, 20 to case	13
20-lb wood bkts	12¾
60-lb tubs	12¾
80-lb tubs	12⅞

Compound Lard

Tierces, about 360 lbs, net	09¾
50-lb Cans, 1 to a caes	10
10-lb Cans, 6 to a case	10½
5-lb Cans, 12 to a case	10⅝
3-lb Cans, 20 to a case	10¾

"Arrow" Compound.

Tierces, about 370 lb net	9¾
50-lb tins, 2 to case	10¼
½ bbls, about 150 lb net	10¼
50-lb tins, 1 to case	10¼
20-lb tins, 4 to case	10½
10-lb tins, 6 to case	10¾
5-lb tins, 12 to case	11
3-lb tins, 20 to case	11
20-lb wood bkts, 20 lb net	10¾
60-lb wood bkts, 60 lb net	10¼
80-lb wood [illegible] lb net	10⅛

Suetene.

50-lb Cans	None

Beechnut Packing Co.

Beechnut Sliced Bacon and Beef in Glass.

1 doz No. 1 Jars	$3.25
Erie Brand Chipped Beef in Glass, 1 doz No. 1 Jars	2.60

5 case lots, less 5 per cent.

Department 9. CANNED MEATS.

This Dept. is corrected by Cudahy & Co.

ALL PRICES ARE PER DOZEN	No. ½ Tins 4 doz in case	No. ¼ Tins, 2 doz in case	No. 1 Tins, 2 doz in case	No. 2 Tins, 1 or 2 doz in case	No. 6 Tins, 1 doz in case	No. 14 Tins, ½ doz in case	No. 1 Tins, 1 doz in case
Corned Beef			1 25	2 25	7 50	16 75	
Roast Beef			1 25	2 25	7 50		
Roast Mutton			1 55	2 60			
Brisket Beef				2 75			
Boiled Beef			1 25	2 25	7 50		
Chipped Beef (in tins)		1 25	2 10		20 00		
Sliced Beef (in glass)		1 40	2 40				2 40
Sliced Beef (in tins)		1 35	2 35		22 00		
Sliced Beef (in glass)		1 50	2 50				2 50
Chip Beef (in Tins)		1 85					
Brawn			1 25	2 25			
Pigs' Feet			1 40	2 60			
Corned Pork			1 25	2 25			
Lunch Tongue		1 65	2 75				
Sheep Tongue		1 45	2 35				
Lambs' Tongue		1 45	2 35			No. 1½	
Luncheon Tongue						5 50	
Sliced Bacon (in tins)							2 50
Sliced Bacon (in glass)		1 55					2 55
Deviled Ham (Genuine)	85	1 50					
Potted Ham (Genuine)	85	1 50					
Potted Tongue (Genuine)	85	1 50					
Potted Meat (Ham Flavor)	40	75			No. 3		
Deviled Meat (Ham Flavor)	40	75			Tins		
Potted Meat (Tongue Flavor)	40	75			1 or 2		
Boneless Chicken		2 60			Dz. in		
Veal Loaf					Case		
Sandwich Loaf		95	1 80		1 80		
Picnic Loaf		95	1 80		1 80		
Chili Con Carne	No. ¾	95	1 80		1 80		
Beafsteak and Onions	95	80	1 30				
Hamburger Steak		90	1 65				
Frankfurter Bratwurst		90	1 65				
Minced Collops			1 80				
Tripe				2 20			
Sweetbreads				1 65			
Vienna Sausage			2 50				
Pork Sausage		85	1 35				
Oxford Sausage			2 35				
Bologna Sausage			2 10				
Sausage and Kraut			1 10				
Stewed Kidneys				2 35			
Corned-Beef Hash		90	1 55				
Lunch Sausage		85					
German Lunch Sausage		1 00					
Ox Marrow				2 90			
Ox Tongue (whole)		No. 1½ 6 25	No. 2 7 50	No. 2½ 9 25	No. 3 11 25	No. 6 20 50	No. 5
Chorizos							10 00

Every Dealer

Who Consults this Department

SELLS CANNED MEAT

It Would Help Your Goods

If He Read About Them

HERE

Department 10. FISH AND CHEESE.

This Dept. is corrected by Wieland Bros.; Roethlisberger & Grassoff.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$18.50
½-lb cans, 2 doz in case	10.00
¼-lb cans, 5 doz in case	5.20
⅛-lb cans, 6 doz in case	2.70
White Label Brand	none

CHEESE

Foreign and Domestic.

	new
New York State Factory	
Cheddars June make	18
Twins, June make	18
October make, Cheddadr's	19½
October make, Twins	19½
Cal. State factory flats	15½-16
Cal. State fctry, Young Am.	17-18
Jack or Monterey	16-17
Brick Cream	20
Limburger, Eastern, lb	18-19
Swiss, imported, lb	30
Domestic Twins, old	23
Roquefort, lb	42
Gouda, per lb	27
Sap Sago	22½
Pineapples, Eastrn, 6 in cs, cs.	3 50
Pineapples, Eastn, 6 in cs, sml	2 50
Holalnd, Edam,med plain, dz	9 50
Holland, Edam, medium in bladders, per doz	9.50 10 00
P'ffr'd Edam, small	34-35 pds per case of 12 9.00
P'ffr'd Edam, med	38-40 f 9.75
Do Edam, large	44-45 10.50

Fancy

Camembert, Brie, Roquefort and Gorgonzola, jars	none
Parmesan C & B, sml bot doz	3 00
Parmesan C & B, lge bot, doz	5 00

Bayle's

Small ½-lb 1-lb. 2½-lb 5-lb Deviled Cheese: $1.00, $2.25, $4.00, $5.00, $9.00

After Dinner Cheese: $1.00, $2.40, $4.00, $4.50, $7.50

Roquefort Cheese: $1.00 ,$2.40, $4.00 ,$4.50, $7.50

MacLaren Imperial Cheese Co., Ltd

Imperial Cheese—	
Club size, 2 doz jars, doz	$1.25
No. 1, size, 1 doz jars, doz	2.80
No. 2 size, ½ doz jars, doz	5.25
No. 3 size, ½ doz jars, doz	10.60
Individuals, 5 doz jars, doz	.85
Roquefort Cheese—	
Small size, 2 doz jars, doz	1.75
Large size, 1 doz jars, doz	3.25
Individuals, 5 doz jars, doz	.85

SALT FISH

Pacific Codfish

Bundles, per lb	4½
Case, selected, per lb	5½
Boneless, 30-lb boxes, lb	6
Boneless, 40-lb boxes, lb	5½
Boneless Stripes, per lb	6
Boneless Blocks, per lb	7
Boneless Tablets, per lb	8½
Boneless Middles, per lb	7½
Boneless Middles, extra,per lb	10½

Eastern Codfish

Gen. Georges, 8 fish to cs	$11 00
Gen. Georges, 12 fish to cs	10.00
Geo. Cur Cod, case	9 50
Geo. Cur. Cod ,40 fish to cs	8.00
Gen. Geo. Middles, 60 fish	15
Gen. Geo. Tablets,36 fish	11½
Gen. Geo. Blocks, 40 fish	11½

Shredded Codfish

Beardsley's shredded, 2 doz. in case	1.00

Norwegian Mackerel

Bloater, 120-130 fish	55.00
Bloater, ½ bbl., 60-65 fish	28.50
No. 1, 150-160 fish	45 00
No. 1, 75-80 fish	23.50
No. 2, 220-240 fish	37 00
No. 2, 110-120 fish	19 50
No. 3, 300-350 fish	28 00
No. 3, 150-175 fish	15.00
No. 4, 400-440 fish, bbl	25.00
No. 4, 200-220 fish	13 50

Irish Mackerel

No. 1, 200-220 fish	none
No. 1, 80-90 fish	none
No. 2, 325-350 fish	none
No. 2, 130-140 fish	none
No. 2, 475-500 fish	none
No. 2, 180-190 fish	none
No. 1, 10-lb kits, 15-16	
No. 2, 20-22 fish	1 30

American Bloaters

Shore Bloaters, 115-120 fish	none
Shore Bloaters, 45-50 fish	none
Extra No. 1, 120-130 fish	none
Extra No. 1, 50-55 fish	none
No. 1, 140-150 fish	none
No. 1, 60-65 fish	none
No. 2, 130-140 fish	28.50
No. 2, 55-60 fish	11.00
No. 2, 140-160 fish	none
No. 2, 60-65 fish	none
No. 2, 160-180 fish	none
No. 2, 70-80 fish	none
No. 2, 180-200 fish	none
No. 2, 80-90 fish	none

In Kits

Extra Mess, 7 to 8 fish each	$3.00
No. 1, kits, 8-9 fish or 15-17 fish	1.40
No. 2, kits, 8-9 or 20-22 fish	1.30

Salmon

King, bbls	none
Oregon Silversides, bbls	13 00
Alaska Red, bbls	13 00
Alaska Red, ½-bbls, 100 lbs	7 25
Alaska Red, kits	1.00
Bellies, bbls	15.00-18.00
Tongues and Sounds, kits 10-lb	1 40
Tongues and Sounds, ½-bbls, 80-lb	11 50

New Herring, Pack. 1906

Holland.

Ex Sictd Mixed, bbls	20.00
" " " ½ bbls	10.50
" " " Keg	1.20
Cheaper grade, mixed, bbl	16.00
" " " ½ bbl	8.50
" " Keg	.90
Ex Selected, Milchner, bbl	22.00
" " " ½ bbl	11.50
" " " Keg	1.35
Cheaper, Milchner, bbl	18.00
" " ½ bbl	9.50
" " Kegs	1.00
Labrador, round, 160 fish	5.50
Labrador Split, per ½ bbl	6.50
Pacific, ½-bbl	8.00

WIELAND BROS.

309-311 DAVIS STREET, SAN FRANCISCO.

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

17

Smoked Fish

Neptune, Brand, 100s	$2.85
Neptune, Brand 50s	1.60
Dainty Brand, 50s	2.25
Bloaters, Grim., 100 box	$3.00
Bloaters, Grim., 50 in box.	1.75
Bloaters, Cromarty	3.00
Yarmouth, 100 in box	
Halibut, chunks	.15
Herring, boxes, Eastern	.20
Herring, boxes, Washington	.20
Herrings, Neptune, boneless, boxes of 10s, net	1.35
Moir's Selected Red Herrings, 100's	1.90
Moir's Selected Red Herrings, 50's	1.25
Salmon, per lb	.10 20

Beardsley's.

Herring, boneless, tins, doz	1.50
Herring, boneless, small, doz	1.00
Herring, boneless, vacuum tumblers, 2 doz in case	1.95
Finnan Haddies, 30-lb boxes, per lb	13½

Potted Fish.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy Bloater Paste	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	.75
Ditto, fancy pots	4.75
Kippered Herrings	1.90
Kippered Herrings, Meirs	1.90

Department 11.

CANNED FISH.

This Dept. is corrected by **Sussman, Wormser & Co.; Tillmann & Bendel.**

	Doz.
Anchovies, in oil, 2 doz ½ pts., in glass, doz	5.00
Anchovies, 2 doz, ¼ pts, dz	3.00
Bloaters, Yarmouth C. & B. doz	4.50
Codfish Balls, 2-lb tins per. doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.35
Eels, smoked, 1-lb, per dz	2.85
Finnan Haddies, 2-lb ovl.	2.25
Finnan Haddies, 1-lb. round, per doz	1.80
Sardelles, imp., ½-lb tins	2.50
Sardelles, imp. in glass	3.00
Sardelles, dom. 1-lb, glss	2 25
Sardelles, Ankers, ⅛ keg	3.00
Sprats	7.50 8.00

Mackerel

1-lb tins, 50 in a case

2-lb tins, 2 doz. in a case	
Gold Label, 1-lb tins	1.50
P. & W., 2-lb soused	2.75
P. & W., 2- lb mustard	2.75
P. & W., 2-lb tomato	2.75
Underwood, 2-lb soused	2.85
Underwood, 2-lb tomato	2.85
Underwood, 2-lb mustard	2.85
Los Angeles, 2-lb soused	2.55
Los Angeles, 2-lb tomato	2.55
Los Angeles, 2-lb mustrd	2.55
Mt. Desert, 2-lb soused	2.25
Mt. Desert, 2-lb tomato	2.25
Mt. Desert, 1-lb soused	1.35
Blueback, 1-lb, fresh	1.10
4 doz., 1s, flat, oval	1.80
4 doz., flat, square	1.40

Crescent Mackerel

Soused, 18-oz tins, doz	$1.80
Tomato, 18-oz tins, doz	1.80
Mustard, 18-oz tins, doz	1.80

Mackerel in Oil.

Bezler's	3.00 4.00
Lemarchand	5.00 7.00

Salmon

Alaska Red, 1-lb tins, doz	$1.25
Alaska Red, 2-lb	none
Alaska Pink, 1-lb. tins	.95
Alaska Flats, 1 lb	none
Oregon Red, 1 lb	none
Oregon Red 2 lb	none
Oregon Pink, 1 lb	none
Oregon Pink, 2 lb	none
Oregon Flats, 1 lb	none
Columbia Riv, 1lb tls	none
Columbia Riv, 1 lb flats	none

18

Sardines.

	Per case
French, ¼s, 18 m.m	9.50
" ⅛s, 22 m.m	12.50
Portuguese, ¼s, 18 m.m	9.00
" ⅛s, 22 m.m	9.50
" ½s, 30 m.m	16.00
Norwegian, ¼s 22 m.m	9.50

Sprats.

French, ¼s, 18 m.m	8.50
" 22 m.m	9.50

American Sardines

(¼s pkd 100 to cs, ⅜s 50 to cs.)	
¼ in oil, without key	3.80
¼s in oil with key	4.00
¼s in oil, per doz	.50
¼s in mustard, per doz	.60
¼s in mustard, case	3.75
⅜s in mustard, per doz	.95
⅜s in mustard, case	3.25

SHELL FISH.

Abalones

4 doz in cs, with shells, cs 6.00

Clams and Clam Juice

	doz
Doxsee Clams, 1-lb tins	$1.85
Doxsee Clams, 2-lb tins	2.75
Doxsee Clam Juice, 1-lb	.90
Doxsee Clam Juice, 2-lb	1.60
B&M Lunch Clams, flat	1.37½
Underwood Clams, 1-lb	1.05
Underwood Clams, 2-lb	1.65
P. & W. Clams, 1-lb tins	1.35
P. & W. Clams, 2-lb tins	1.65
Oxford Clams, 1-lb tins	.95
Oxford Clams, 2-lb tins	1.50
P. & W. Clam Chowder	2.25
Burnham's Clam Bullion, qts.	
Burnham's Clam Bullion, pts.	4.50
Burnham's Cl'm Bullion, ½ pts	2.40

Crabs.

½s flat, 4 doz, per doz	2.25
Minced, ½s flat, 4 doz	1.25
Picnic, 1s, 4 doz	1.15
" 2s, 2 doz	1.75

Lobsters

	Doz
Picnic talls, 4 doz, per doz	3.00
Picnic flats, 4 doz, per doz	2.80
½-lb. flats, 4 doz, per doz	2.60
¼-lb flats, 4 doz, per doz	1.40

Oysters

Oysters, Selects, 12 oz	$3.25
Oysters, Selects, 6 oz	1.75
Oysters, Standard, 10 oz	2.35
Oysters, Standard, 5 oz	1.35
Oysters, Standard, 8 oz	2.10
Oyster, Standard, 4 oz	1.15

Shrimps.

Shrimps, pickled, 1-lb	$1.25
Dunbar's Picnics, 1-lb, doz	1.25
Pride of the Gulf, 1-lb, doz	1.25
Dunbar's 1½-lb, doz	2.25
Pride of the Gulf, 1½ lb., dz	2.25
Pickled Shrimp, 1-lb, doz	1.30

The Advocate

has the

Largest Circulation

of

Any Trade Paper on the

Pacific Coast.

19 20

Department 12.

SPICES AND FLAVORING EXTRACTS.

Schilling's Best Spices — Nature's Best.
Square Tins. Never Sold in Bulk.

Small, medium, large size have sifting tops except Mustard.

	Small size per doz.	Medium size pr doz	Large size per doz	Ex.Large size pr doz	Hotel size pr tin
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.80	1.35	2.40	4.00	.85
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	1.35	2.30	4.35	7.75	2.00
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
White Pepper	1.00	1.85	3.50	6.00	1.20
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	**6 doz.**	**4 doz.**	**2 doz.**	**2 doz.**	**1 doz.**
Gross Weight	**21 lbs.**	**24 lbs.**	**23 lbs.**	**38 lbs.**	**54 lbs.**

Folger's Golden Gate Ground Spices.
High Grade—High Price.

Net Weight	⅛-lb per dz 4 doz to cs	¼-lb per dz 4 doz to cs	½-lb per dz 2 doz to cs	1-lb per dz 2 doz to cs	2½-lb per dz 2 doz to cs	5-lb per dz 1 doz to cs
Pepper	.75	1.15	2.15	3.65	.29	.28
Mustard	.75	1.15	2.15	3.65	.29	.28
Ginger	.75	1.15	2.15	3.65	.29	.28
Allspice	.70	1.10	2.05	3.50	.28	.27
Cinnamon	1.30	2.25	4.25	8.15	.65	.64
Cloves	.90	1.50	2.75	4.95	.40	.39
Cayenne	.90	1.50	2.75	4.95	.40	.39
White Pepper	.95	1.55	2.85	5.10	.41	.40
Nutmegs	1.60	2.65	5.15	9.75	.71	.70
Mace	1.75	2.90	5.40	10.25	.75	.74
Sage	.65	1.05	1.95	3.35	.21	.20
Thyme	.70	1.25	2.35	4.35	.32	.31
Marjoram	.85	1.40	2.60	4.80	.38	.36
Savory	.70	1.25	2.35	4.35	.32	.31

This Dept. is corrected by **A. Schilling & Co.; Tillmann & Bendel.**

In Original Packages.

Pepper, Black	14	18
Pepper, White	25	30
Ginger	13	19
Ginger, Gen Jam	15	21
Cinnamon, Ceylon	22	25
Cassia	16	24
Cassia	16	64
Cloves	20	36
Allspice	10	17
Nutmegs	30	65
Mace	80	90
Laurel Leaves, in bales		07
Lalrel Leaves, in small lots,		10

Paprika.

1 oz, doz	1.00	16 oz, doz	7.75
2 oz, doz	1.50	2½-lb tins	
4 oz, doz	2.75	5-lb tins	
8 oz, doz	4.50	Bulk, lb	

MUSTARD.

Colman's, ¼s, per lb	.52
Colman's, ½s, per lb	.48
Colman's 1s, per lb	.48
Colman's 5s, per lb	.43
Durkees ⅛s, per doz	.65
Durkees ¼s, per doz	1.30
Schilling's Best, small	.75
Schilling's Best, medium	1.20

Prepared.

Louit Freres, per doz	2.25
Imitation Freres, per doz	.70
Dusseldorfer, 1 doz pts, case	1.60
Eddy's Salad, small	.90
Eddy's salad, medium	1.35
Eddy's large	2.00
Webbs, 2 doz. cs	.135
Heinz, 2 doz. cs	1.25

FLAVORING EXTRACTS.

Schilling's Best.

Triple Strength, Pure and Uncolored, Sprinkling Tops.
Full Measure. Never sold in bulk

	Lemon and Others	Vanilla and Rose		Lemon and Others	Vanilla and Rose
1 oz	1.30	1.80	8 oz	7.25	11.00
2 oz	2.00	3.00	16 oz	14.00	21.50
4 oz	3.75	5.75	32 oz	27.00	42.00
6 oz	5.50	8.50			

Folger's Golden Gate.
High Grade—High Price.

	Vanilla and Rose		Lemon and Others
1 oz	1.60	1 oz	1.25
2 oz	2.50	2 oz	1.85
4 oz	4.75	4 oz	3.45
6 oz	6.75	6 oz	4.75
8 oz	9.00	16 oz	12.00
16 oz	16.50	32 oz	23.00
32 oz	32.00	8 oz	6.50

Department 13.

BAKING POWDER, ETC.

This Dept. is corrected by **Hooper & Jennings; Tillmann & Bendel.**

Royal.

	1 cs	5 cs	10cs
¼ lbs cans	$1.38	$ 1.36	$ 1.34
6 oz. cans	1.92	1.89	1.87
½ lb. cans	2.57	2.52	2.50
12 oz cans	3.82	3.75	3.72
1 lb cans	4.95	4.85	4.80
2½ lbs cans	11.65	11.40	11.28
3 lb cans	13.60	13.34	13.20
5 lb cans	22.35	21.90	21.68

An extra discount of 1 % if packed in barrels.

Trophy

4 oz., doz	1.10	2½ lb, doz	9.00
8 oz., doz	2.00	5 lbs., doz	18.00
16 oz., doz	3.50	10 lbs, doz	31.50

Sun Baking Powder

16 oz, doz	$3.90	4 oz, doz	1.20
8 oz, doz	2.20		

Schilling's Best.

Never sold in bulk.

4 oz, gr	16.50	½ lb., doz	10.50
6 oz, gr	22.50	3 lbs, doz	12.00
8 oz, gr	28.00	4 lbs, doz	16.00
12 oz, gr	41.00	5 lbs, doz	20.00
16 oz, gr	53.00	10 lbs, doz	39.00

Folger's Golden Gate.
Guaranteed Pure.

4 oz, gr	16.00	2½ pat, dz	10.00
6 oz, gr	22.50	3 pat, dz	12.50
8 oz, gr	28.00	4 pat, dz	16.00
12 oz, gr	41.00	5 pat, dz	20.00
16 oz, gr	53.00	10 pat, dz	39.00

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CRESCENT.

	Per doz		
¼-lb tins..	.65	3-lb tins...	5.50
½-lb tins..	1.25	5-lb tins...	9.00
1-lb tins...	2.00		

Rumford Baking Powder.

Case 2 dz.No.½ cans dz,22 lbs $1.40
Case 1 dz.No.1 cans, dz, 20 lbs 2.80
Case ½ dz.No.3 cans,dz,26 lbs 7.50
Case ½ dz.No.5 cans,dz,42 lbs 12.50
Less 5 per cent in 5 case lots.
1 case ½'s or 1's free with 10 case lots.

K. C.

16 oz., dz..	.90	50 oz., dz..	4.25
15 oz., dz..	1.35	80 oz., dz..	6.50
25 oz., dz..	2.15		

Pure Cream Tartar.

100-lb bbls	.27	5-lb tins,dz	2.65
60, 25-lb bx	.28	1-lb tins,dz	5.50
5-lb tins,lb.	.40		

SODA.

Churches ,A. & H., 30 or 60 1's	.05¼
Same, 60 ½s	.05½
Dwight's Cow Brand, 60 1s	.05¼
Same, 60 ½s	.05½

(12-oz. pkg. ½c more; 8-oz. package ¼c more; 5 cs lots, ¼c less.)

Department 14.

FARINACEOUS GOODS.

This Dept. is corrected by **Hooper & Jennings; Wm. Cluff Co.**

Miscellaneous Flours

California Family	5.00
Cal. Baker's Extra	5.00
Rye Flour	5.00
Rye Meal	5.00
Graham	4.50
Whole Wheat	4.50
Colonial	5.20
Sperry's	5.20
Gluten	5.50

Quaker Oats Co.

Quaker Oats, 36 2s	$3.90
Scotch Oats, 36 2s	3.90
Banner Oats, 30 5s	5.00
Saxon Oats, 20 5s	4.75
Zest, 20s	4.50
Apetizo, 24s	3.00

EGG-O-SEE CEREAL CO.

Egg-O-See, 36 1s, per case..	2.85
E-C Corn Flakes, 36 1s, case	2.85
5 case lots either	2.75

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DEL MONTE MILLING CO.

Del Monte Rolled Oats, wood,	7.25
Del Monte Rolled Oats,, sacks, 2 90-lb	6.75
Alta Mills Rolled Oats, wood.	6.75
Alta Mills Rolled Oats, sacks, 2 90-lb	6.25
Del Monte Rolled Wheat,wood	4.30
Del Monte Rolled Wheat, 2 75-lb sacks	3.80

Case Goods.

	Per case
Self-raising Buckwheat Flour 20 cartons, 3½ lbs	$4.00
24 cartons, 3 lbs	4.00
40 cartons, 1¾ lbs	4.00
Cal. Flapjack Flour, 36 2s..	4.00
Semola or Nutty Grains, 20 cartons, 4 lbs	3.60
Cal. Cream Flake Oats, 36 2s	3.60
Primrose Wheat, 36 2¾s	3.85
Farina, 24 cartons, 1-lb	1.80

American Milling Co.'s Cereals.

	Per Bbl.
Colonial Ex. Cream Rolled Oats, 180 lbs., (wood)	$7.25
180 lbs., 90-lb sacks	6.75
150 lbs., wood	6.00
Pacific Brand Rolled Oats,180 lbs. (wood)	6.75
180 lbs., 90-lb sacks	6.25
Bohemian Rolled Oats, 180 lbs. (wood)	6.00
180 lbs., 90-lb sacks	5.50
Colonial Pearl Rolled Wheat, 150 lbs. (75-lb sacks)	3.80
Colonial Granulated Hominy, 200 lbs (wood)	7.75
Colonial Steel Cut Oat Meal, 200 lbs. (wood)	8.25
Brewster's Pat. N. Y. Buckwheat Flour,200 lbs(wood)	8.25
Colonial Pearled Hominy, 200 lbs. (wood)	7.75
Colonial New Process Buckwheat Flour,200 lbs(wood)	8.25

Case Goods.

Colonial Ex. Cream Rolled Oats, 36 2-lb pkgs	$3.75
Colonial Self-Raising Buckwheat Flour, 24 3-lb pkgs	3.80
Pettijohn's Breakfast Gem, 2-lb pkgs. to case	3.25

(All prices net.)

STERILIZED MEALS IN CARTONS PUT UP BY LOCAL MILLS.

ALL NET	Carton	Net Case	Rt'l Pr Pkg.
Buckwheat Flour	36-2 lbs.	$3.65	15c
Buckwheat Flour	20-5 lbs.	4.85	30c
Corn Meal, White or Yellow	36-2 lbs	2.35	10c
Corn Meal, White or Yellow	20-5 lbs.	3.20	25c
Cracked Wheat	36-2 lbs.	3.60	15c
Cracked Wheat	20-5 lbs.	4.60	30c
Graham Flour	36-2 lbs.	3.85	10c
Graham Flour	20-5 lbs.	3.90	25c
Hominy, Large	36-2 lbs.	3.60	15c
Hominy, Large	20-5 lbs.	4.60	30c
Hominy, Small	36-2 lbs.	3.60	15c
Hominy, Small	20-5 lbs.	4.60	30c
Oat Meal, Granulated	36-2 lbs.	3.65	15c
Oat Meal, Granulated	20-5 lbs.	4.60	30c
Steel Cut Oatmeal, A. B. C.	36-2 lbs.	3.75	15c
Steel Cut Oatmeal, A. B. C.	20-5 lbs.	4.85	30c
Pearl Barley, 1, 2, 3	36-2 lbs.	4.75	20c
Pearl Barley, 1, 2, 3	20-5 lbs.	6.20	40c
Rice Flour	36-2 lbs.	3.60	25c
Rice Flour	20-5 lbs.	4.60	55c
Rye Flour	36-2 lbs.	3.60	15c
Rye Flour	20-5 lbs.	4.60	30c
Rye Meal	36-2 lbs.	3.50	15c
Rye Meal	20-5 lbs.	4.50	30c
Split Peas, Yellow or Green	36-2 lbs.	4.45	15c
Split Peas, Yellow or Green	20-5 lbs.	5.70	40c
Whole Wheat Flour	36-2 lbs.	3.00	10c
Whole Wheat Flour	20-5 lbs.	3.85	25c
Gluten Flour	36-2 lbs.	4.30	15c
Gluten Flour	20-5 lbs.	6.00	40c
Farina	36-2 lbs.	3.95	15c
Farina	20-5 lbs.	5.35	30c
Lightning Tapioca	24-1 lb.	2.00	15c
Cardinal Crushed Oats, Premium	20-5 lbs.	4.15	

The Advocate is the LARGEST EXCLUSIVE Retail Grocery JOURNAL west of CHICAGO.

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MISCELLANEOUS PACKAGE CEREALS.

Capital Mills Rld Oats,36 2s	3.60
36 2s	3.60
Grape Nuts, 1 & 2 doz, per dz	1.35
doz	1.35
Breakfast Gem, case 3 doz	3.25
Wheatine, 36 2s, per case	3.30
Germea, 20 4-lb. pkgs, per case	4.10
Germea, 20 2-lb. pkgs per case	3.20
Flaked Rice, 24 1's	3.00
Dr. Price's Wheat Flake Celery Food per case	2.85
Hecker's Farina, 24 2s, case	2.00
Pillsbury's Best Cereal Vitos, 36 2s	5.10
Cream of Wheat, 36 2's	5.25
Crespo, 36 2's	2.75
Snow Flake, 36 2's	2.80
Malta Vita, 36 1's	4.00
Our Mother's Mush, 36 2s	2.80
Twin Bros. Mush, 36 2s	2.80
H. H Robbins, Cr'mry Bkfst 36 2s	2.80
Carnation Wheat Flakes 20 5s	4.70
A B C Breakfast Wheat 72 2's	5.00
A B C Breakfast Wheat 36 2's	2.60
Nutro, 9s	2.80
Wheaton, 9s	5.20
Morning Meal, per case	2.80

Pancake Flours.

Uncle Sam, 36 2s	3.25
Encore, 36 2s	3.75
Grape Nuts, No. 22, per doz	1.35
Olympic Wheat Hearts, 20 5s	4.75
Olympic Wheat Hearts, 36 2s	4.75
" Pancake Flour,20 5s	4.75
" Cake Pastry Flr, 20 5s.	4.75

H. O. Cereals.

	Case
H-O Buckwheat, 2 doz. 3-lb pkgs, per case	3.75
H-O Pan Cake Flour, cse.	3.90
H-O Oats ,24 2's, per cs.	3.15
Korn Kinks, 36 2s	3.00
Force	4.50

1 set dishes free with 5 cases Force.

Freight paid on country shipments of H. O. goods up to 25c per cent on 5 case lots.

RALSTON MILLS.

Ralston Breakfast Food 36 2s	4.50
Ralston Barley Food, 36 2s	4.25
Ralston Health Oats, 36 2s	4.50
Ralston Hominy Grits, 36 2s	4.25
Ralston Health Crisp 36 2s	2.75
Ralston Select Bran, 24 3s	2.50
Ralston Pan Cake Flour 36 2's	3.75
Ralston Whole Wheat Flr 4 ¼s	5.50

Capitol Mills.

	Per Bbl.
Ex Cream Rld Oats, 180 lbs.	$7.25
Ex Cream Rld Oats, 180 lbs. (90-lb. sacks	6.75
Rolled Oats, 180 lbs.	6.75
Rld Oats, (90-lb. sks), 180 lbs	6.25
Rolled Oats, 180-lb. bbls.	6.00
Rolled Oats, 90-lb. sacks	5.50
Pearled Rld Wheat,150 lbs	4.30
Pearled Rld Wheat (75-lb. sacks), 150 lbs	3.80
Granulated Hominy, bbls.	7.75
Pearled Hominy, bbls.	7.25
New Process Buckwheat Flour, bbls	8.25
Steel-Cut Oatmeal, "A" (fine) "B" (medium), "C" (coarse) bbls	8.25
Brewster's Pat. New Process Buckwheat Flour, bbls.	8.25

	Per Case
Self-Raising Bckwheat Flour 20-3½-lb. pkgs, in cases	3.80
Self-Raising Bckwheat Flour 24-3 lb. pkgs, in cases	3.80
Farina, 24 1-lb. pkgs in cases	1.60
Mills Ex. Cream Rld Oats, 36 2-lb. pkgs in cases	3.60
Pan-Cake Flour,36 2-lb. pkgs in cases	3.50

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Farinaceous Goods in Sacks

Manufactured by Local Mills.

Per 100 lbs. in 10-lb. sacks.

Buckwheat Flour, Plain	$4.00
Buckwheat Flour, Self-Raising	5.40
Corn Meal, Yellow	2.75
Corn Meal, White	2.75
Cracked Wheat	3.50
Entire Wheat Flour	3.20
Flaked Pearl Wht,7-lb&10-lb	3.20
Hominy, small	3.60
Granulated Hominy	3.80
Oatmeal, plain	4.10
Oatmeal, extra	4.30
Oatmeal, steel-cut	4.30
Pearl Barley, No. 1	5.4
Pearl Barley, No. 2	5.40
Pearl Barley, No. 3	5.40
Split Peas, Yell..o....w	5.0
Split Peas, Green	5.00
Rice Flour	7.20
Rolled Oats, 7-lb & 10 lb	4.30
Rye Flour	3 40
Wheat Meal	3.40
Pearl Barley, No. 1, 25 and 50-lb. boxes	5.40
Split Peas, Yellow, 25 and 50 lb. boxes	5.00
Split Peas, Green, 25 and 50-lb. boxes	5.00

25-lb. sacks deduct 10 cents per cwt. from price of 10s.

50-lb. sacks deduct 20 cents per cwt. from price of 10s.

PASTES

Imported.

Crown Macaroni, 25 1s, pr pkg	12
" Spaghetti, 25 1s, pr pkg	.12
" Vermicelli, 25 1s, pr pkg	12

Imported Style.

Bellac Macaroni, 25 1s, pr pkg	.10
" Spaghetti, 25 1s, pr pkg	.10
" Vermicelli, 25 1s, pr pkg	.10
" Alphabet, 25 1s, pr pkg	.12
Wash. Macaroni, 25 1s, pr cse	1.90
" Spaghetti, 25 1s, per cse	1.90
" Vermicelli, 25 1s, pr case	1.90

Golden Egg.

Macaroni, 48 ½s, per case	1.80
Alphabets	
Spaghetti, 48 ½s, per case	1.80
Vermicelli, 48	1.80
Noodles, 48 small, per case	1.80
Noodles, 24 large, per case	1.80

Marwelli.

Macaroni, cs 4 dz, No. 1 car, dz	$1.20
Spaghetti,,cs 4 dz,No. 1 car, dz	1.20
Vermicelli, cs 4 dz, No. 1 car, dz	1.20
Alphabets,cs 4 dz, No. 1 car, dz	1.20

Straight or assorted on

No. ½, Extra, per box	.20
No. 1, Extra, per box	.35
No. 1, Extra, 25 lbs	1.10
No. 1, Extra, 50 lbs	2.10
No. 1, Extra, 100 lbs	5.00
Rice, 25	
Queen's Taste, 12 3s	2.20

Sago and Tapioca.

Pearl Sago	
Pearl Tapioca	
Flake Tapioca	
Minute, 36-¾	
Instantaneous, 50-1s	5.50
Instantaneous, 36-¾	2.75

Department 15.

RICE.

M. J. Brandenstein & Co.

Japan Style, Fancy Head	
" Broken	
" M. J. B.,Double Diamond	
Fancy Head	
Extra Fancy, Japan	

25

Louisiana Tengue..... 5.12½
Louisiana Japan Banzai 5.30
Hawaiian 4.75 5.00
China, No. 1, per dbl mt..... 6.37½ 6.50
China, Mxd, dbl mt....4.60 4.75
Patna Head 7.00
Caro Head, MJB 40 2s r 20 5s 7.00
Imp. Japan MJB 40 2½-lb... 6.50
Imp. Japan MJB 10 5-lb.... 6.50
Japan Table Queen, 33 3-lb 5.62½
Japan Tble Queen, 40 2½-lb 5.62½

M. Phillips & Co.

Hermosa, Ex. Fancy 2½ & 5-lb 7.10
Fiesta, 2½ and 5-lb..... 6.75
Ex. Fancy Carolina..... 7.00
Fancy Carolina .....6.00 to 6.50
Hawaiian .....5.40 to 5.75
Satsuma No. 1 Imp. Japan.. 6.25
Toyokome 6.00
Togo 5.85
Higo 5.50
Mikado 5.35
Texas Japans .....4.85 to 5.85
China No. 1 .....5.85 to 6.90
China No. 2 .....4.35 to 5.15

W. T. Wellsch & Co.

Samurai, La. Japan.....$5.10
Fuji, La. Japan..... 5.50
Fuji Yama, La. Japan..... 5.65
W (circle), La. Japan..... 5.75
Snow White, Caro. Head..... 6.65
Mardi Gras, " " 6.40
Paragon, " " 6.15
Virgin, " " 2½ & 5 7.10
Honeymoon " " 2½ & 5 6.95
Natural " " 3's.... 6.40
Mascot " " 5.65
Tiffin, Caro. Head..... 5.40
Best Yet, Japan 3s..... 6.20

Rice Specialties.

Quaker Puffed, 8 doz to case 3.00

Department 16.

LAUNDRY MATERIALS.

This Dept. is corrected by J. H. Newbauer & Co.; Tillmann & Bendel.

AMMONIA

Greer's Washing Ammonia

First grade absolutely pure. 180 Beaume Strength.

Pints, 2 doz to cs, per doz..$1.65
Qts, 1 doz to case, per doz.. 2.70
½ Gal., ½ doz to cs, per doz. 4.50

Greer's Toilet Ammonia

Lavender and Violet

Pints (2 doz .to cs)..$2.50 pr dz

Parson's Household Ammonia (Neutral.)

Pts., 2 doz to case, per doz..$ 1.75
Qts., 1 doz to case, per doz.. 2.65
½ gals, 1 doz to case, per doz 4.50

Washing Ammonia

Standard Grade

Pts, 2 doz to case, per doz..$ .80
Qts, 2 doz to case, per doz.. 1.10

Bluing, Ball

Nuremberg, A, ½s, per lb. .35
Do A. D., ½s, per lb.... .27½
Do A. C. R., ½s, per lb.. .22½

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Crown

German ¼s per lb...12½ 13
Do ¼s, per lb....14½ 15
Deschamp's French, 1's per lb 27½
Do ½'s, per lb....28½

Bluing, Liquid

Common, pts, 3 dz to case.. .35
" qt, 2 doz to case.. 1.25
" ½ gal, 1 doz to case 2.50

Borax

20-Mule Team, 1's cs of 2 doz $2.25
20-Mule Team, 12-oz cs of 4 doz..... 3.45
20-Mule Team, ¼'s cs of 8 doz 3.84
(Less 5 per cent in 5 case lots;
Lump, 25 lbs in box..... .09
Powdered, 25 lbs in box.... .09

Chloride of Lime

Brookman's, 1's per lb....7¼
Do ½'s, per lb.....9
Blue Bell, 50 1s, per lb.....6½
Owl, 50 1s.....7

Potash.

Per case
Babbitt's 4 doz in case..... 3.00
American, 4 doz in case..... 3.00

Lye.

Tomson's Red Seal, 4 dz to case 4 00
Tomson's 5-lb 12 to cs.. 4 50
American, 1s, 4 dz in case.. 3.05
Babbit's Lye, 4 doz in case 3 10
Metropolitan 4 dz to cs.. 3 00
" 5-case lots... 2 90
Banner, 1 case, 4 doz..... 3.60
Blue Bell, 48 1s..... 2 85
Jumbo, 48 1s..... 1 90
Golden Star, 4 doz to case.. 2.90
Merry Nickel, case 1.75
Merry War, case 2.85

Sal Soda

California, sacks 1 40
California, bbls 1 50

Department 17.

SOAPS.

This Dept. is corrected by Wm. Cluff Co.; Tillmann & Bendel.

Peet Bros.

Silk Soap $3 35
A. B. Naptha..... 4.20
Crystal White 4.00
Fern 3.30
Lily White (Floating) 3.90
Mechanics, 36 cakes in box.. 2.05
Mechanics, 50 in box (5c size) 1.90
Swansdown, 50 bars in box.. 2.00
Pine Tar, 100 cakes in box.. 3.75
Olive Castile, bx doz, pr gr.. 4.80
Mottled Castile, bx 1 dz cakes 4.80
Pure White Castile, 12, 15 or 20 bars to box 3.10
Spring Blossoms, bx 3, wrpd, gr 4.80
Beau Ideal, bx 3, wrpd, gr.. 5.20
Attar of Roses, bx 3, wrpd, gr 5.20
20th Century Buttermilk, box 3 cakes, wrapped, pr gross 5.00
Elder Flower, bx 1 dz cakes 4.80
Turkish Elder Flower, bx 3, gr 5.20

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Turkish Oatmeal, bx 3, wrpd, gr 5.20
Oatmeal, bx 1 dz cakes, pr gr. 4.25
Witchazel, bx 1 dz cakes pr gr 5.00
Bart'nia Bouquet, bx 3 wrpd, gr 24.00
Sweet Narcissus, bx 3, wrpd, gr. 17.50
La Rosa, bx 3 wrpd, pr gr.... 9.00
Maj'tic Series Heliotrope Jasmine, Jcky Clb, Rose bx 3, wrp 9.00
Japan Bouquet, bx 3, wrpd, gr 9.00
Barbers' Cream, 6 lb bxs, pr lb .20

Standard Soap Co.

Gasene, 100 ..... 4 25
Top Notch, 100 10 oz..... 3.25
Yellowstone, 100 14 oz..... 4 00
Marigold, 100 16 oz..... 4 20
Radio, 100 10 oz 3.00
Magno, 100 10 oz..... 6 00
Gold Medal Borax..... 6 50
Purity, "Floating," 5c size 3 90
Do. 10c size..... 6 25
Do. 10c size, 20..... 1 30
Electric Mineral, 100 16 oz 5 50
Electric Mineral, 20, 16 oz.. 1 15
Peerless Kitchen, 100 10 oz.. 2 85
Peerless Kitchen, 20 10 oz ..... .65

Swift & Co.

Wool Soap, 10 oz., 100s..... 7.00
" " 6 oz., 100s..... 4.00
Witch Hazel (Swift & Co.).. 5.00
Oat Meal (Swift & Co.)..... 5.00
White Ribbon 3.65
Swift's Pride 3.35
Swift's Naptha 4.00
Elko 3.55
Cream Laundry 4.25
Snap, 60, 16 oz..... 2.65
Snap, 100, 8 oz..... 2.25
Special, Grocers' Assmt (sells for $9.00, 80% profit)..... 5.00

Miscellaneous.

Mascot $2.65
Miller's Naphta, 100 14-oz.... 4.35
Mikado, 20 14 oz..... 4.25
Mikado, 20 14 oz..... 1.05
Lenox, 100..... 3.35
Lenox, 20 ..... .75
Ivory, 100 10 oz..... 7.00
Ivory, 100 6 oz..... 4.00
Fairbank's Clairette, 100.... 3.35
Fairbank's Santa Claus, 100.. 3.35
Fairbank's Copco, 100.... 4.00
Fairbanks' Fairy Ovl, 5c.... 4.00
Fairy Oval, 10c..... 7.00
Sunny Monday, 100s..... 4.75



50 large.. 3.50
100 small 4.00

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Lifebuoy, Indry size, 60 cakes.$4.
" Indry size, 30 cakes..
" toilet size, 100 cakes..
" toilet size, 50 cakes..
Sunlight, Indry shape, 100 cks
Welcome, Borax Indry soap.
Cheerful, high grd Indry soap
Monkey Brand, 100 cakes....
Monkey Brand, 50 cakes.....
Babbitt's, 100 .....
Strker's Kitchen, 100s, 8 oz..
Strker's Kitchen, 20s, 8 oz..
Star of Kitchen Sand Soap..
Gem of Kitchen Sand Soap.
Yacht Club Borax, 200s.....
" " " 100s .....
" " " 20s .....
Nun Nicer Borax, 10 oz.....
Blue Ribbon Borax, 7 oz....

The Genuine.



Price, per case.....$4.
Packed 100 bars in Case.

Castile Soap

Notre Dame .....
White Virgin, lb.....
White, Conti .....
Mottled, imported .....

Clover Leaf White 15

SAVON.

Gilt Edge, 100, 16 oz.....$3.
" " 20s .....
Royal, 100, 14-oz.....
" 100 12-oz .....
" 100 10-oz .....
Vermont Long Bar Laundry, 100-lb cases .....
Packed either 100, 80, 40 or bars to case.

Scouring Soap

Bon Ami, 3 dz to cs, per cs.$2
Sapollo, ½ gross box, per bx
Sapollo, hand, ½ grs bx, pr bx

WASHING POWDERS

Gold Dust, 24 3's, per cs.$4
Gold Dust, 100 10 oz....
Swift's Pride, 12 oz.....
Swift's Pride, 24 4s.....
Lavarine, 36 1 lb, pr. cs.
Lavarine, 100 5c pkgs....
Pearline, 100 6 oz pkgs..
Babbitt's 1776, 6 oz.....
Kleeno, 72 1s.....
Kleeno, 24 3s.....
Kleeno, 100 ½s.....

BABBITT'S BRANDS.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!

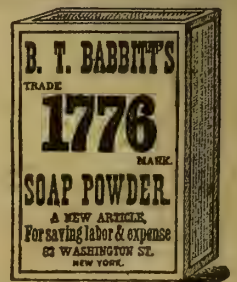


B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 41 CLAY STREET. S. F.

29

Peet's Seafoam, 24 3s..... 3.75
" " 100 12 oz..... 3.75
Grandma's Borax, powdered 24 3s 4.50
" 60 ¾'s 2.40

Department 18.

STARCHES.

This Dept. is corrected by J. H. Newbauer & Co.; Wm Cluff Co.

Kingsford's Oswego.

Silver Gloss 12 6-lb bxs..9
" 40 1-lb pkgs.8½
Corn, 40-lb boxes.....8

NATIONAL STARCH CO.

Lily, Sioux and Niagra Brands.

Corn, 40 1s 6
Gloss, 48 1s.....6¼
Gloss, 12 6lb.....7
Lanudry (bulk), 50s.....5

None Such Brand.

Corn, 40 1s.....6
Gloss, 48 1s.....6
Gloss, 12 6s.....7
Gloss, 50-lb box.....4¾

Log Cabin.

Corn, 40 1s, per lb.....5
Gloss, 40 1s, per lb.....5½
" 12 6s, per lb.....6

Murdoch's Oswego.

Oswego Corn, 40 1s.....7¼
Velvet Gloss, 40 1s 7¾
" " 12 6s 8¼

Blue Ribbon.

Gloss, 48 1s .....
Gloss, 12 6s.....
Corn, 40 12s.....

Miscellaneous

Celluloid, 60 ¾-lb pkgs,pr bx 5 00
Elastic, same, per box..... 5 00
Pop Corn Starch, 40 1s..... 6 50
China, 30s 6.00

Department 19.

OILS, PAINTS, ETC.

This Dept. is corrected by Whittier-Coburn Co.; W. P. Fuller & Co.

Coal Oil

Water White, bulk.....10½
Water White, 150 deg bulk..11½
Special Water White, bulk...12½
Pearl, cases, 2 5s.....17½
Astral, cases, 2 5s.....17½
Star, cases, 2 5's 17½
Ex. Star, cases, 2 5's.....20½
Argo, bulk 19
" case 26
Elaine, cases, 2 5s.....26½
Eocene, cases, 2 5s.....20½

Gasoline and Benzine

86 deg. Gasoline, bulk.....30
86 deg. Gasoline, cases....37½
Benzine, bulk 12
Benzine, cases.....19
Stove Gasoline, bulk.....18
" " case 25
Gasoline, 86 deg., bulk.....30
Same, cases, 2 5s.....36½
Red Crown Gasoline, in bulk.18
Red Crown Gasoline, in cases, 2 5s 25
Motor Gasoline, bulk.....18
Motor Gasoline, in cases, 2 5s.25
No. 1 Eng. Dist. Iron Bbls. or Drums 08½
No 1 Eng. Dist., cases, 2 5s..15½
No. 2 Eng. Dist. Iron Bbls or Drums 07
No 2 Eng. Dist., cases, 2 5s..14
V. M. & P. Naptha, in bulk..92
V. M. & P. Naptha,cases,2 5s.19½

Turpentine.

Strictly Pure, cases, 2 5s....83
" drums of iron bbls..76½

Linseed Oil

Pure, raw, bbls.....55
" boiled, in bbls.....57
" raw, case, 2 5s.....61
" boiled, case, 2 5s.....63

Castor Oil

Baker's AA, cases, 2 5s..... 1.30
No. 1, cases ,2 5's..... .70
2 oz 65
4 oz 90
8 oz 2.00
2 5-gal tins, per gal..... 1.30

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Lard Oil

	Bbl.	Case
Strictly pure	.90	96
Sup. Win., str.	.83	91
No. 1	.75	81
1 oz		.45
2 oz		.55
4 oz		.85

Neatsfoot Oil

Cooper's	.80	85
Extra	.70	75
No. 1	.65	70

Lubricating Oils

	bbls	Case
Star Cylinder Oil	.60	65
Columbia Cylinder	.40	65
Gem Cylinder Oil		..
Ruby Cylinder Oil		..
Star Machine Oil	.30	25
Star Dynamo Oil	.50	55
Star Spindle Oil	.50	55
Star Sep'tor Oil	.50	55
Red Engine Oil	.27	32
600 M Cylinder	.45	50
FFV Cylinder	.80	85
Med. Ruby Eng.	.30	35
Castor Machine	.23	28
Auto-Cylinder	.60	65
Gas Engine	.30	35

Miscellaneous Oils

Union Salad Oil	.70	76
Pure Sperm Oil	.70	75
No. 1 Polar	.40	45
China Nut Oil, ordinary	—	85
China Nut Oil, No. 1	—	90

White Lead

Whittier, in kegs	7¾	8½
Pioneer, " "	7¼	8¼

Dry Paints

English Paris White, bbls.	$1.60
Whiting, barrels	1.20
Prince's Min'l B'wn, bbls.	1.65
Yellow Ochre	1.50 1.65
Eng. Ven. Red, bbls.	1.50 1.75

Department 20.

This Dept. is corected by Pac. Coast Biscuit Co.

CANDIES.

Lozenges

5-lb. boxes)

XXX Peppermint, pals.13 .16
Thin Peppermint..... .16
TT Peppermint ..... .16
Musk, fluted, pails.... .22
Cinnamon, Lemon, Sassafras, Rose..... .18
Midget fruit ..... .20
Conversation and hrts. .15
Liliput Conv. & herts.. .17
Midget Conv. Lozenges. .18
Crown T. T. Loz, 24 5c pkgs .80
Aurora Lozenges, 24 5c pkgs .80
Cough Troaches, 5-lb bx .25
Eagle Wafers, Peppermints ,Wintergreen.. .25

Mixed Candy

(30-lb pails)

Plain Mixed 9
Royal Mixed.....12½
Grocers' Mixed.....10½
Yankee Mixed 13
American Mixed.....13
Fancy A Mixed 15
Fancy C. Mixed.....14½
French S. Mixed 16
French No .1 Mixed.....18
French Extra Mixed.....20
Lady Mixed 15
Broken Mixed..... 9

Steam Panwork

Anise Seed 22
Aromatic Cachous.....18
Assorted Berries.....16
Assorted Dragee.....14
Assorted Imperials.....16
Assorted Small Sceds....22
Bird's Eggs 17
Boston Baked Beans.....17
Burnt Peanuts.....18
Burnt Almonds.....25
Caraway Seed ,smooth....22
Caraway Seed, pearled...22
Celery Seed.....22

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Cinnamon Beans large red15
Cinnamon Beans, imperial17
Coriander Seed, pearled..22
Jelly Beans, palls..12½ 14
Jelly Bird's Eggs.....17
Jelly Cranberries.....17
Jelly Limes.....17
Jelly Raspberries.....17
Jordon Almonds, fine....45
Jordon Almonds ,imitation18
Licorice Beans 15
Red Hots.....25
Ringed Marbles.....16
Sugar Coated Licorice Tablets 20
Sugar Almonds.....25
Sugar Plums.....16

Cream Goods.

(5-lb boxes)

Fondans Creams.....14
Hand Dipped.....20
Hand Dipped, with nuts on....22
Fruit and nut ices.....18
Cream Peppermint.....20
Crushed Fruit Bonbons..32

Chocolates.

(5-lb boxes)

Chocolate, plain.....14
Chocolate ,Hand Made.....20
Chocolate Dipped Bonbons..20
Chocolate Dipped Bonbons with nuts 22
Chocolate ,Climax ,30-lb pails 16
Chocolate Chips 25
Chocolate Nonpareil Drops.20
Chocolate Wafers.....22
Chocolate Cream Tablets 30 in box 1.10

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5 lb tins 28
Occidental Marshmallows, 3 lb tins 30
Dipping Marshmallows, 5-lb boxes 25
Angel Food, 5-lb boxes.. .20
French Nougat, 30 5c slices in box 1.00
Walnut, Apricot ,Spanish Nougat, 5-lb boxes ,lb....25

Sundries.

Opera Carmels ..... .19
Rock Candy ,white & red .15
Rock Candy, brown..... .16
Licorice Drops ..... .20
Licorice Sticks, 16 to lb.. .28
Licorice Tablets, 5-lb box.... 1.25
Licorice Tablets, 24 5c bx .80
Licorice Penny Sticks, 100 in box..... .65
Buttercups, 5-lb tins..... .25

Gum Goods

(5-lb boxes)

A. B. Gum Drops, asstd....9
A. B. Gum Drops licorice 9
A. B. Gum Drops, cryst'zd11
A. B. Bonbons, plain inbls 7
A .B. Bonbons, fancy, inbl 7½
A. B. Bonobns ,fancy, crystalized, 5-lb boxes.....15
A. B. Fruits.....18
Royal Gum Drops.....15
Genuine Gum Drops, hard 25
Jelly Squares ,assorted...14
Bijou Sticks 18
Spiced Jelly Drops.....20
New Turkish Figs.....16
Fig Paste ,plain.....17
Fig Paste, tricolor.....18

Chewing Gum.

	Single	Box
Sweet Heart, per box....		.60
Sen-Sen, 20 pieces.....		.60
Sweet Heart, 20 pieces..		.60
Blood Orange, 20 pieces..		.60
Chiclets, 40 5c pkgs.....		1.25
Chiclets, 10 10c pkgs....		.80
Newton's Pepsin, 20 pkgs....		60
Pearlo, 40 5c package.....		1.00

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Department 21.

CRACKERS.

Animals ..... .12½
Animals Iced ..... .15
Assorted ..... .12
Assorted Extra ..... .14
Assorted ..... .12
Assorted Extra ..... .14
Automobiles ..... .12
Assorted Fingers ..... .15
Boston ..... .09
Butters, Templar ..... .09
Champions ..... .09
Chocolate Wafer ..... .18
Coco Taffy ..... .15
Cocoanut ..... .15
Currant Cakes ..... .12½
Cornhills ..... .11
Cherry Marshmallow .... .18
Cracker Meal ..... .06
Cracknel, plain ..... .22
Creole Belle ..... .16
Dainty Chip ..... .14
Dainty Marshmallow .... .16
Digestives ..... .09
Egg Jumble ..... .14
Fig Bar ..... .14
Fruit, Iced ..... .15
Fruit Biscuit ..... .14
Fine and Dandy ..... .18
Fruit Sultanas ..... .14
Golden Cream ..... .15
Graham Gems ..... .09
Ginger Cake ..... .10
Ginger Nut ..... .11
Graham ..... .10
High Tea ..... .15
Honey Comb, Iced ..... .14
Honey, Frosted ..... .14
Iced Sweets ..... .14
Iced Squares ..... .14
Jennie Lind ..... .12
Lemon Snap ..... .12
La Grand ..... .11
Lemon Biscuit ..... .14
Lemon Wafer ..... .14
Little Egypt ..... .14
Lunch Banquet ..... .14
Lunch, Oakland ..... .09
Lunch, Coast ..... .09
Monitor ..... .09
Marshmallow, Walnut .. .16
Nicuacs ..... .12½
Nicuacs, No. 1..... .11
Orange Wafer ..... .14
Oysteretts ..... .08
Pilot Bread ..... .04
Pretzel ..... .10
Popular, Mixed ..... .12½
Picnics ..... .07½
Pilot, Extra ..... .05
Pretzelletts ..... .11
Pineapple Delight ..... .16
Red Cross Oyster ..... .08
Salien Snowflake ..... .14
Snowflake ..... .14
Seed Cake ..... .12
Salted Fingers ..... .10
Snowball ..... .16
Saloon Pilot ..... .07
Sugar Cookies ..... .12
Soda ..... .06½
Soda, Extra ..... .07
Soda, Saloon ..... .07
Soda No. 1 (5c seller) doz .50
Soda No. 2 (10c seller) .. .08
Soda No. 3 (25c seller).. .20
Soda ..... .06½
Soda Extra ..... .07
Strawberry Wafer ..... .14
Star Butter ..... .09
Vanilla Biscuit ..... .14
Vanilla Snap ..... .12
Wafers, Assorted ..... .16
Walnuts, Marshmallow .. .16
Your Sweets ..... .16
Zephyr Pilot ..... .09
Big Four Snaps, doz..... .50
Railroad Lunch, doz..... 1.00
Gingerette-Lemonettes, doz .50
Chocoletts-Strawberyetts dz .50
Banquet Lunch (cartons). .15
Banquet Lunch, 2-lb tins .60
Saline Snowflake, 2-lb tins .40
Grahams, 2-lb cartons, doz 1.00
Del Monte Tea (carton) dz .75
Water 12½

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Department 22.

FANCY GROCERIES.

This Dept. is corected by Wellman, Peck & Co.

Wellman, Peck & Co.; Haas Bros.

Bouillion Capsules.

Anker's, 10 capsules in box per doz boxes 3.00

BEEF EXTRACT

"Rex," 2 oz per doz..... 4.40
" 4 oz " " 8.00
" 8 oz " " 14.75
" 16 oz " " 27.50
Marshall's 2 oz, per doz.... 2.65
" 4 oz., per doz..... 4.75
Liebig's 2 oz, 32 12s to cs, dz 4.50
" 4 oz,16 12s to cs " 8.40
" 8 oz, 8 12s to cs, " 15.90
" 16 oz, 4 6s to cs, " 29.75
Libby's, 2 oz, per doz..... 4.45
" 4 oz, " " 8.00
" 8 oz, " " 14.00
" 16 oz, " " 26.00

Capers.

Capotes, 1 d in case....1.00 1.50
Nonpareil, small 1.50
Nonpareil, large 2.25
Nonpareil, Imperial qts. 10.00
" , 2 litre... 20.00
" , 4 " ... 37.50

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes ⅛s and ¼s 25
Eagle, 12 1s.....25
Premium, 12 1s 33
Vanilla, 12 ⅛s.....44
Powdered, ¼s, ½s, 1s 12 lb boxes 29
Subject to quantity discounnt.

Ghiradelli's. In paper.

Eagle, 24 1-lb.....22½
Eagle, 12 1-lb.....23
Eagle, 12 ½-lb.....24
Eagle, 12 ¼-lb.....25
Crescent, 6, 5 to lb.....18½
Crescent, 12, 6 to lb.....19½
Cal. Sweet, 6, 6 to lb.....25½
Cal. Sweet, 12, 6 to lb.....24
Monarch, 12 and ½ lb.....27
Monarch, 12, 1-lb.....26
Monarch, 12, ½ lb.....27
Star, 24 1-lb.....19½
Star, 12 1-lb.....20

Ground. In tins.

Ghirardelli's, 12 1-lb.....28½
" 24 1-lb tins 28
" 60 1-lb tins 27½
" 60 3-lb tins.....26
" 30 3-lb tins 26
" 60 10-lb tins.....25½
" 1 35-lb tins 25

In delivery cases.

Ghirardelli's, 60 3-lb tins....26
Venard's, 24 1-lb tins.....21
Venard's, 20 3-lb tins.....20
Miner's, 12 1-lb tins.....23½
Miner's, 24 1-lb tins.....23
Miner's, 20 3-lb tins.....22

COCOAS.

Baker's Bkfst, ½s, 1s and 5s.42
Van Houten's, ¼s and ½s..83
Van Houten's, 1s.....80
Royal Dutch, 12 ¼s.....77
Royal Dutch, 12 1s.....60
Epp's, 14 ½s.....38
Fry's, 12 ½s.....39
Webb's, 6 ½s.....23
Lowney's, 6 ½s.....37
Ghirardelli's Bkfst, 6 ½s....40½
" Bkfst, 12 ½s....40
" Impri, 6 & 12 ½s.52
Miner's Bkfst, 6 ½s 37½
Miner's Bkfst, 6 1-5s.....39
Van Houten's Dutch, 1-lb....65
Van Emgen's Dutch, ½-lb....70
Van Emden's Dutch, ½-lb..75

Cereal Coffee.

Postum, 24 ½'s, per doz....$1.35
Postum, 36 1's, per doz..... 2.25

Chutney.

Bombay, assorted qts.....$6.25
" assorted pts..... 4.00
" Major Grey, qts.... 7.00
" Major Grey, pts.... 4.50

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CIDER.

Mott's boiled, doz qts..... 3.25
Monroe's, champagne, doz.. 2.50
" boiled, doz..... 2.75
Bidwell's, " "..... 2.50

COCOANUT.

Baker's.

Baker's Drifted Snow, pails 14
Bbls, 126 lbs.....13
Brazil shr'ded or Table Talk. long thread, 20-lb pails lb.14
" 150-lb bbls, per lb.13
Table Talk in parchment bgs, cases of 30's, 60½'s or 30½'s and 15 1's.....14½

Schepp's.

Shredded 1-lb pkgs, per lb..23
" ½-lb pail, per lb..24
" ¼-lb pail, per lb..25
" 12 5c pkgs.....47½

Dunham's.

Shredded, 1-lb ppr, per lb...27
" ½-lb ppr, per lb..28
" ¼-lb pksg, per lb.29

COFFEE SUBSTITUTES.

Postum Cereal.

No. 1, 2 dz, sml pkgs, per dz 1.35
No. 3, 3 dz, lrg pkgs, per dz 2.25
No. 0, 1 dz, lrg pkgs, per dz 2.25

CONDENSED MILKS.

BORDEN'S

CONDENSED MILK CO.
All Borden's Brands Guaranteed.



Eagle Brand—
Condensed Milk, 4 doz.... 6.80
Pioneer Brand—
Evaporated Milk (Unsweetened)
Tall Cans, 4 doz..... 4.25
Small Size, 4 doz..... 2.00
Challenge 4.65
Floral 4.50
Rose 4.75

Borden's Malted Milk.

Trial size, pe rdoz..... .90
Small Size 4.00
Large ize 8.00
Hospital Size.....33.00

Alpine Milk.

20-oz, 1 to 5 case..... 4.15
20-oz, 5 to 10 case..... 4.05
20-oz, 10 to 25 case.....
20-oz, 25 to 50 case.....
20-oz, 50 cases or more....
8-oz, 96 to case.....
Gal., 6 to case.....

Carnation Milk.

20-oz, 1 to 4 case..... 4.05
20-oz, 5 to 9 case..... 4.00
20-oz, 10 to 24 case..... 3.95
20-oz, 25 to 49 case.....
Gal., 6 to casé, 10c less.

Miscellaneous.

St. Charles, 4 doz in case....$4.60
St. Charles, 5 case lots..... 4.50
Jersey, 4 doz, per case..... 4.00
Lily 4.25
Highland 4.25
Pet, Fam., 4 doz to case.... 3.35
Baby Pet, 6 doz to case..... 3.00

Cottolene.

	Single cs.	5 cs.	10 cs.	25 cs
Small	....7.25	7.15	7.10	7.00
Medium	...7.25	7.15	7.10	7.00
Large	....7.25	7.15	7.10	7.00

Bromangelon.

(Straight and assorted flavors: Raspberry, Lemon, Strawberry, Orange, Cherry, Chocolate).

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Large, 2 doz, per doz..... 1.20
Small, 3 doz, straight or assorted, per doz..... .90
Silver White Keystone, per dz 1.00
Minute, per doz 1.00
Knox's, per doz.....$ 1.30
Knox's per gross.....15.00
Knox, Acidulated, per doz.. 1.20
Cox's, per doz..... 1.15
Keck's, per doz..... 1.10
Plymouth Rock ..... .90
Plymouth Rock 1.20
(1 doz. free with 3 doz.)
Sheet ..... .35

Ginger Confections.

China, per case of 6 stone jars 2.50
China, Chyloong small stone pots, per doz..... ....
Crystallized glace, ½-lb. tin, per doz..... 2.50

Hops.

No. 1, ¼ lb, 30-lb box, lb.... .30
No. 1, 1 lb, 30-lb box, lb.... .30
Less than 30-lb boxes..... .31

Junket Tablets.

1½ doz in container, per dz .80

Lemon Sugar.

Gilt Edge, 24½s, per doz.. 1.37½
Gilt Edge, 24 1's, per doz.. 1.85

Lime Juice.

Tahita, 24 8 oz, per doz....$1.25
Tahita, short measure, 16-oz. 1.50
Tahita, full measure, 32-oz..2.50
Tahita, bulk, gal..... 1.00

Olives.

Bottled.

Queen Olives, 10 oz, oval,pts, 2 doz 3.00
Fluted Stuffed Olives, 5 oz., 6 doz 1.10
10 oz., oval olives, pts, 2 dz 2.50
Baby Pimolas, 10 oz., 2 doz.. 3.65
Baby Pimolas, 24 18s..... 6.25
Manzanilla, 8 oz, 4 doz.... 1.25
Manzanilla, 5 oz, 4 doz.... 1.10
American Ripe, pts, tin, 2 dz 2.25
American Ripe, qts, 2 doz... 3.75
Old Mission Ripe, pts, 4 doz. 1.80
Old Mission Ripe, qts, 2 doz. 3.25

White Label, 5-oz., Manzanillas.

	Per doz
5-oz., Manzanilla	1.30
8-oz., Queen	1.85
10 oz., Queen	2.35
14 oz., Queen	3.75
22 oz., Queen	5.75
32 oz., Queen	9.00
64 oz., Queen	16.00
5 oz., Stuffed	1.30
10 oz., Stuffed	2.65

Olive Oil.

1 doz qts (California) per dz 8.00
2 doz pts, (California) per dz 4.25
4 doz ½ pts(California) pr dz 2.25
Gallon tins, " each..... 2.50
½ gal. (California) each..... 1.50

Nicelle Brand.

4 doz ½ pts, case..... 9.00
2 doz pts, case..... 8.50
1 doz 22 oz., case..... 9.00
1 doz qts, case..... 8.00

Old Mission.

1 doz qts., case..... 8.00
2 doz pts., case..... 9.00
2 doz ¼ pts..... 4.80

Grogan's Purity Olive Oil.

Qts., 6 to gal, 12 to cs, pr cs. 7.50
Pts., 12 to gal, 24 to cs, pr cs.. 8.00
½ pts., 24 to gal, 48 to cs, pr cs 8.50
Gal. Can, 8 to case, per can.. 2.40
½ Gal Can, 12 to case, pr can 1.30

Mushrooms.

	doz.
Le Court, 100 to case	$3.25
La Forrest, 100 to cs	3.00
Hotel, 100 to case	2.40
Fancy Stuffed, pts	4.00

Peanut Butter.

Heron's 2 doz to cs, per doz 2.40
Imperial, 2 dz, No. ¼,glass,dz 1.10
" 2 dz, No. ½,glass, dz 2.10
" 1 dz, No. 1, glass, dz 3.25

Peels.

Citron, 25-lb box..... .23
Citron, 10-lb box..... .23½
Lemon, 25-lb box..... .15
Lemon, 10-lb box..... .15½
Orange, 25-lb box..... .14
Orange, 10-lb box..... .14½

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Plum Pudding.

Curtice, Individual, doz.....$1.10
" No. 1, doz..... 2.50
" No. 2, doz..... 4.50
" No. 3, doz..... 6.50
G. & D., 1s, 2 doz to cs, dz.. 2.50
" 2s, 12 to cs, doz.. 4.50
" 3's, 6 to case, doz.. 6.50
" 4's, 6 to case, doz.. 8.50
R. & R., Individual, doz..... 1.00
" 1's, per doz..... 2.65
" 2's, per doz..... 4.60
" 3's, per doz..... 7.10

Salad Dressing.

Durkee, small, 2 dz, per doz.. 2.50
" large, 1 doz, pr doz 4.25
" picnic size, 4 dz, pr dz 1.00
My Wife's, 1 doz, 16-oz. case 3.25

Salad Oil.

Tierces, about 50 gal., gal..$ .75
1 gal. tins, 10 to case, gal.... 1.00
5 gal. tins, 1 to case, gal.... .95
½ gal. tins, 20 to case, gal.. 1.10
Quart bottles, 12 to case, doz 2.75
Pt. Bottles, 24 to case, doz.. 1.50
½ pt. bot., 36 case, doz.....

Saratoga Chips.

(Less 5 per cent.)

Bulk, 15-lb box 3.60
Cartons, 6-oz., 24 in case, doz 1.30

SALT.

Cal .Table & Dairy, 75 2's, 60 2½'s, 50 3's, 30 5's, 15 10's and 8 20s, per bale..... 1.75
Do 50-lb bags, ton.....11.00
Leslie's Sterilized, 75 2's, 50 3's, 40 4's, 30 5's, 15 10's, and 8 20s, per bale..... 2.25
Do. 50-lb bags, ton.....11.50
Leslie's, 50s 20.00
Imptd Liverpool, 50s, ton....20.50
" " 100s, ton....19.50
" " 200s, ton....19.00
Genuine Werrington,50s,pr ton20.00

H. R. H. Liverpool.

Bales of 75, 2's per bale....$1.75
Bales of 50 3's, 40 4's, 30 5's, 15 10's 8 20's per bale... 1.75
Bags, 50's, per ton.....11.00

Worcester.

Worcester Dairy,bbl 320 lbs (5 bbls 5.25)..... 5.00
Worcester Dairy, bbl 320 lbs, 10 bbls 4.50
Worcester Table, 140 2s, 100 3s and 60 5s..... 1 bbl 5.50 5 bbl 5.25
Worcester Table,30 10s..5.25 5.00
Worcester Table, 50lb sacks, Irish Linen ..... .90 .85

Rock Salt.

Half-Ground, 100-lb. sks, ton 9.50
" " 50s, ton.....10.00
Stock, 100-lb sack, per ton... 9.00
" 50s, ton 9.50

Package Salt.

Leslie's Sterlized, 48 2's..... 2.75
" " 24 3's..... 2.00
" " 20 5's..... 2.50
" " 50 2's..... 3.60
R. S. V. P., 2s, 24 to case... 2.80
R. S. V. P., 3s, 24 to cs, pr cs. 2.00
R. S. V. P., 5s, 20 to cs, pr cs. 2.50
Log Cabin, 24 2s..... 1.70

Celery Salt.

Durkee's, 1 doz in box..... 1.25

SOUPS.

Anderson's 20 varieties..... .90
Campbell's, 21 varieties..... .90
Snider's, Tomato, 3's..... 2.60
" " 2's..... 1.85
Van Camp's, 21 varieties..... .95
Libby's, 2's, assorted..... 2.35
" 1's, " 1.40
" concentrated, 1's..... 1.00

Franco-American.

	Qts.	Pts.
Mock-Turtle, Ox-Tail, Consomme, Bouillon,Julienne, Vegetable, Beef, Pea..3.15		1.80
Chicken	3.50	2.00
" Gumbo	3.30	2.00
Green Turtle, thick.....	7.00	3.60
" " clear	9.50	....
Mulligatawney	3.50	2.00
Tomato	3.15	1.80
Assorted	3.25	1.85

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Department 23.

PICKLES, VINEGAR, RELISHES, ETC.

This Department is corrected each week by the Pacific Vinegar & Pickle Works.

PICKLES IN BULK

California Home Brand

Uniformly Assorted by Hand and Count Guaranteed.	Sour ½ bbl 32 gal.	Sour ¼ bbl 16 gal.	Sweet ½ bbl 32 gal.	Sweet ¼ bbl 16 gal.
Special Small Gherkins ½ bbl. 6000, ¼ bbl 3000			24.00	12.50
Special Small Mixed Same count			24.00	12.50
Gherkins ½ bbl 4000, ¼ bbl. 2000			21.00	11.00
Mixed Same count			21.00	11.00
Special Small Medium Pickles ½ bbls. 3000, ¼ bbls. 1500	13.00	7.00	18.00	9.50
Special Small Medium Mixed Same count	13.00	7.00	18.00	9.50
Small Medium Pickles ½ bbls. 2000, ¼ bbls. 1000	12.00	6.50	16.00	8.50
Small Medium Mixed Same size	12.00	6.50	16.00	8.50
Chow Chow			15.00	8.00

Package Count	Bbl 1800	Bbl 1500	½ bbl 1200	¼ bbl 600	½ bbl 1000	¼ bbl 500
DILLS	15.00	14.00	10.00	6.00	9.50	5.50

Jumbo Dills.—bbl., $12.00; ½ bbl., $9.00; ¼ bbl., $5.00.

California Home Brand.

Sour and Sweet, (Plain or Mixed), German Dill, Chow Chow and Olonns

	No1 Sml	No2 Mdn	No3 Lrg	Dills	Swt Mid gets	Sweet Gherkins	Chow Chow	Pearl Onions
Barrels, 50 Gals	$0.36	$0.33	$0.28	$0.28	$0.60	$0.55	.....	$0.80
½ Barrels, 32 Gals	.38	.35	.30	.30	.62½	.57½	.....	.82
¼ Barrels 16 Gals	.40	.37	.32	.32	.67½	.62½	.....	.84
Kegs, 10 Gals	.42	.39	.....	.34	.67½	.62½	.....	.86
Kegs, 5 Gals	.44	.41	.....	.36	.70	.65	.....	.88
Pails, 5 Gals	.44	.41	.....	.36	.70	.65	.....	.88
Pails, 2 gals	.55	.50	.....	.38	.75	.70	.60	1.00
Pails, 1 gal	.65	.60	.....	.50	.85	.80	.70	1.10
Sd kegs, 10s, 8 gals	3.50	3.25	2.00	2.75	5 50	5.00	3.75	7.25
Sd kegs, 5s, 4 gals	1.75	1.65	1.00	1.50	3.00	2.75	2.00	3.75
Sd kegs, 3s, 2½ gals	1.25	1.15	.85	1.00	1.75	1.60	1.50	2.25

"CENTAUR BRAND"

Sour (Plain or Mixed), German Dill, Chow Chow and Onions

	Midgets No1 sml	Small No2 Mdn	Medium No3 lrg slct	Select'd German Dills	Dills	Chow Chow	Chow Chow Calif. Onions
Barrels, 50 gals	$0.33	$0.30	$0.25	$0.25	$0.32	$0.25	
½ Barrels, 32 gals	.35	.32	.27	.27	.34	.27	
¼ Barrels, 16 gals	.37	.34	.29	.29	.36	.29	
Kegs, 10 gals	.39	.36	.31	.31	.38	.31	
Kegs, 5 gals	.41	.38	.33	.33	.40	.33	
Pails, 2 gals	.51	.47	.....	.35	.50	.40	
Pails, 1 gal	.61	.57	.....	.45	.60	.50	
Stand Kegs, 10s, 8 gals	3.25	3.00	1.60	2.50	3.20	2.50	
Stand Kegs, 5s, 4 gals	1.65	1.50	.80	1.35	1.60	1.25	
Stand Kegs, 3s, 2½ gals	1.15	1.00	.70	.90	1.10	1.00	

PICKLES IN GLASS

California Home Brand

Pat. Top—English or Octagon	10 oz	½ Pt.	Pt.	Qt.
Gehrkins Sour	1.35	1.60	2.30	4.50
Mixed Pickles	1.35	1.60	2.30	4.50
Chow Chow	1.35	1.60	2.30	4.50
Pearl Onions	1.75	2.00	3.25	
Sweet Gherkins	1.75	1.90	2.75	5.00
Sweet Mxd Pickles	1.75	1.90	2.75	5.00
Seref Gurken			2.75	5.00

CENTAUR BRAND

American Style—Square Bot||Eng. style, Round Bot.

	Pts.	Qts.	½ Gal	Gal.	½ Pts	Pt.	Qt.
Gherkins	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Mixed Pickles	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Chow Chow	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Picalilli	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Mexican Mixt	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Cal. Onions	1.20	1.75	3.00	5.00	1.20	1.75	3.00

TOMATO CATSUP.

	In Glass, per doz. ½ Pt.	Pt.	Qt.	Jugs, per Jug ½ Gl.	1 Gal.	2 Gal.	1 Gal. Tins Scr.tp	Ft.tp
Cal. Home Brand	1.35	*2.25	3.25	.70	1.00	1.90	.80	.75
Sunrise	.....	.....	.....	.50	.85	1.60	.65	.60
Sunset	.90	1.65	2.75	.35	.60	1.20	.55	.50

*6, 1 case free with five.

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Tomato Catsup—In Bulk.

	Bbl. 50 Gl.	½ Bbl. 32 Gl.	¼ Bbl. 16 Gl.	10 Gl. Keg	5 Gl. Keg	Standard Kegs 10's	5's	3's
Cal. Home Brand	.55	.60	.65	.68	.70	5 50	2 75	2 00
Sunrise	.45	.50	.55	.58	.60	4 50	2 50	1.75
Sunset	.35	.40	.45	.48	.50	3 75	2 00	1.50

TABLE SAUCE.

In Glass.

	½ Pts	Pts.	Qts.	In Jugs ½ Gal	1 Gal	2 Gal	Gal Tins
Cal. Home Brand	2.00	3.00	4.00	.75	1.25	2.25	.85
Worcestershire	1.00	2.00	3.00	.55	1.00	2.00	.....
Chestershire	.75	1.50	2.25	.35	.60	1.20	.45

Table Sauce in Bulk.

	Bbls 50 G	½ bbls 32 G	¼ bbl 16 G	10 G Keg	5 G Keg	Standard Kegs 10's	5's	3's
Cal. Home Band	.80	.82	.84	.86	.88	7.00	3.50	3 00
Worcestershire	.55	.57	.59	.61	.63	5.00	2 50	2 00
Chestershire								

VINEGAR

Commercial Wine, Cider, Malt or Spirit Vinegar

	40 Gr.	50 Gr.	60 Gr.	70 Gr.	80 Gr.	90 Gr
Barrels	.14	.16	.17	.18	.20	.22
½ Barrels	.16	.18	.19	.20	.22	.24
¼ Barrels	.18	.20	.21	.22	.24	.26
10 Gal. Kegs	.20	.22	.23	.24	.26	.28
8 Gal. Kegs	.20	.22	.23	.24	.26	.28
5 Gal. Kegs	.22	.24	.25	.26	.28	.30
4 Gal. Kegs	.22	.24	.25	.26	.28	.30
3 Gal. Kegs	.24	.26	.27	.28	.30	.32

HIGH GRADE VINEGARS

	Barrels	½ Bbls
California White Wine Vinegar	.30	.35
California Red Wine Vinegar	.30	.35
Apple Juice Vinegar	.25	.30
California Home Brand Pure Pickling Vinegar	.25	.30
Cases of one dozen uarts		2.50

RELISHES AND CONDIMENTS.

Miscellaneous.

	6 oz	½ Pt.	Pt.	10 oz
Tomato Chutney	1.25	1.75	2.50	1.35
Chili Sauce	1.25	1.75	2.50	1.35
Salad Dressing	1.25	1.75	2.50	

California Home Brand

	8 oz	14 oz	Pts
Sweet Relish	.95	2.00	2.75
East India Relish	.95	2.00	2.75
Red Hot	.95	2.00	2.75

Truffles.

1-16 glass, per doz	3.60
1-16 tins, per doz	2.75
⅞ tins, per doz	5.25
¼ tins, per doz	10.45
½ tins, per doz	20.35

Yeast Cakes.

Magic Yeast, case	1.20
Yeast Gem, case	1.15
Great Western	1.00
Gillet's Magic	1.20
Yeast Foam	1.20

This Dept. is corrected by **Tillmann & Bendel; Pac. Vinegar & Pickle Works.**

CATSUPS.

Snider's

qts. doz	3.75
" pts "	2.40
" 1½ pts. "	1.40

Griffon's.

½-pints, per doz	1.12½
Pints, per doz	1.85
Quarts, per doz	3.25

Miscellaneous.

Campbell's, ½ pts, doz	1.15
Heinz, 10-0z	[illegible]
" 12-oz	[illegible]
" 17-oz	[illegible]
Blue Label, 25 ½-pts. to [illegible]	[illegible]
Blue Label, 25 pts to [illegible]	[illegible]
Blue Label, 12 qts to [illegible]	[illegible]
Golden Star, gal jugs, doz	[illegible]
" " qt. jugs, doz	3.65
" " pt jugs, doz	2.25
" " ½ pt jugs, doz	1.40

Long's Fruit Catsup.

Pts, 24 to [illegible]	4.75
½-Pts, 48 to [illegible]	5.75
" 2, 5 and [illegible] lbs	1.60

SAUCES.

Holbrook's, ½ pts	2.40
Lea & Perrin's, small	2.75
Lea & Perrin's, medium	5.00
Lea & Perrin's, large	8.25
5 cases, 5c per doz less.	
Tobasco, McIlhenny	1 00
Tobasco, New Iberia	3.50
Bengal Worcester, ½ pt	.85
Bengal Worcester, pt	1.25
Pepper, sprinkle top, ½ pt	2.00
Superior Pepper, small	.90
Superior Pepper, large	1.50
Libby's Manchester Sauce, 24½ pints, per doz	1.20

HORSE RADISH.

Picnic Gems, doz	.95
Pints, doz	95
Medium, doz	1 30
Quarts, doz	2 50
10-Gal. Kegs, gal	.78
5-Gal. Kegs, gal	.80
2-Gal. Pails, gal	.85
1-Gal Pails, gal	90
Standard Kegs, 10s, keg	6.50
" " 5s, keg	3 25
" " 3s, keg	2 00

FRENCH MUSTARD.

(In bulk.)

	Cal. Home Brand	Standard
Bbl, per gal	.35	.30
½ bbl, per gal	.37	.32
¼ bbl, per gal	.40	.34
10-Gal Keg	.42	.36
5-Gal Keg	.45	.38
2-Gal Pail	.50	.45
1-Gal Pail	.60	.55
Standard Keg, 10s	2 50	2 00
" " 5s	1 75	1 50
" " 3s	1 50	1 25

In Glass, Cal. Home Brand.

8 oz, 2 dz to case, per doz	.95
14-oz, 2 doz to case, per doz	1.75

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Standard.

6-oz, small bbl. ..... .80
8-oz, Dusseldorf ..... .90
16-oz, [illegible] 1.40

SAUERKRAUT.

Cal. Home Brand—Dry Pack

Bbl, 50-gal 15.00
½-bbl, 32 gal. 10.00
¼-bbl, 16 gal. 5.50
10-Gal Kegs 3.25
5-Gal Kegs 1.75
2-Gal Pails ..... .85
1-Gal Pails ..... .60
Standard Kegs, 10s 2.50

Department 24.

GROCERY SUNDRIES.

This Dept. is corrected by **Haas Bros.; Wm. Luff Co.**

Axle Grease.

H. & L., per case $1.75
C. & S., 2-doz case, per case 2.00
" 5 case lots 1.95
" 10 case lots 1.85
Frazer's, 2 doz tins, per case 2.25
Frazer's, 4 doz wd, per case. 3.60
Frazers, 15-lb pails 1.00
Mica, 3 doz tins, per case.... 2.60
Castor Oil, 2 doz 1s 2.60
Universal, 2½, light 2.00
Universal, 2½, dark 1.75

Paper Bags.

Automatic, Self-Opening, 500 in pkg., List.

¼-lb .....$1.00 8-lb 4.80
½-lb ..... 1.20 10-lb 5.20
1-lb ..... 1.60 12-lb 6.30
1½-lb .... 1.70 14-lb 8.30
2-lb ..... 2.00 16-lb 9.00
3-lb ..... 2.50 20-lb 10.00
4-lb ..... 2.90 25-lb 11.00
5-lb ..... 3.40 30-lb 13.00
6-lb ..... 4.00 35-lb 15.00
7-lb 4.40

Sizes 8 to 35 lbs.

Sugar Bags, broad bottom, lb .06

Discounts from above list:
Cheapest, 50%.
Eagle or Equal, 50%.
White bags, 50%.
Lion, 40%.
Mikado (stripped) 40%.

Bluestone.

Barrels, per lb ..... .12
5 bbl lots, per lb .....

BATH BRICK

Bristol, 2 doz, per case..... .95
Powdered, 20 1s, per case....1.15
Powdered, 40 ½s, per case...1.25

CANDLES.

Admantine.

Adam, 14-oz., 20s..... .11½
" 12-oz., 20s..... .10½
" 10-oz., 20s ..... .10
Hotel, 40s, 12-oz..... .10¾
(Wrapped ¼c higher.)
Chippewa, 1 oz..... .07¾

Torchlight

Stearic Acid, 12 oz, 20s.... .10¼
" 14 oz, 20s.... .11¼
" (wrap) 16 oz 20s .13¼

Stearic.

Schneider's 14-oz., 20s.... .14
Schneider's 14-oz., 40s.... .13⅞
Schneider's 16-oz., 20s.... .15¾

Paraffine, Etc.

Per lb.
4s, 6s, in cartons of 36-lb bxs 11
12s, in cartons of 36-lb bxs.. 11¼
½-lb, in cartoons of 25-lb bxs 11
1-lb cartons of 25-lb bxs.... 11
Colored, 1c higher.
Beeswax, pure for churches .35
Do No. 2..... .27½
Do No. 3..... .22½
Christmas, all sizes..... .09
Do holders, per gross.....85
Wax Tapers, per doz pkgs.. .80
Do Per gross.....8.00
Night Lights,German,on pap & wd, per doz..... .40
Do French, on tin,doz 35, 1.35

Werks

16 oz, S. A., 40s, (wrap).. .16¼
16 oz, S. A., 20s..... .15⅞
14 oz., S. A., 40s, (wrap).. .14
14 oz, S. A., 20s..... .13⅞

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14 oz, Adam, 20s..... .11¾
12 oz, Adam, 20s..... .10¾
10 oz Adam 20s..... .09

Standard Oil Company.
Electric Light.

Per Set
6s, 16 oz., 20 sets..... .12¼
6s, 14 oz., 20 sets..... .11¼
6s, 12 oz., 20 sets..... .10¼
6s, 10 oz., 20 sets..... .09¼
12s, 12 oz., 40 sets (hotel).. .10¼

Granite Mfging.

Per Set
6s, 16 oz., 40 sets..... .12¾
6s, 16 oz., 20 sets..... .13

6s, 14 oz., 40 sets..... .11½
6s, 14 oz., 20 sets..... .11¾
6s, 12 oz., 20 sets..... .10¼
6s, 10 oz., 20 sets..... .10
12s, 12 oz., 40 sets (hotel).. .11

Paraffine Wax.

Per Set
1s, 14 oz., 25 sets, white.. .11¼
2s, 14 oz., 25 sets, white.. .11¼
4s 14 oz., 36 sets, white.. .11½
6s, 14 oz., 36 sets, white.. .11¼
12s, 14 oz., 36 sets, white.. .11⅝
Colored, 1 cent higher.

Radiant Paraffine Wax.

Per Set
4s, 14 oz., 36 sets..... .10½
6s, 14 oz., 36 sets..... .11
6s, 14 oz., 20 sets..... .11
6s, 10 oz., 20 sets..... .09

Egg Food.

Pratt's, 26-oz, 2 doz in cs...$4.50
Wellington's, 1-lb, 2 doz box. 4.00

Fly Paper.



Sticky (holders gratis)..... $ 2.50
Tanglefoot, per case..... 2.50
Tanglefoot Holders, per case of 50 ..... .35
Subert's, 40 5s, paper in box .90

Fruit Jars.

(Net cash—no discount)

Mason's, pts, per gross..... 7.35
Mason's, qts, per gross..... 8.25
Mason's, ½ gals..... 10.00

Fruit Jar Caps.

Porcelain, 6 doz to box, pr bx 2.80

Fruit Jar Rubbers.

No. 1 White, per lb..... .60
"Gold Seal," cartons, per gr .75
"Badgers," cartons, per gr.. .60
Red Ribbon ..... .70

Glue.

Le Page's, 1 oz per doz..... .80
Le Page's, 2 oz., per doz.... 1.30
Le Page's ½-gill tins, per doz 1.50
Le Page's, 1-gill tin, per doz 2.00
" " Tubes, small, gr....12.00
" " " big, per gr....18.00

Cordage.

Basic price—Manila 15¾, Sisal 10¾, (5,000 lbs. ½c and 10,000 lbs. ½c less.) All kinds advance on base price per pound as given underneath:

	Sis.	Man.
Rope, 1¼-in.,(7-16 diam	-	
" 6 and 9 thr. (¼ and upwards)	basis	basis.
" 12 thread (⅜ diam)	½	½
and 5-16 diam)..	1	1
" Bale, 3 and 4, strand	½ less	basis
" " 2, 6, 8 st'nd	½	½
Lath Yarn	basis	basis
Hop Twine, tarred....	1	1
Grape Vine Twine.....	1	1
Spring Twine	..	2½
Paper Twine, unoiled..	½	2½
Whale Line and Bolt..	..	1
Hawser laid rope for well-boring	...	1
Transmission of Power	..	5
Lanyard and Tarred...	..	basis
Lariat Rope, hd tw, unoiled, 3 & 4 st'd..	1	1
Sash Cord, 12 coils....	..	3

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Cuttle Bone.

Birds', per lb..... .30

Insect Powder.

Eureka, 10c size, per doz.... .75
Eureka, 25c size, per doz.... 1.75
Eureka, 60c size, per doz.. 4.50
Eureka, $1.00 size, per doz.. 8.00
Buhach, 2-oz., per doz..... 1.15
" 4-oz., per doz..... 2.15
" 8-oz., per doz..... 3.75
" 16-oz., per doz..... 6.80
" 6-lb, per lb..... .60

Matches.

Tins 1.65
Boys, doz boxes..... .12
Swedish Safety, per gross.... .65
Swedish Wind, 1 gross..... .90
Vulcan Paraffine, 65s per gr .55
Do 50 grs lots..... .50

Diamond Match Co.'s.

Anchor, 200s..... 1.70
Do, 500s 4.00
Bird's Eye, 500s, gr..... 3.75
3 Noes Safety, 100s..... 7.75
Bees Wax, 100s..... 4.50
Globe, 100s 5.00
Domino, case 2.75
Red Top Safety 2.75
S. & C. Eastern Parlor 80's.. 4.25
S. & C., 200s 2.25
S. & C., 300s..... 3.25
S. & C., 500s..... 4.25
Press, 100s, 5-gross case.... 4.75
Little Star, per case..... 2.20
Search Light, 100s, large,1 gr 4.75

Paper, Wrapping.

Butter, White, per ream.. .20
Do Waxed, per ream.... .25
Manilla, No. 2, roll,any size lb .4½
Manilla, No. 1, rolls or flat .05
Straw, per ream..... .95
Do rolls, any size, per lb .03½
Drab, per ream..... .60
Do rolls, any size, per lb .02¾

Paper, Toilet.

Royal, 100 rolls of 500 shts.. 4.00
O Keyed, 5-oz rolls, per case 2.50
Royal, 8-oz rolls, per case.. 4.25
O Keyed, tablets, per cses.. 3.75
Pastime, tablets, per case... 4.50
Union, per case..... 7.00
Lulu, pkgs, 4000 shts, per cs 3.75
Astoria, pkgs 450 shts, per cs 3.90
Windsor,pkgs 500 shts, per cs 4.00
Universal, pkgs 700 shts, pr cs 6.00
Great Eastern,pkgs 1000 shts, per case 7.50
Popular Rolls, 5 oz, 100 rols, per case 3.00
Daisy Rols, 9 oz, 100 rolls, per case 4.50
Express Rolls,10 oz, 100 rolls, per case 5.00
Asbestos Rolls, 11 oz, 100 rolls, per case 5.25
Mammoth Rolls, 16 oz, 100 rolls, per case 7.50
Pyramidal, 2000 sheets, 50 rolls in case..... 7.50

"No-Meds"

(Cereal Laxative.)

48 cartons to case, per case.$12.00
Less 30 % discount to trade.
Varying cash discount depending on quantity purchased.

Polishes, Shoe.

Day & Martin's.

Large, 6 dz to case, doz.... 3.00
Medium, 6 dz to case, doz.. 2.25
Small, 10 dz to case, doz.... 1.00

Mason's Russet Polish.

	Doz.	¼ Gr.	Gr.
No. 2	.40	1.20	4.80
No. 3	.70	2.00	8.00

Comb Black Dressing.

	Doz.	¼ Gr.	Gr.
Large	1.50	4.50	18.00
Small	.80	2.30	9.20

Combination Russet.

	Doz.	¼ Gr.	Gr.
Large	1.50	4.50	18.00
Small	.80	2.30	4.80

Mason's Stove Polish.

	Doz.	¼ Gr.	Gr.
[illegible]	.45	1.20	4.80

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Polish, Stove.

Rising Sun, large pkg., per gr 6.25
Do 5-gross lots..... 6.00
Do Small pkg., per gross.. 3.85
Sun Paste,lrg, ¼ gr bx per gr 5.00
Enameline, No. 4 tins, per gr 5.00
Do No. 6 tins, per gr.... 8.25
Do Liquid, pt-tins, bx 2 dz 2.25

X-Ray Stove Polish.



Small, 3 doz. to case, per cs 1.50
Large, 3 doz to case, per cs 2.50
(½ doz. free with each case.)

Polish, Metal.

Electro Silicon, 1 gr in case per doz ..... .80
Brilliantshine, ½ pts, per doz .95
Brilliantshine, pts per doz.. 1.80
Brilliantshine, qts, per doz.. 3.15
Do, ½ gal., per doz..... 6.00
Do 1 gal tins, per tin.... .85
U. S. Metal Polish, qts..... 3.67
" " pts 2.00
" " ½ pts..... 1.25
U. S. Metallic Polish paste, lb. package, doz..... 3.35
½-lb. package, doz..... 1.67
3-oz package, doz..... .50
Barkeeper's Friend, pwdr, gr. 21.60

Seeds.

Anis ..... .15½
Canary ..... .07
Caraway ..... .15
Celery ..... .17½
Coriander ..... .11
Cumin ..... .18
Flax, ground ..... .06
Flax, whole ..... .06½
Hemp, sacks ..... .06½
Millet ..... .06½
Mustard ..... .10
Poppy ..... .15
Rape, Cal..... .06
Bird gravel, 2s, per doz..... .85
Bird Seed Mixed, 48 1s, doz .80
Red Ribbon, 60 1s..... .6½

Original sacks ½c less.

Sheep Dip.

Little', 10-gal tins, per gal.. 1.20
Little's, 5-gal drums, per gal 1.20
Smith's, 10 ½-gal tins, gal .95
Smith's, 5-gal drums. per gal .95

Shoe Blacking.

	Doz.	¼ Gr.	Gr.
No. 1	.25	.75	2.80
No. 2	.30	.85	3.25
No. 3	.35	1.00	3.85
No. 4	.45	1.40	5.45

Shoe Dressing.

Boss, 3 dz to cs, per gr..... 9.00
Russian, 3 dz to cs, per gr..12.00
Shinola, per gross.....10.00
16 Shinola outfits of brush and dauber, no charge.
Shinola paste, case of 3 doz 2.50
3 solid brass scoops, no charge.

Bixby's Polishes.



Jet Oil, doz..... .85
Jet Oil, 3 dz bx, 5 Bixola free 2.55
Royal Polish, 1 doz in box.. .85

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Royal Polish, 3 dz bx, handy free 2.55
Shoe, Satin, 1 dz (sml comb'n) .75
No. 5 Shoe Satin Paste, 1 doz .80
No. 5 Shoe Satin Paste, 1 doz .40
No. 10 Satinola Paste, 1 doz .80
No. 10 Satinola Paste, 1 doz in box .80
Satinola, combination, sml, dz .75
Satinola, combination, lrge, dz 1.25
Shoe White Cream, per doz .85
Ermino White Paste, per doz .80

Bixby's.

"BBB," size M., ¼ gr. box.. 1.25
"BBB," size B, per ½ gr. box 2.50

Twine.

Cotton, 4-ply, 100-lb bales, lb .25
" 3-ply, 100-lb bales.. .25
" 2-lb cones, per lb.. .25
Hemp, 8-oz balls, pr 3-lb pkg .25
Do. 4-oz balls, pr 3-lb pkg. .25
Sack, 4-ply, 12-lb pkgs, lb.. 24

Binder Twine.

Pure Manila, 650 ft to lb, pr lb 14½
Manila, 600 ft to lb, per lb. .13½
Standard, 500 ft to lb, pr lb 11½
Sisal, 800 ft to lb, per lb.. .11½

Wax.

Fruit, 25 1-lb pkgs, per box .90
Mint Wax, per box..... 1.50
Japan, per lb..... .20
Beeswax ..... .38
Pure Ref. Paraf., 40 1s, lb. .09½
" " " " 20 1s, lb.... .09½

Wax Strings.

12-in., 10 pkg, 100 stgs each 1.60
14-in., 10 pkg, 100 stgs each 1.75

Department 25.

WOOD AND WILLOW WARE
AXE HANDLES.

This Dept. is corrected by
The Heyman-Weilll Co.

Ex, 36-in., doz $2.50
No. 1, 36-in., doz 1.40
No. 2, 36-in., doz..... 1.35

Baskets.

Per doz.

Cal., Open, Spruce, No. 3.... .85
Cal., Open, Spruce, No. 4.... .90
Cal., Open, Spruce, No. 5.. 1.25
Cal., Satchel, Spruce, nest, 0-5 1.35
Cal., Satchel, Spruce, nest, 1-5 1.00
Cal., Satchel, Spruce, nest, 1-41 .71
German Market, nest of 4.. 1.40
Clothes, Oval, Wil., No. 2.. 7.75
Clothes, Oval, Wil., No. 3.. 9.00
Japanese Telescopee, nest of 5, size 18x12x7..... 1.25
Same, size 20x13½x7..... 1.50
Same, size 24x15x10..... 1.90

Bowls, Wooden.

Per doz

Maple, No. 1, 11-inch..... .75
Do No. 2, 13-inch..... 1.60
Do No. 3, 15-inch..... 2.75
Do No. 4, 17-inch..... 4.25
Do No. 5, 19-inch..... 6.00
Do No. 6, 21-inch..... 6.75

Brooms.

Per doz

No. 7 Special..... 4.00
Little Lady 3.65
Dandy 3.10
Cooks' Choice 2.35
Ladies' Pride, No. 1..... 2.85
Toy, string 1.00
Common Whisk..... 1.00
OO Whisk..... 1.30

Brushes.

Per doz

Dust 2.25 $2.00
Scrubbing ..... .55 3.00
Dandy 1.50 5.75

Shoe Brushes.

No. 415, black tampico No. 59 .95
No. 25 Mixed Center..... 1.75
No. 602, all black..... 2.60
No. 335, black and white..... 3.50
No. 7, bristles..... 3.90

Stove Brushes.

Per doz

No. 1 tampico, handles ..... .90
No. 41, Black Bristle..... 1.90
No. 411, Black Bristle..... 2.25

Ox Fibre Brushes.

Per doz

No. 1 Scrub Cal, 10½x2½ in face.. 1.50

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No. 2 Rat, 8½x2½ in face.. 1.35
No. 3 Mouse, 6¼x2½ in face 1.00

Can Openers.

King, doz ..... .75
Sprague, doz ..... .40

Carpet Sweepers.

Bissell's, per doz. 25.00 to 27.00
Standard, per doz..... 23.00

Cheese Safes.

Round, 22-in. each..... 2.25
Square each 4.90

Clothes Lines.

Hemp, 40-foot, per doz..... 1.00
Hemp, 60-foot, per doz..... 1.56
Cotton, 40-foot, per doz..... .80
Cotton, 60-foot, per doz.... 1.20
Sash Cord, 60-foot, per doz.. 1.75
Sash Cord, 90-foot, per doz.. 2.50
Wire Cord, 50-foot, per doz.. 1.60
Wire Cord, 75-foot, per doz.. 1.60
Wire Cord, 100-foot, per doz.. 2.10

Clothes Line Pulleys.

Galv. Iron, with eye.....$9.50
" " with hook ..... .60

CLOTHESPINS.

Common, per box of 5 gross .65
U. S. Patent Spring, per gr.. .60

CORKS.

Wine, pt size, per M.....$4.20

Demijohns.

(Discount of 40% and 10%)

½ gal $5.75
1 gal 7.50
2 gal 13.50
3 gal 16.00
5 gal 24.00

Dust Pans.

No. 1 Japan, doz..... .75
Covered, doz 1.30
Janitor, doz 2.50

Dusters.

Per doz

China, fancy colored..... .90
Standard Turkey, No. 10..... 2.15
" " No. 12..... 2.90
" " No. 14..... 3.60
" " No. 16..... 4.60
" " No. 18..... 5.30

DOOR MATS, COCOA.

Per doz

Light, No. 1, 14x24..... 4.40
Do No. 2, 18x27..... 6.00
Do No. 3, 18x30..... 7.75
No No. 4, 20x33..... 9.50
Medium, No. 1, 14x25..... 5.50
Medium, No. 2, 16x27..... 7.00
Medium, No. 3, 18x30..... 8.75
Medium, No. 4, 20x33.....10.50
Extra, No. 2, 16x27.....10.00
Extra, No. 3, 18x30.....13.00
Extra, No. 4, 20x33.....15.50
Extra, No. 5, 22x36.....19.00
Keystone Steel Mats, sq. ft.. .30

Faucets.

Per doz

Cork Lined, No. 0..... .45
" " No. 2..... .45
Cork lined, No. 3, doz..... .90
" " No. 4..... .60
" " No. 6..... .75
" " No. 8..... .90

Ironing Boards.

4-ft., per doz..... 4.40
4½-ft., per doz..... 5.00
5-ft., per doz..... 6.00
5½-ft., per doz..... 7.20

LAMP BURNERS.

Opposition.

0 or E, per doz.....$0.50
1 or A, per doz..... .80
2 or B, per doz..4..... .75

LAMP CHIMNEYS.

Electric—In Cartons.

No 2, 6 doz in case, per doz 1.10

Lantern Globes.

Packed 3 doz in case..... .70

Aurora Rochester.

Per doz

No. 1, 6 doz in case..... .75
No. 2, 6 doz in case..... .90
No. 3, 6 doz in case..... 2.00

47

Macbeath Pearl Top.

No. 1 or A, 6 doz in case.. .85
No. 2 or B, 6 doz in case.. 1.05

La Bastie.

Per doz

No. A, plain bulk, 6 doz in cs 1.22
No. B, plain bulk, 6 doz in cs 1.53
No. A, crimp bulk, 6 dz in cs 1.32
No. B, crimp bulk, 6 dz in cs 1.65

Common Chimney.

Per doz

No. 0 or E, 6 doz in case.. .40
No. 1 or A, 6 doz in case.. .45
No. 2 or B, 6 doz in case.. .65

LEMON SQUEEZERS.

Ball, per doz.....$0.85
Glass, No .1, per doz..... .50
Class, No. 3 (for oranges) dz 1.25

MOPS AND HANDLES.

Per doz

9-lb. Mops 1.35-1.65
12-lb. Mops 1.80-2.20
Patent Mop Handles..... 1.00
Plain Mop Handles..... .90

PAILS.

Per doz

Wood, painted, 3 hoops..... 2.65
Wood, varnished, 3 hoops.... 2.50
White Cedar, 3 galv. hoops.. 3.25
Fibre 3.60
Galvanized, 8 quarts..... 2.05
" 10 quarts..... 2.30
" 12 quarts..... 2.55
" 14 quarts..... 2.90

SHELF PAPER.

Per gross

Narrow, assorted colors..... .12
Lace paper, per box..... .30

TUBS.

White Cedar—No .0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.
Fiber—No. 0, $19.00; No. 1, $15.75; No. 2, $13.75; No. 3, $12.25.
Galvanized—No. 0, $5.85; No. 1, $6.95; No. 2, $7.95; No. 3, $8.85.

WASHBOARDS.

Per doz

California, regular size..... 2.25
Little Lady, glass..... 1.85
Little Lady, zinc..... 1.10
Peerless, double 3.50
North Star 3.65
Crystal Glass 4.40

Washing Machines

Waverly 6.75
Matchless 5.85
Western 3.75
Majestic, family size, each....6.00
Snowball, family size, each..8.75
Leader, family size, each....7.00
Shelby, family size, each....7.75

WICKING.

Grs.

Lamp, 0 or E, ¾-in.....$0.40
Lamp, 1 or A, ⅞-in..... .45
Lamp, 2 or B, 1-in..... .70
Lamp, 3 or D, 1½-in..... 1.10
No. 1 Rochester..... 2.25
No. 2 Rochester..... 3.25
No. 3, Mammoth..... 10.50
Juionr Rochester..... 2.00
Stoves, 3-in..... 2.00
Stoves, 3½-in 2.50
Stoves, 4-in..... 2.90
Stoves, 4½-in..... 3.50

WRINGERS.
Wood Frame.

Two top screws; iron tub clamps

Per doz

Royal, 10x1¾ inches..... 37.50
Challenge, " 21.70
King Special " 22.50
Empire " 20.00
Century, 10 inches..... 28.50
" 11 inches..... 31.50
" 12 inches..... 35.00

Iron Frame.

Superior, 10 inches..... 29.50
" 11 inches..... 32.00
" 12 inches..... 35.00
Crescent 27.00

Ball Bearing.

Hitchcock 38.00

MISCELLANEOUS.

Barrel Covers, 17-in. (flour barrel size), per doz 1.50
Barrel Covers, 21-in. (sugar barrel size), per doz..... 2.70

48

Brownies, per doz....75 1.00 1.25
Butter Ladles, plain, doz.... .40
Butter Ladles, crimp, doz .... .50
Butter Spades, doz. ..... .40
Dishes, oval, ½-lb, per M.... 1.50
" " 1-lb, per M 1.75
" " 2-lb, per M 2.25
Dishes, wire end, ½-lb per M 1.60
" " " 1-lb, per M. 1.75
" " " 2-lb, per M. 2.25
Egg Beaters, Dover 1.00
Measures, fiber, 4 pieces.... 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz..... 8.00
Lantern globes, in bbls....70@95
Mouse traps, 1 to 5 holes doz ..... 1.75@2.00
Mouse traps, "Sure Catch, dz .25
Traps, rat, "Blizzard" doz.. .75
Nest Eggs, per doz..... .50
Oil cans, glass, wire cover, 1 gal, per doz..... 4.70
Oil Cans, gal., glvnzd iron.. 2.15
Oil Cans, 5 gal., glvnzd iron. 7.50
Potato Mashers, per doz ..... .75
Rolling Pins, per doz..1.35@1.50
Spoons, wooden.....30c, 35c .65
Step Ladders, each, per ft ..... .40
Tacks, steel, assid, 2-oz. doz .25
Tacks, Common, 2 oz., doz.. .11
Tapers, gas, 30 17-in, tgs dz .65
Toothpicks, box .....2.50, .75
Twine Holders, hanging, doz 1.00
Spittons, fiber, 13-inch..... 6.25
Spittons, fiber, 12-inch..... 5.00
Spittons, fiber, 9-inch..... 4.15
Whips, per doz, from 90c to 18.00
Window Screens, 12-inch, doz 1.50
" " 18-inch, doz 2.90
" " 24-inch, doz 3.75

Department 26.

STATIONERY.

Corrected by the
Schwabacher-Frey Stationery Co.
42-44 Sutter St., San Francisco.

Blank Books.

Counter, 72 leaf, per grs.... 5.00
Counter, 90 leaf, per grs.... 6.00

Day and Ledger.

Cap, canvas, 200 pp., each.. .30
Cap, canvas, 500 pp., each.. 1.00
Crown Cloth, 150 pp., each.. .75
Crown Cloth, 300 pp., each.. 1.00
Cap, Im. Leather Bnd, 600 pp 3.20

Writing Paper.

Tanglewood. Ream

Commercial Note, 1lb ..... .50
Commercial Note, 5lb..... .75
Letter, 10 lb ex..... 1.20
Cap, 12-lb ex..... 1.40

Envelopes.

Per M

XX, 5-in ..... 1.00@1.50
XX, 6-in. ..... 1.10@1.60
XXX, 6-in. 1.50
XX, 4-in., Baronial cream or white ..... 1.40@1.80
XX, 5-in., Baronial cream or white ..... 1.60@2.00

Inks—Carter's or Diamond.

Black, 2 oz cylinder, p. gr.. 4.50
Red, 2 oz, 3 dz to box, pr bx 3.25
Black, 4 oz, per gr..... 7.00
" or Blue Blk, 2 dz to bx 3.75
" or Blue Blk, pt, dz.. 3.50
" or Blue Blk, qt..... 6.00

Lead Pencils.

Cedar, rubber tip..... .75
Red pishd, mtl rbr tip 1 X 1.. 1.00
" Matchless 2.00
Yellow, pishd, rbr tip, round. 4.00
" pishd, rbr tip, hexagon 4.00
Black, pishd, rbr, tip, Nos. 1, 2, 3, 4, "Office" flex..... 4.50
Carpenters, 3 dz to bx, pr bx 1.00

Steel Pens.

Gross

Railroad, 1 gross in box 1.00
Stub, ex fine, sml, nolin lig .40
Falcon ..... .40
Bank ..... .60
School, fine ..... .40
Spencerian Nos. 1, 2 or 3.... .50
G, Nos. 404 ..... .50
Gillott's, No. 303..... .50
Pacific Mail, cinkle plate.... 1.00
Tuxedo 1.00

53

Department 27.

AMERICAN TOBACCO CO.

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb Cases)

Seal of N. C. 1⅔ oz foil.... 68
" 3½ " 61½
" 8 " 58¼
" 16 " 56¼
" 1⅔ oz cloth 68
Seal of N. C., 3½ oz clth pchs 63¾
pouches 68
Seal of N. C. 16 oz decorated
tin canisters 58¼
Old Eng. Curve Cut, 1⅔ oz
curved tins 74½
Old Eng. Curve Cut, 3½ oz
curved tins 74½
Old Eng. Curve Cut, 8 oz.. 72
Old Eng. Curve Cut, 16 oz.. 69
Continental Cubes,1⅔-oz tins 69½
Monte Critso Slabs, 3½ oz tins 74½
Van Bibber, sicd plg, 1⅔ oz
tins, 2½ lb cartons.... 70
Three Feathers, 1⅔ oz, 1¼
lb cartons, net.... 58¾
Pedro, 2½ oz foil.... 47½
" 2½ oz pouch.... 50¾
" 2½ oz assorted.... 49
" 16 oz decorated tin
canisters 49½
Dixie Queen, 1⅔ oz foil.... 38¾
" 8 oz tins.... 42½
" 16 oz decorated tin
canisters, 6 lb cartons, 30
lb in cases.... 42
Duke's Mixture, 1⅔ oz sacks 40
Arlington, 1⅔ oz foil.... 63½
Duke's Cameo, 1⅔-oz.... 41½
Duke's Cameo, 2½ oz foil.. 47¼
Melrose, 1⅔-oz foil.... 66⅔
Fragrant Vanity Fair, 1½ oz
foil 93
Red Indian Plug Cut, 1⅔ oz
and 3½ oz foil.... 39
Fashion, 1⅔ oz 38¾
" 16 oz canisters.... 42¼
Fashion Pail 42½
Bull Durham, 1 oz.... 62
" 1⅔ oz.... 62
" 3½ oz 59
" 8 oz 57
" 16 oz.... 53
Corn Cake, gran, 1-lb bags,
25-lb cases, per lb.... 24
Echo Plug Cut, 1⅔ oz(16-oz,
49) 47¾
Red Bell, 1⅔ oz.... 40½
" 16-oz pails.... 41¼
Cornell Mixture, 3½-oz tin.. 83¼
Oriental Mixture, 3½ oz tin.. 93
Honey Dip Twist, 10 to lb.. 43½
Grizzly, 16 oz, 24-lb cases.. 54½
Five Bros. Pipe Smoking,
long cut,paper pkgs, 3½ oz,
5 lb cartons, 30, 50 & 100
lb cases 37
Pride of Virginia, 1⅔-oz, 3½-
oz and 8-oz tins, 2½-lb
boxes, 10 & 25-lb cases... 75
Golden Cupid, 1⅔ oz foil, 25,
50 & 100-lb cases.... 60⅞
Sure Shot, 2s.... 33
Union Leader, 1⅔-oz foil.... 37½
" 3-oz pouch.... 39¾
" 8 and 16 oz
canister 39¾
Union Leader, 16-oz milk can 39¾
Plaza, 1⅔-oz cloth, 5-lb car-
tons, case of 25 lbs, net.. 37¼

Fine Cut Chewing.

Hiawatha, 2 oz, b'ght or d'k,
1-lb cart, 10-lb cs, per lb 59
Hiawatha, 5-lb cs, 1-lb carts 59
Hiawatha, 16 oz, b'gt or d'k,
5-lb pails, lb.... 59
Hiawatha, b'gt or dark, 10-
lb pails, per lb.... 56
Sweet Cuba, b'ght or d'k, 1-
lb tins, 5-lb pails.... 44
Rose Leaf, 10 to lb, bright or
dark, 1-lb cart, 5-lb drums 67
Tiger, 1⅔ paraffine bags, 5-
lb moisteners 41

Cheroots and All Tobacco Cigarettes.

Old Vir.Cheroots,3 in bundle.11.75
$12 in less than 1M lots.
Old Vir.Cheroots,5 in bundle.13.95
Bet. the Acts Little Cigars,
10s tin 8.25

54

Bengal little cigars, 10s, (10
per cent in free goods).. 7.30
Royal Bengal, 10 in pkg, 100
in carton.... 11.50
Van Bibber Little Cig., bun-
dles of 10, boxes of 100....16.20
Sub Rosa cigarros, 10s, car-
tons of 500, per M.... 4.00

Stogies, Etc.,

Less 2% for cash.

Star Pittsburgh stogies 1-10s,
5 for 10c.... 15.00
Florodora little cigars, 1-10s,
3 for 5c.... 12.25
Red Top Stogies, 1-10s, 3 for
5c 12.50
Red Label Stogies(Jenkinson)11.65

Cigarette Paper.

Vanity Fair, 50 pkg in box .97½
Wheat Straw,50 pkg in bx,net1.30
Wheat Straw, 100 pkg in bx
net 2.55
Wheat Straw, Interlock, 50
pkg in box.... 1.15
Wild Oats, 40 pkg in box.. .90
Red Seal, 50 in box.... .25
Zig-Zag, 100 in box.... 2.50
Riz la croix.... 1.95

Plug Tobacco.

(Subject to discount 2%)

Battle Ax, 16 oz, 5 cuts, 12 and
24 lb bts, net.... 39
Big Gun, 16 oz, 3x12 smooth,
bright, 6 sp, 16 lb butts.... 44
Boot Jack, 3x12, R & R, 5½ oz,
8 sp, 1, 4 8 and 12-lb and
2-lb fancy wooden bxs, net. 87
Bullion, 1x6, D T Nines, 6 to
lb, 20-lb cad's.... 50
Climax, 2x12, R & R, 16 oz, 6
sp, 6, 12 & 30 lbs (7 oz 7,
10½, & 21 lbs 48).... 45
Climax, 3x12, thin, 7 oz, 7 and
14 lb 48
Cross Bow, 3x12, 14 oz, 4 sp,
14 lb butts.... 38
Drummond's Natural Leaf, 5½
oz, 5, 8 and 12-lb butts.... 63
Gold Rope, 7 to lb, 3, 6 and
12-lb boxes 56
Gold Rope, 14 to lb, 4 and 8-
lb boxes 58
Horse Shoe, 16 oz, Smooth, 6
sp, 8, 12 and 24-lb butts.... 43
J. T., 2x6, 7 oz, R & R and
Smooth, 2 sp, 10½ and 21 lb
butts and caddies.... 39
J. T., 3x12, 14 oz, Smooth, 4
sp, 10½ and 21-lb butts.... 39
Newsboy, P. P. br or bulk, 5s
8, 16 & 24 lb.... 40
Nobby Spun Roll, 7 to lb, 3, 6
and 12 lb boxes.... 57
Old Honesty, 3x12, Smth, 15 oz,
6 sp, 7½, 15 and 30 lb.... 44
Old Peach and Honey, 6 to lb,
8 lb boxes.... 43
Piper Heidsieck, 5½ oz plugs,
2⅔x8 Pony Panel, 3-10c cuts,
4, 7, 14 lb.... 69
Red Cross, 12 and 24-lb butts,
1s oz, 3x12, embrossed 4 sp. 33
Saw Log, 2x12, R & R, 16 oz
6 sp, 24 lb.... 46
Saw Log, 3x12, R & R, 32 oz,
12 sp, 32 & 48 lb.... 46
Sledge, 16 oz, 4 sp, 3, 6, 12 and
24 31
Something Good, foil wrapped,
R & R, 5½ to lb, 9, 13 lb
butts 45
Spear Head, 16 oz, 6 sp, 6, 18
and 30 (7 oz, 48).... 45
Standard Navy, 3x12, emboss-
ed, 4 oz, 4 sp, 14 and 28 lb 38
6 for 10, 10⅔ oz, 24 lb butts. 35
Star, 16 oz, 12, 24 and 52 lb
butts 45
Tinsley's Nat. Leaf, 3x12, 16
oz, 6 & 12 lb.... 54

Twist Tobacco.

Granger Twist,hand made light
pressed, 12 to lb, 12-lb half
bushels and 15-lb grained
pails 45
Red Ribbon Twist, 10 to lb, 16
lb ½ bushels and 8 lb pecks 40
Honey dip Twist, 11 to lb,
packed 5 lb.... 44

55

Smoking Tobacco.

Master Workman plug, 3x6, 10
oz, 10 lb cad.... 45
Finzer's Mixed Plug, 16 oz,
3x12, 5 sp, 6 and 10 lb.... 32
Ole Varginy, 3 oz plugs 2x4
bright, 10½ lb boxes.... 42
Sickle plug, 15 oz 3x12, 5 sp
7½, 15 and 30 lb butts.... 40

JOHN BOLLMAN & CO.

Cigarettes.

Net cash.

Fragnrant Vanity Fair.... 3.90
Duke's Cameo.... 3.90
Sweet Caporal.... 3.90
Virginia Brights.... 3.90
Pets (foil packages).... 6.12
Richmond Straight Cuts, 10s
tin and paper.... 6.12
Cairo, No. 27 and 27a, (cork
tip 7.50).... 6.50
Casino Gold Tip.... 9.00
Imperiales, 10s, 20s, 50s, 100s,
with or without mouthpcs. 7.35
Sultans, 10s, 20s, 50s, 100s,
Mais and Rice paper with
mouthpieces 9 25
Abdallah, No. 3 gold tip.... 7.75
" No. 2.... 9.00
" No. 1.... 13.00
Princess Lillian, Cork tips...17.65
Turkish Trophies 7.75
Egyptian Deities, No. 1, 10s.25.50
" " No. 3, 10s,
plain tips 17.60
Egyptian Deities, cork tips..18.15
Mogul, cork tip.... 10.25

High Grade Smoking Tobacco.

Less 2% for cash.

Imperial Mixture, 2½-oz tin 1.10
Plum, 1⅔-oz foil, net.... .64⅛
Three Kings Mixture,3½-oz
tins 1.30
Yale Mixture, 1-oz tin, 1¼
and 2½ lb cartons.... 1.35
" 1⅔-oz tin, 2½
lb cartons 1.60
Yale Mixture, 3½-oz tin, 2½
lb cartons 1.60
Lone Jack, 3½-oz bags, net 1.17½

Wills' English Smoking.

Capstan, mild,med. or strong,
3½-oz, per lb.... 1.60
Capstan, mild, med or strong,
1⅔ oz, per lb.... 1.75
Latakia, 3½ oz, per lb.... 2.10

Sundry English Smoking.

Pioneer, 3½ oz, per lb.... 1.45
" 8 oz, per lb.... 1.43
" 16 oz, per lb.... 1.40
Lambert & Butler's Log Cab-
in, 3½ oz, per lb.... 1.30
Smith's Glasgow Mixture, 3½
oz., per lb 1.70

J. B. PACE TOBACCO COMPANY

Scroll Tag, twist, 6 to lb
(other sizes, 67).... 66½
" light pressed, all
styles 73½
Scroll Tag, cable coil, 3 and
4 oz 76
Corduroy Spun Roll, 6-lb bxs 56⅛
Mastiff Plug Cut, 1⅔ oz pchs
or tin foil pkgs.... 68
Mastiff Plug Cut, 3½ oz pchs
or tin foil pkgs.... 63
Mastiff Plug Cut,16 oz decor-
ated tin 52½
Boston Smoke, 12s (24s, 48). 49

SUBBRUG CO.

Grain, 1⅔ oz patent can.... .70
Golden Sceptre, 1-oz, 1-lb
cart, per lb.... 1.20
Golden Sceptre, 1⅔-oz, 2½-lb
cart, per lb.... 1.20
Golden Sceptre, 3½-oz, 2½-lb
cart, per lb.... 1.05
Golden Sceptre,8-oz,5-lb cart,
per lb 1.00
Gelden Sceptre, 16-oz, 6-lb
cart, per lb.... .95
Arcadia, 3½ oz, 2½-lb cts (1
1-lb cts 1.60).... 1.56
" 1⅔-oz, 2½-lb carts 1.60
" 8 oz, decorated tin. 1.55
" 16 oz, decorated tin. 1.50
Crescent Club Mixture, 3½ oz .90

56

Cigarettes.

Milo Cork Tips 18.50
" Plain " 18.00
" Ladies' mouthpieces, 20s
oval box.... 9.00
Egyptian Arabs No. 3 Cork
Tips 7.40
King William, Egyptian, net18.00
Turkish Delight, sanitary tip 7.00

JNO. J. BAGLEY & CO.

Net cash.

Gold Shore, 2½-oz.... 46¾
Lime Kiln cut plug, 2 oz.... 59¾
" " 3½ oz.... 59¾
" " 8 oz tins. 66⅔
" " 16 oz tins 64¼
Sun cured 2½ oz foil.... 43
" 2½ oz pouch.... 51

WEYMAN BROS.

Less 2%.

Cut and Dry, 3½ oz papers.. 32¼

H. BOHLS & CO.

Fancy Mixtures.

White Navy Mixture, 1⅔ oz
foil .... .65
White Navy, 3½-oz foil, 5-lb
cartons .... .63
White Navy, 16-oz foil.... .60
London Dock, 3½-oz foil, 5-lb
cartons .... .80
Golden Gate, 3½-oz tin, 5-lb
cartons .... .85
Bright Virginia Pickings, 3½-
oz tin, 5-lb cartons.... .80
Gold Bar, 3½-oz tin,5-lb cart. .90
Great Blend, 16-oz box, mild,
medium and special.... 1.15
Great Blend, 8-oz box, mild,
medium and special.... 1.20
Great Blend, 3½-oz box, mild,
medium and special.... 1.25

Cut Plug.

Seal Rock, 1⅔-oz tins, 2½-lb
cartons 25-lb .... .74
Seal Rock, 3½-oz tins, 2½-lb
cartons 25-lb .... .74
Seal Rock, 8-oz tins.... .74
Peanut, 1⅔-oz foil, 5-lb cart .38
Old Chief, 8-oz and 16-oz.... .46
Seven Up, 16-oz pail, briar
pipe with each tin.... .54
Seven Up, 16-oz pail, without
briar pipe .... .45
Seven Up, 2½-oz foil,5-lb cart .43
Seven Up, 2½-oz pouch, 5-lb
cartons .... .49

Long Cut.

case, per doz 1.80

R. A. PATTERSON TOBACCO COMPANY.

Less 2%.

Honest Labor, pch and tins,
2½-oz .... .50
Lucky Strike, 1⅔ oz tins.... .75
" 3½ oz tins.... .75
Patterson's Seal, 1⅔ oz foil. .37
" 3½ oz pch.. .38
" 16 oz tin.. .41

SNUFF.

America Snuff Co. ..

French, Rappee, 1⅔ oz bot-
tles, per 3 doz.... 2.90
French, Rappee, 3½ oz bot-
tles, per doz.... 1.80
French, Rappee, 16 oz jars,
per lb.... .65
Maccaboy, 16-oz jars, per lb .60
Irish High Toast, 16-oz self-
sealing fruit jars, 12-lb bxs .57
Scotch Lilienthal's, in blad-
ders, per lb.... .60
Scotch Lilienthal's, in weas-
ands, per lb .... .62
Horse Shoe, 16 oz glass jars,
lb .... .50
Horse Shoe, 3⅔ oz fibre cans .51
Horse Shoe, 8 and 16 oz cans .48
Horse Shoe, 1 oz and 16 oz
cans .... .56

Weyman Bros.

Copenhagen, 16-oz stone jars .65
of 3 doz, per gross.... 5.04
" 1-oz tin, carts

Attracting Trade.

In window dressing, too, it is conceded that Americans are more competent than their European brothers.

An exchange, whilst giving the palm to America for well dressed windows, says that France and Germany can lay claim to having beautiful show windows. The article says:

"To the window trimmer there is occasion for thought in what is said about the arrangement of goods in the show cases and windows. English windows are not favored, as you will see.

"There is another, too, why Americans spend so much in Paris. How many times have we heard a fair traveler from across the seas exclaim: 'I didn't mean to buy a thing in Paris, but the shop windows were so tempting I could not resist!'

"In London, the casual arrangement of the show cases is a tacit suggestion to the purchaser that if he wants anything, he can find it for himself.

"If you do window trimming at all, in the vernacular, do it up 'brown' Don't half do the work and then trust that an indiscriminating public will either overlook your sloppy little attempt at right results or kindly excuse the miserable makeshift of a trim.

"In many a San Francisco window I have noticed a lamentable absence in care of details, and that, too, in stores which claim to be—and are considered—model establishments. They seem to think that window dressing is a subject of such minor importance that matters may be slighted therein. But, let me tell you, Mr. Heedless Windowman, you are lowering the tone of your store, commercially, when you neglect the nice points that show perfection in your art.

"In the very first place, attention is not given to the conditions of the glass. This, one would think, would engage a window dresser's thought before anything else entered his mind, for if the front be not shining with cleanliness how can a proper inspection of goods be made?"

The same dirty appearance is also to be seen upon the articles behind the glass. I have seen many an attractive design—a design that was remarked time and again—tabooed by the simple but slovenly fact of several dead flies being allowed to accumulate at the base of the window-pane. Other times the writer has known such mistakes to be made as would repel the least exacting in the matter of taste. He has seen a high-class window ararngement actually mutilated by the fact of some cheap article tossed carelessly in to fill out an awkward corner instead of the dresser using a little more time and patience. Such things as dirty paper or unmodern stands in an up-to-date window are certainly foolish.

Of course we know the grocers have heard this tune sung before, but at the same time we also remember that very apt saying that the advertising men are using, that to repeat and repeat an honest proposition is the only way to get results. So to the grocer who is enterprising and who would make the best of his assets we recommend a tasteful, modern-looking window.

During the year 1906 more than 31,000 commercial travelers secured license to solict trade in Switzerland. Of the total number of traveling salesmen seeking Swiss trade, Germany furnished 4,700; France, 1,300; Italy, 390; Austria-Hungary, 250; Belgium, 85; England, 67; Holland, 28; Spain, 6; while only 1 was registered from the United States. Switzerland's total imports for 1906 amounted to $283,528,483 United States currency. During the same period the exports amounting to $207,449,623. Of the import trade, the United States furnished less than 5 per cent. The fact that so small a portion of the trade came from the United States is not surprising when the records show that only one American commercial traveler secured license in Switzerland last year.

Quality in lieu of free goods—that's Griffon's.

Do YOUR Share

Every Dealer in Groceries Should Join the California Retail Grocers and Merchants Association. HE OWES THIS TO HIMSELF. The Same Influence that made the Legislature of 1907 willing to give us FOUR LAWS would make the Wholesalers and Manufacturers Willing to Grant any Fair Request.

Here Is What You Can Do

1. Get Better Laws. 2. Collect Bad Bills. 3. Induce Manufacturers to Protect Profits. 4. Make Wholesalers, Etc., Stop Selling to Your Customers.

REMEMBER: The State Grocers Association Does Not Do These Things For You. It Helps You Do Them For Yourself With the Help of Other Grocers. If You Are Willing Help, Send Us Word. (The Dues are $3 per Year).

California Retail Grocers and Merchants Association

A. A. JOST, Sacramento, Pres. FRANK B. CONNOLLY, San Francisco, Sec'y.

AARON H. POWERS, Field Manager

1714 Webster St. San Francisco, Cal.

Clerk's Corner.

AN OCCASIONAL WORD OF COMMENDATION WILL HELP MUCH.

A Good Clerk is Worthy of His Salary

It is not always wise to do business on a credit basis, but the merchant who recognizes good work by his clerical force and is not too small to admit it will find that the clerks will put more energy and effort into their salesmanship, into their efforts toward making good all the way around than the clerk will who is roasted to a turn for little mistakes and passed without mention when something commendable is accomplished.

Not that it is wisdom to be always throwing bouquets at your employes—a foolish and useless plan resulting, as a rule in spoiled, useless clerks, who hold an insane idea that they are running the establishment and are indespensable.

Clerks are as a rule young people. And young people are not supposed to be grounded in sense and steadiness as the more mature, and it is nothing more nor less than a square deal that the employer should pay a little attention to coaching the clerks in his ways, in his methods and in his way of doing business.

It is not enough that you tell a clerk your way once and then roast him if it is not done as you directed—repeat your advice and explain the reason why for everything and the knowledge of the object desired and the way to accomplish it is the surest training.

Clerks are apprentices and the employer the master mechanic of the mercantile establishment. It is vastly better that they learn your way—if you are an up-to-date lively merchant—or that they seek employment elsewhere if you are not.

A good clerk is worth his or her hire. The clerk who is competent to take charge of the store while you are absent, who is able to meet your customers with a smile and call them as they enter by name, who knows their buying power and the things that suit them, their credit lines and their families is too valuable a clerk to lose

Your clerks should be just what you make them, The merchant should mould them him way, should encourage, train and work with them until he has a force that he is not only proud of but that will make business for him, and run the store in his absence.

To mould a force to suit one's ideals may seem a difficult undertaking, but it can be accomplished. To raise a clerk's salary without his asking may no doubt seem extravagant, but the policy is sound and money-saving. It may be hard to praise a clerk, but a word of encouragement goes an unusual long way.

The clerk you know is just as appreciative as the next one—in fact they are more appreciative than the next one.

N. Y. STATE RETAIL GROCERS.

Elaborate Plans in Progress for Their State Convention.

The committee in charge of the plans for the annual convention of the New York State Retail Grocers' Association, at Elmira, August 5-8, reports encouragement for anticipating one of the largest conventions of the association's history. It is expected that fully a hundred accredited delegates will sit in the executive sessions and probably four times that number of grocers and their guests will participate in the social features of the gathering. At a meeting of the Brooklyn association Tuesday evening 20 official delegates were selected to attend. It is expected that from Greater New York over a hundred will be in attendance.

The plans contemplate a very desirable mixture of business and pleasure. The Monday morning session will be largely routine, with the organization of the convention occupying the bulk of the session. There will be business sessions on Tuesday, Wednesday and Thursday, at which questions of interest to the State trade will be discussed. The committee on resolutions, which will comprise the presidents of the various associations, will be chosen in advance of the convention in order that it may be ready to report its findings and recommendations throughout the week, rather than all at one time, when hasty action is likely to result.

The program of speakers is not yet complete, but among those expected to address the convention are L. J. Callanan, on "Sixty Years a Grocer;" Fred Mason, on "Factors of Trade;" Secretary John A. Greene, of the National Association; President B. Bischoff, of the Brooklyn association; President Fred H. Otten, of the Manhattan association; ex-President Henry Lohman, of Brooklyn, on "The Wife's Liability Bill" ex-President Charles Lamy, of Buffalo, on "The Garnishee Law;" Thomas Larkin, of Ithaca, on "The Modern Grocer:" Assemblyman Moreland, on "Business Legislation;" A. E. Landon, on "The Retailer Is King:" H. O. Wilkey, of Amsterdam, on "The Grocer;" A. E. Garrison, of Peekskill, and Joseph A. Weis, of Rochester. In addition to these every association will render a full report of its condition and work during the past year.

The Elmira Association has made elaborate plans for entertaining the visitors. On Tuesday afternoon there will be a visit to Watkins' Glen and in the evening a theater party at the open-air performance at Rorick's Glen. There will be special times assigned for visiting the Elmira Reformatory and the big food show, which is to be conducted as a part of the convention enterprise. Over forty exhibitors have already been assigned space in the rink, where the show is to be held.

Quality in lieu of free goods—that's Griffon's.

Ft. Smith Refrigerators—Cold and dry.

Greer's Washing Ammonia

It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

310 Sacramento St., San Francisco
Telephone Temporary 3898

Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast. SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer,** Trade Mark.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

YOUR EVERY WANT IN

PAPER

Can Be Supplied by

A. Zellerbach & Sons

421 JACKSON STREET
San Francisco Cal.

U. S. Metal Polish

POLISH.

Qts.	$3.00 per doz
Pts.	2.00 per doz
½ Pts.	.90 per doz

PASTE.

1 lb.	$3.00 per doz
½ lb.	1.75 per doz
3 oz.	.50 per doz
Barkeeper's Friend Powder, gross	$18.00

U. S. METALLIC POLISH PASTE

is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. For sale by all dealers. Also the Savoy Alkali Floor Powder, containing no grease.

J. T. WILSON.
Pacific Coast Agt., 2371 16th St., S. F.

Manufacturers' List.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When a grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco, 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer, who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schilling's.

Schillings Best, ¼-lb. cans	$ .15
Schillings Best, ½-lb. cans	.25
Sshillings Best, 1-lb .cans	.45

Rumford.

Rumford, ½-lb. cans	.15
Rumford, 1-lb cans	.30
Rumford, 3-lb cans	.75
Rumford, 5-lb cans	1.25

Crescent.

	To Family Trade	To Restr., Etc.
3-lb tins	.70 each	6.75 per doz
¼-lb tins	.10 each	$1.10 per doz
½-lb tins	.15 each	1.60 per doz
1-lb tins	.25 each	2.65 per doz
5-lb tins	1.00 each	10.50 per doz

Sun Baking Powder.

1 lb	.45	¼ lb	.15
½ lb	.25		

CEREALS

Cal. Flapjack Flour (Del Monte Milling Co.) 2 lb. package	.15
Cream Flaked Oats (Del Monte Milling Co.) 15c, two for	.25
Excelsior Flaked Oats	
Excelsior Oats (Del Monte Milling Co.) straight	.10
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 1-2 lb. pkge	.25
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 lb. package	.20
Peacock Brand Buckwheat (Del Monte Milling Co) 1 1-2 lb. pkge	.15
Shredded Wheat Biscuits, 15c or two	.25
Triscuit, straight	.10

TEA.

Tree, (M. J. Brandenstein & Co.)	.50

COFFEE.

Golden Gate (J. A. Folger & Co.) 1 lb. cans	.40
M. J. B., (M. J. Brandenstein & Co.) 1 lb.	.40
M. J. B., (M. J. Brandenstein & Co.) 3 lbs	1.00

COTTOLENE.

Small size pails	$ .30
Medium size pails	.60
Large size pails	1.35

FLOUR

Globe Mills.—A-1, $1.55; Banquet, $1.45; Silver Star, $1.40.

Del Monte.—Delmonte, $1.55; Waldo, $1.40.

Port Costa.—Port Costa, $1.55; Starr's Extra Choice, $1.45; Mayflawer, $1.40.

Stockton Mills.—Crown $1.55; White Navy, $1.40; Triumph, $1.40; Bear, $1.35.

Sperry Mills.—Horace Davis, Patent Roller. $1.60; Golden Gate, $1.50; Drifted Snow, $1.55; Sperry, $1.55; Royal, $1.45; Eagle, $1.40; First Grade Flour, 1-8th, 85c; 10-lb. sack 45c.

American Milling Co.—Colonial, $1.50.

Bay City Mills (1st and Clay Sts., Oakland)—"Bay City," $1.50; "White Foam." $1.50.

Diamond Milling Co.—Diamond Patent, 49-lb. sacks, $1.50; Diamond Family, 49-lb. sacks, $1.40; Sky High, 49-lb. sacks, $1.35.

Phoenix Milling Co., Sacramento.—(Bay Territory office, 17th & Wood St., Oakland. B. E. Bryan, Agent.)—"Phoenix," $1.55.

Mapleine.

2 oz	.35
4 oz	.60
16 oz	2.00
32 oz	4.00
Gallons	15.00

OLIVE OIL.

Purity (Chas.P.Grogan), Half Pts.	$ .25
Purity (Chas.P.Grogan) Pints	.50
Purity (Chas.P.Grogan) Quarts	.90
Purity (Chas. P. Grogan) Half Gal.	1.75
Purity (Chas P. Grogan) Gallon	3.00

SAUCES.

Catsup, Bishop's (Bishop & Co) 1-2 pints	.15
Catsup, Bishop's (Bishop&Co.) pts	.25
Chili Sauce, Bishop's (Bishop&Co.) 1-2 pints	.15
Chili Sauce, Bishop's (Bishop&Co.) pints	.25

SOAPS....

Sapolio.....10c, 3 for 25c

A TIMELY BOOK.

We are this week in receipt of a very timely book on the Pure Food Law, "The Food and Drugs Act, June 30, 1906." It consists of a careful study of the law, with the text of the act annotated, the rules and regulations, food inspection decisions and official food standards.

The volume is by Arthur Greeley, who is a member of the bar of the Supreme Court, member commission to revise patent and trademark laws. Formerly assistant commissioner of patents.

The book may be regarded as a critical study of the Federal Food and Drugs Act written from the standpoint of a lawyer. Chapters on purpose and scope of the act, procedure under the act, articles to which the act applies, adulteration, misbranding, guaranty, etc. A practical guide for the manufacturer, packer, wholesale dealer, jobber and retailer of foods, drugs, medicines or liquors, giving the best available information on **all of the many questions arising under the act.** 8 vo. Cloth; $1.50 net, delivered. John Byrne & Company, law booksellers, Washington, D. C.

Griffon Catsup has captured the trade. In the short period of thirty days over 600 San Francisco grocery stores have stocked these goods. In excess of 300 repeat orders have been booked by the California Fruit Canners' Association since the first named sales were made.

Griffon Catsup—No deals.

A wonderful yield of apricots is reported from seventy-six trees which are growing on land owned by the Southern Pacific Company near the Sacramento river at Corning. The seventy-six trees yielded a fraction over ten tons of splendid apricots. The apricots will, according to figures of fruit men, amount to 4,500 pounds of dried fruit, and the fruit has already been sold at 22 cents per pound delivered at the Corning depot, which means that these particular seventy-six trees yield the grower a gross profit of $990. As it takes ninety trees to make an acre of fruit, it is safe to say that this acre of ground was worth this season fuly $1,000.

Los Angeles.—The walnut growers of California were given a body blow Tuesday in a federal court decision by Judge Wellborn. They are forever barred from using the patented cleaning process of the Anderson-Bargrove Manufacturing Company of SSan Jose, and the Fullerton Walnut Grower's Association must pay the concern $23,000 damages for infringement. The growers are vially affected and will appeal to the United States Supreme Court, it is announced They claim the process they have been using is not that of the San Jose company, though similar. They assert they will be almost ruined if thrown upon the mercy of any company controlling a patent for handling their crop.

Griffon Catsup—No deals.

Fresno.—The California .Canner's Association has just closed a quarter of a million deal in Tulare county, buying the Kuhn orchard of 1060 acres near Farmersville. The purchase price includes this year's crop, which will run close to $100,000. The orchard consists almost entirely of peach trees, and with peaches ranging from $50 to $65 a ton for canning and 12 cents a pound dried, the product very quickly runs into money.

Griffon's.

Quality in lieu of free goods—that's

Cable Address "Cluffeck." Tel. Temporary 2860

William Cluff Company, Inc.

WHOLESALE GROCERS

Importers and Exporters of Cigars and Tobacco

Spear and Mission Sts. San Francisco, Cal

OFFICERS AND DIRECTORS.

RETAIL GROCERS AND MERCHANTS Association of Alameda Co.

President, John Mitchell.
1st Vice-President, J. L. Woodworth.
2d Vice-President, O. B. Palmer.
3d Vice-President, F. C. Koerber.
4th Vice-President, A. J. Nor.
5th Vice-President, J. E. Frazier.
Secretary, Geo. MacDonald.
Treasurer, H. D. Cushing.

Directors.

H. Hauch, A. J. Nor, H. D. Cushing, G. Hoffman, J. Hopkins.

Manager Collection Dept.

M. K. Webster.

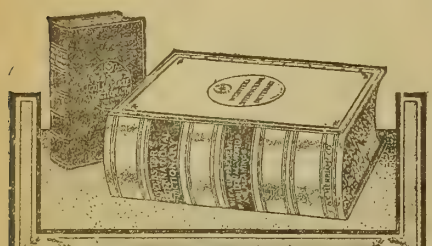
Association meets the 1st and 3d Monday of each month at 8 o'clock. p. m., at 419 12th St., Oakland.

NOTICE.

Whenever any prices in the Manufacturers' List, printed on Page 12 of the "Advocate," are cut, members should notify Secretary MacDonald as promptly as possible. (His telephone is Oakland 151.) Mr. MacDonald will at once take steps to have the cutting stopped.

OAKLAND MEETINGS.

The Alameda County Grocers' Association will hold its meetings on the second Monday of each month.



WEBSTER'S INTERNATIONAL DICTIONARY
A LIBRARY IN ONE BOOK.

Besides an accurate, practical, and scholarly vocabulary of English, enlarged with 25,000 NEW WORDS, the International contains a History of the English Language, Guide to pronunciation, Dictionary of Fiction, New Gazetteer of the World, New Biographical Dictionary, Vocabulary of Scripture Names, Greek and Latin Names, and English Christian Names, Foreign Quotations, Abbreviations, Metric System.

2380 Pages. 5000 Illustrations.
SHOULD YOU NOT OWN SUCH A BOOK?

WEBSTER'S COLLEGIATE DICTIONARY. Largest of our abridgments. Regular and Thin Paper Editions. 1116 Pages and 1100 Illustrations.

Write for "The Story of a Book"—Free.
G. & C. MERRIAM CO., Springfield, Mass.

FRED MASON—MATCHES.

How A Clever Man Achieved Success In His Line.

One of the New York party (N. Y. jobbers' delegation to Chicago) was Fred Mason. Fred is not a grocer at all and yet, in many respects, he was one of the most interesting figures in the convention. His friends are just now congratulating him on his recent elevation to the post of assistant general sales manager of the big Diamond Match Company.

Matches aren't very big things in themselves, but they nevertheless involve the investment of $16,000,000 in this one company and keep busy thirty-six factories, with 38,000 employes. And Fred sells all the matches they put out. The way he does it is one of the things which have made the company and the man so much talked about in grocer's circles, because Fred has exemplified the merchandising system toward which all the talk and all the theories of the convention were directed and has thus far made it a glowing success.

Fred Mason had been in the grocery association business most of his life and knew all about the troubles and trials of the trade. That's why the management of the company saw that he was the man needed for the hour.

When he took hold a grocer could buy matches at almost any old price, and it naturally followed that they were usually of almost any old quality After he got them he had no certainty that the same maker would not turn about and sell his competitor at lower rates. If he did'nt the rival manufacturer would. Every grocer carried half a dozen lines of matches and then moaned because they took up more room than they were worth. The jobber grumbled because the manufacturer who sold him also sold the retailer, who was his natural customer. The retailer grumbled because he never knew where he was at. The public grumbled because the matches were trash.

Fred studied the question a year. Then he put his plan into operation To-day not a retailer can buy a match from the Diamond Company unless he agrees to take them through the jobber. He must also agree to sell them at a certain price and never to cut rates. Both the jobber and the retailer agree that in consideration of protection in price and in a fair profit, they will handle only Diamond matches, in the capacity of recognized agents or distributers. Instead of making nothing whatever they are all making more money in proportion on matches than anything in stock. The price cutter is no more heard of. The company sells 95 per cent of the matches made in the country. Everybody is happy and the consumer is buying the best match made at the rate of 500 for five cents.

The Diamond Match Company may require exclusive contracts with its agents and thereby lay itself open to criticism. But it certainly shares its profits with its allies all along the line. Above all, it has eliminated an intolerable condition in the match business and has put into practical operation the very things for which the jobbers contend—a trade from the manufacturer through the jobber, to the retailer, and by no other channel. And because Fred Mason is the father of the plan, he always gets a glad hand from grocers wherever he goes. Grocers are disposed to keep their eyes on Fred and on the "Diamond Match plan" of merchandising.

N. B.—The California Retail Grocers and Merchants Association expect to have Mr. Mason with them at the convention in Sacramento in September.

KELLEY-CLARKE CO.

23 Market St., San Francisco

IVORY SOAP
LENOX SOAP
P. & G. NAPTHA SOAP
K. C. BAKING POWDER
PROCTOR & GAMBLE CANDLES
ORANGE CITY RUSKS
PEARL GUM
HONEYSUCKLE MILK

Back to the Old Stand

HAAS BROS.

WHOLESALE GROCERS

Importers and Commission Merchants

100 California St.

(Corner Davis)

San Francisco California



An Auto? No!
Peanut and Popcorn Seller. Catalog show'em $8.50 to $850.00. On easy terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

Egg-o-See's Giant Growrh Explained

COMPETITORS BESTED BY APPLYING NEW SELLING IDEAS.

Salesmen's Use of Advertisements. By J. E. Linehan, General Mgr. Egg-O-See Co.

CHAPTER ONE.

Salesman and sales managers alike will be interested in an inside statement of the methods by which the sale department of the Egg-o-See Company has marketed its produce, since these principles throw light upon the possibilities of co-operation for sales between all the different sales departments of a business.

The company has adhered to three principles:

The first of the three principles is a matter for the head of a manufacturing and of a business and the head of the sales department to decide between them. It concerns the quality of a product in relation to its price.

The second principle relates to advertising policy.

The third to personal salesmanship.

In regard to the first it may be taken as an axiom in salesmanship that any article in which the highest degree of quality is combined with the lowest possible retail price offers the greatest inducement to the trade that any dealer can possibly ask.

When the dealer awakens to the fact that the article is one which is bound to create a steadily increasing demand from consumers, on the strength of its intrinsic merit, and that he is able to offer it at low a price as any of its inferior competing products, he becomes enthusiastic in regard to it. He is not only willing to buy, and steadily increase the size of his orders, but he is willing, even eager, to do everything in his power to force the article upon the attention of his customers and spread its fame.

He becomes a co-operator with salesmen and advertisers in booming trade on the specialty. And the enormous volume of trade secured by virtue of such co-operation more than compensate the manufacturer for any excess costs incurred in perfecting the article to the highest possible degree of excellence.

When Egg-o-See was put upon the market there were some thirty-two other varieties of breakfast foods already there. Most of them were already "petering out" at that time, and since then all but seven have faded out of existence altogether. Although the market was overcrowded and dealers shelves were overstocked with innumerable varieties of unsalable breakfast foods, the projectors of Egg-o-See felt no anxiety for their success in introducing a new variety. They knew that the experiencing was not due to a lack of interest on the part of the public in cereals or to the absence of a demand, but was owing to the plan of action which the various manufacturers had adopted in trying to market their wares.

The majority of them had entered the field with a product whose initial cost had been reduced to a minimum. All expensive processes in its manufacture had been eliminated. The one thought had been: "How to boom trade and load up dealers; how to get initial orders and make big money at the start." The salableness of the product itself, from the dealers point of view, seemed to be a negligible consideration.

Their idea was to reduce the cost of production and raise the wholesale price. But this system could not be made to "go" with dealers, unless some special inducement was held out; there was obviously a need of an attraction before even jobbers and retailers could be expected to fall in line, to say nothing of consumers. The realization of this need gave rise to the premium idea.

"We will give away a box of paints, a china dish, or a child's toy with every package of breakfast food," agreed the manufacturers, "and no dealer will be able to resist the temptation to stock up with an article which gives him so strong a talking point to use on consumers, as that."

The plan, of course, presupposed a still more vigorous economy in the cost of production, in order to offset the cost of the premiums.

And this plan was expected to boom trade! Its incongruities seem never to have occured to the projectors.

CHAPTER TWO.

In the first place, the premium plan put the manufacturers in direct competition with the very dealers whose

(Continued on page 38.)

P. C. ROSSI, President A. SBARBORO, Secretary

ITALIAN SWISS COLONY

Fine Wines AND BRANDIES

1235-1267 Battery Street

Phone, Temporary 112

San Francisco, Cal.

John T. Kelly
W. H. Kelly

Tel. Temp'y 1362

KELLY BROS.

WAGON COVERS & BOAT SAILS
TENTS, AWNINGS, HAMMOCKS

18-20 Clementina St. Bet. First and Second Sts San Francisco

Seasonable Suggestions

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

PUSH THE GOODS
PROTECTED BY AGREEMENTS
CUT OUT
AS FAR AS POSSIBLE
ALL GOODS
DEMORALIZED
BY PRICE CUTTERS

Do a little advertising every week.

One of the stepping-stones to success is attention to details.

To know what not to do knows half th secret of successful clerkship.

We pain ourselves greatly to find at the last we have pleased nobody.

Talk quality to your clerks. The grocer who talks quality gets business.

In dealing with men if you leave out their heart, you will lose your own.

What's the use of seeing "openings" unless one has the courage to close them.

As food is to the body so, it is said, is a word of encouragement to the heart.

A midsummer dull season need not be if you go after the trade with right methods.

Every man at length passes for what he is worth, even though he may not think so.

A dirty fixture is just a bad as as a dirty window glass, so if needs be to get busy!

There is nothing but failure ahead for the man who measures himself by his inferior.

When you have finished a job completely is the time to be satisfied, but not till then.

Suggest good old corn-meal mush to the woman who wants something different for breakfast.

There are generally many ins and outs to lies, but a truth is generally clean cut and forward.

Men and women crave the assurance that their work and effort is meeting with approval.

Industry is the price of success. The man does not live who can be successful and unindustrious.

An enterprising grocer is the man who goes after the trade instead of letting it come after him.

Only the weak and "ne'er-do-well's" complain of hard luck and a lack of opportunity and hard times.

Teach your clerks to be patient, since patience is a quality which wins many a customer for the store.

The last census year—1900—showed the production of eggs in the United States to be 1,293,662,433 dozen.

Some think that happiness is to possess one part of life; joy without sorrow, the sweet without the bitter.

There is no real life without toil—to idle away time is very laborious, but to do good works is a pleasure.

Nobody can expect to accomplish anything much in the world unless he is really into it with heart and soul.

The forceful and effective men are those who execute their ideas while they are full of enthusiasm and vein.

It is not the man who simply does things, but the man who does things better, for whom the world is seeking.

Nothing is so careless looking as a clerk who has to shout out for information as to price every now and then.

It has been said that genius consists in an immense capacity for hard work and a real conviction of its necessity.

Some men are born great, but the vast majority of men are constrained to work hard for any greatness they acquire.

To win people to his views the merchant must be a strong believer in himself and his values. Faith moves mountains.

A man ought to look upon his career in the same light as a great artist does his work—he should consider it part of him.

Some people have neither the force nor the courage to remove the obstacles that stand between them and their ambition.

Cheerfulness of manner and a little determination are the essentials of salemanship. To convince cheerfully means everything.

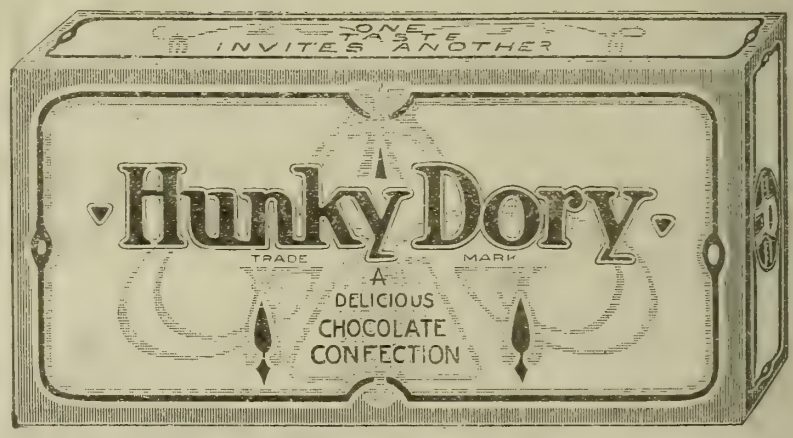
Don't only do what you are told to do, but get busy—clean up those desk corners or straighten up the stock—never stand around.

After all of the returns are in you know that quality and good value are the two foundation stones on which permanent trade is built.

A clerk who is apt in avoiding the faults in a grocer's stock and proficient in exploiting their good qualities is an asset to any house.

As stores multiply and competition

Have You Stocked?



A dainty sweetmeat dipped in fine chocolate, having a combination of flavors that is just right, gives it that delicacy and sweet aroma so delightful to lovers of good confections, so delicious that

One Purchase Insures Another
"One Taste invites Another."

Hunky Dory, the biggest repeater and winner that ever issued from the House of Reliable Confections, always put up in Triple-proof packages of pleasing and attractive design—keeps the contents in perfect condition.

In two sizes, 10c and 25c packages.

Packed for shipping in Cases of 50 10c packages
" " 20 25c "

DODGE, SWEENEY & CO., Agents

SPEAR & HARRISON STS., SAN FRANCISCO

increases he successful merchant will more and more become one who works his field most intensively.

No sensible clerk will imagine himself of more value to the firm than he really is—he will not think more about himself than his business.

A good many retail stores fail, because the proprietors and the clerks have but an insufficient knowledge of the real value of the merchandise.

Your personality is a valuable asset. Get to know your customers personally and intimately. Put your name on everything you send out.

The business world demands interest on past due bills. The retail merchant who collects it from his customers must stand firmly on his heel.

Nothing is so annoying to an employer as to have a clerk show up late every now and then, but to see a man make a practice of it is unbearable.

The man who is continually looking forward to quitting time is never pushed ahead, and why should he? Never be afraid of doing too much.

Every secret is laid open, every crime is punished, every virtue rewarded, every wrong redressed, in silence and certainly some way, some day.

Remember that the success of the firm with which you are connected means you success. This thought will stimulate you in your duty to the house.

Pleasure is taken from pleasant things, and power from strong things, as soon as we seek to separate them from that which makes them pleasant and strong.

It is undoubtedly preferable to say too little than to say to much and we have even heard it said, that to keep one's mouth shut should be a clerk's first lesson.

The cereal department of the grocery store is getting bigger. But it is the fault of the people. They want cereal foods and they want a big variety of them.

A good salesman is not a creature whose business it is to misrepresent things. On the contrary—he will sell an article for just what it is worth and nothing more.

Don't you feel favorably impressed when you see a neatly attired merchant and a clean, well-kept stock? Don't you like to trade at such a store? So do others.

Always remember that outside ourself there are several intelligent people. Don't try to suggest the real utility of some thing that is obviously useless and valueless.

If you don't like unprofitable goods don't educate your trade to call for them by carrying them in stock. You know when you buy goods how much you are going to make on them. That's the time to get your pencil out.

Have you ever stopped to think how the rest of the community regards you? Do they consider you public spirited? Public opinion is worth cultivating. There's dollars in it.

Be sure not to save all your frowns for your customer and then distribute your smile among your acquaintances and friends. For who is a better friend to you tha na good customer.

Watch the stock. Instruct the clerks carefully in the use of the want book. Always have enough stock but not much too much. Live money is the merchant's strength. Slow stock is his weakness.

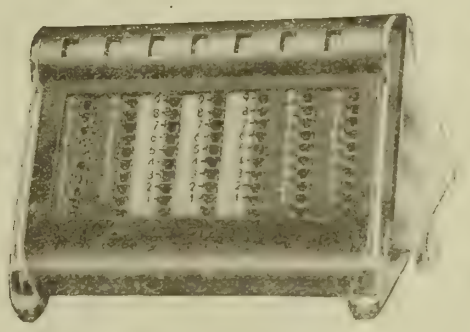
Paper bags are absolutely necessary in certain lines of business, and considering that there in no cash return, constitute probably one of the large items of expense to stores and market stalls. The expenditure for ordinary paper bags, such as are used in grocery stores, during 1906 reached nearly $9,200,000. The outlay for all bags of various kinds amounted to $25,000,000 Nearly $24,000,000 passed into the coffers of the men who make the ornate, beflowered, fancy boxes for candy, gifts and flowers.

The rules of any house were not made to grumble at. If something has really become antiquated why a gentlemanly suggestion may improve things but an antagonistic dispostion will only make matters worse than they are.

During the year 1906 the world's production of aluminum was 14,500 metric tons, an increase of 25 per cent over the production of the year previus. The United States leads all other countries in the production of aluminum, France being second Germany third and England fourth.

$15.00 "GEM" MACHINE ADDING

FREE 10 Days Trial At Our Expense



FREE 10 Days Trial At Our Expense

The Machine You Hear So Much About

Over 5000 In Use

in the Grocery, Hardware and General Store Trade

Does the work of high priced machines, carries automatically, has automatic resetting device, totals visible operation natural, folding holder, machine itself compact.

Address:

X. GANCHER,

AUTOMATIC ADDING MACHINE CO.

332 Broadway New York

EGG-O-SEE'S CAMPAIGN.

(Continued from page 35).

trade they were after. Most of the dealers were as anxious to sell china dishes and children's toys to consumers, as the manufacturers were to give these articles away. Every time the proprietor of a general store handed out a premium to a purchaser of breakfast food, he felt that in doing so he forfeited a possible sale. He reasoned: "If my customer wants this toy or dish bad enough to buy a package of breakfast food, which he has no use for, in order to obtain it, he probably could easily have been induced to spend a little more money and purchase a better toy or a better dish from my regular stock. I have not only assumed an obligation to pay for a lot of breakfast food which nobody wants and which is likely to be a dead loss to me; but I can't even make an occasional sale of the stuff without losing trade on some other and more profitable line!"

There was still another disadvantage of the premium plan from the dealer's point of view. Some people will buy a second or third package of an article which they don't want, in order to obtain a premium; but they won't keep on buying indefinitely for the same reason. Their interest in collecting premiums soon dies when they realize that they could duplicate the premium for a fraction of the sum spent in obtaining it.

But they will keep on indefinitely buying an article which is offered them on its merits as a household necessity, and which by its exceptional quality proves to them that they are getting more than their money's worth.

Dealers naturally favor the article which the consumers will keep on buying indefinitely, rather than an article which no purchaser is likely to ask for more than two or three times. And in "favoring" an article dealers assist its sales.

It was therefore a principle in salesmanship on which the Egg-O-See Company based its policy of cutting out premiums and spending its money instead in heightening the excellence of its product.

The Egg-O-See Company put a minimum price on its goods and offered exceptionally advantageous terms to dealers, not so much with a view of inducing dealers to buy, as with a view of making it easier and more profitable for them to handle the goods, the main point being to get at, through the dealers, as many consumers as possible.

Egg-O-See's advertising policy has been framed up along practically the same lines. Its object is to help the dealer make sales. The salesman's assistance is important in accomplishing this.

On entering a town a salesman is prepared with tables of figures from which he can deduct approximately the number of inquiries for Egg-O-See which each dealer in that town may reasonably expect as a result of the company's local and national advertising. These tables are compiled with reference to advertisements appearing in monthly or weekly periodicals, trade papers and the local dailies—the circulation of each medium among the people in the locality in question being made the basis of the computation. For example, if our advertisement is to appear in next month's number of the Delineator, the salesman is furnished with figures showing how many copies of that magazine will be distributed in each of the various towns or cities on his route, and it can be reasonably estimated what proportion of these copies will reach the neighborhood tributary to each dealer's store. Taking into consideration the class of people residing in the neighborhood, the situation of the store, and the extent of the dealer's business operations, it is comparatively easy to estimate the average number of inquiries for Egg-O-See which that dealer will receive on the publication of the ad. This estimate is not altogether a matter of guesswork; it is based on reports of other dealers similarly situated, as to the inquiries received by them in the past from ads. of a like character and equal circulation.

The exactness of these figures is never assumed by any salesman, however. No one will presume to say that he could estimate accurately the number of inquiries which each dealer may expect; but the figures are effective none the less in influencing dealers. Since the they are conservative figures he is bound to admit the reasonableness of the salesman's estimate, and this gives him a feeling of security in placing a large order, when otherwise he might feel he was taking unwarrantable chances.

(Continued next week.)

The Chamber of Commerce, upon learning that the Commissioner of Indian Affairs intends to discriminate against San Francisco merchants in the matter of furnishing suppies for the local Indian warehouse, has sent a letter to its members, advising them of the proposed action of the Commissioner.

Wellman, Peck & Co. will occupy their entire building about Monday of next week. They will then have the largest wholesale grocery in town.

LASH'S
Kidney and Liver
BITTERS
CURES DYSPEPSIA
1731 Mission St., S. F., Ca'



Royal Electric Mills
Only Absolutely Self-Cleaning Mill in the World.
DOUBLE MILLS
SINGLE MILLS
PEDESTAL MILLS
Equipped with Cutters that make Steel-Cut Coffee and Pulverizers that Do Not Burn the Coffee.
Beck Hardware Co.
73-75 Clementina St., Near 2nd and Folsom Sts San Francisco,
Steel-Cut Coffee obtained by using ROYAL ELECTRIC MILL.
Phone Temporary 978.

HALF YEAR'S FIRE LOSS.

The fire loss of the United States and Canada for the month of June, as compiled from the carefully kept records of The Journal of Commerce and Commercial Bulletin, shows a total of $14,765,000. This makes the aggregate for the half-year $117,477,500. The following table gives a comparison by months of the losses this year with 1905 and 1906:

	1905	1906
January	$16,378,100	$24,064,000
February	25,591,000	18,249,350
March	14,751,400	18,727,750
April	11,901,350	292,501,150
May	12,736,250	16,512,850
June	11,789,800	13,950,650
Total 6 mos.	$93,147,900	$377,665,550
July	13,173,250	12,428,050
August	11,435,600	9,641,600
September	13,715,250	10,852,550
October	12,267,000	13,872,450
November	16,178,200	16,248,350
December	15,276,600	19,001,450
T'l 12 mos.	$175,193,800	$459,710,000

1907	
January	$24,064,000
February	19,876,600
March	20,559,700
April	21,925,900
May	16,286,300
Jnue	14,765,000
Total 6 mos.	$117,477,500

There were during June no less than 291 fires where the loss reached or exceeded $10,000 in each instance A detailed list of these fires appears on the insurance page, this issue, but for the sake of comparison they may be classified as below:

$10,000 to $20,000	114
20,000 to 30,000	51
30,000 to 50,000	34
50,000 to 75,000	39
75,000 to 100,000	22
100,000 to 200,000	22
200,000 and over	9
Total	291

The more important fires during the month under review were these:

Tacoma, Wash., saw mill	$350,000
San Francisco, Cal., school, flour mill and other	200,000
Altoona, Pa., dry goods store and theatre	220,000
Utica, N. Y., tool works	230,000
Pine Beach, Va., hotel & other	411,000
Birmingham, Ala., dry goods store and other	300,000
Coal Creek, Col., business portion of town	200,000
Newark, N. J.. color works	300,000

The fire underwriters have had a bad half year. As will be seen from the first of the foregoing tables the losses for January, February, March and June, 1907, have exceded those for the same months in 1906. The San Francisco conflagration was in April, 1906, and the May, 1907, losses are within $250,000 of those of the same month in 1906. The first half of 1907 shows over $24,000,000 more loss than did the same period in 1906. In addition to the abnormal drain from fire loss claims the fire insurance companies suffer severely from the depreciation in security values, so that 1907 promises, even without any important conflagration, to go on record as a memorably bad year.

WHALE LEATHER.

The British consul at Chicago has made a report to his Government concerning the whaling idustry carried on by Newfoundland fishermen. They have been attempting to make whale leather a commercial product, and are said to be meeting with some success. The average whale hide covers a surface of about 1,500 square feet. A square foot of the hide weighs from 2 to 5 ounces, and is priced as high as 50 cents. The leather is very tough, and is said to have great wearing qualities, and may therefore be adapted to the covering of furniture, buggy tops and seats, and also automobile uses. It is also claimed that it can be used for bots and shoes. Leather made from the intestines of the whale resembles kid, and is very thin and tough. It will take color readily, and is to be offered to glove manufacturers for making the long-sleeved gloves now warned by women.

W. B. Wellman, of Wellman, Peck & Co., left yesterday for a thirty day stay in the Yosemite Valley.

California's Best Advertised Product

GHIRARDELLI'S

Chocolates and Cocoa Satisfies Everybody

THE DEALER
Because it Cannot be Sold for Less than a Fair Price:

THE CONSUMER
Because it is always Pure, Fresh and of Full Strength.

In order to protect our Trade Mark and Also Protect the Dealers who Distribute our Goods, we have fixed the following as the minimum prices of the goods listed below:

Ghirardelli's Ground Chocolate, 1-lb. tins....30c
" Ground Chocolate, 3-lb. tins.....80c
" Cocoa, ½-lb. tins.....25c
" Eagle Chocolate, 1-lb. tins.....25c

(More may be charged when the dealer finds it necessary.)

We sincerely trust that the Retail Trade will appreciate our Good Will and will lend their aid in our efforts to maintain the above prices

D. GHIRARDELLI CO.

ITEMS OF INTEREST.

California Asparagus Company—Captital stock $50,000; shares $50 each; subscription, $150; directors, Winfield Dorn, L. M. Sheeper and Allen L. Chickering, one share each; place of business, San Francisco.

Ukiah—Westport Mercantile Co.; capital stock $20,000; shares, $100 each; subscription in full, by T. C. Hunter, C. E. Gordon, A. J. Lowell; place of business, Westport.

Monterey.—The Pajaro Packing Co. has been incorporated for $75,000, of which $20,000 has actually been paid in. The principal place of business will be Watsonville, and the purpose of the concern is to conduct a general canning. preserving and avaporating business in fruits and vegetables.

Cordelia.—The California Wine Association is planning to make large experiments in manufacturing unfermented grape juice this summer in Fresno. This industry is very extensive in the East, but very little unfermented wine is made on the Pacific Coast.

Albany, Ore., is to have a milk-condensing plant to cost at least $40,000. The industry has been promoted by H. H. Olmstead, who represents Eastern manufacturing interests. The plant will utilize 80,000 pounds of milk daily. It will be erected this summer.

Fallon, Nev.—C. W. Kinney, a well-known mining promotor of this district, has returned from Boston and New York, where he has succeeded in organizing a company to erect a large salt mill on the desert near Sand Springs. This mill will have a capacity of 100 tons per day and the machinery will be the most improved make. The mill cost thousands of dollars, but Kinney states that the company has plenty of money and will enter upon the business on a large scale. It is stated that there are hundreds of acres of good salt beds in this district and that the company will be able to manufacture thousands of tons of salt for years to come.

Sacramento.—It is announced that Attorney-General Webb, at the instigation of the State Bank Commissioners, has given an opinion that nearly every bank in the State is violating the State banking corporation law, which allows banks to do either a saving bank or a straight commercial business, as with but a single franchise, nearly every banking house is doing both a commercial and saving bank business. It is expected that this decision will have a wide and significant effect on all of the banks of the State.

Do you carry a broom that has real merit? Well, why don't you say more about it. Why not suggest it to every woman who enters your store.

CLEVERNESS DISPLAYED.

Advantage Taken of Accident to Advertise Escondido Merchant's Sale.

Escondido, Cal.—A mule team belonging to a Bonsall farmer ran away on the streets last Monday morning and brought up in Steiner & Co.'s big corner show window, breaking two immense plate glass, and causing several hundred dollars in damage. One of the mules was badly cut by the heavy plate glass falling on him. Mr. Steiner, with his usual enterprise, used the incident by advertising the great rush to the "Skidoo Sale now on."

In the next day's advertisement the following appeared:

Notice! Prices Smashed!

The "Skidoo" Sale has such attractive inducements that people are coming on the rush. A large team with buyers were in such a hurry to get into the store they went through the large 8-foot plate glass show window. We have still have several good things to offer in this sale.

A German authority has compiled statistics as to the production of India rubber. In 1900 there were produced 53,348 tons. In 1906 the production had increased to 67,999 tons. The consumption has advanced in the mean time from 48,352 tons to 62,574 tons.

THE "ADVOCATE" GAUGING RODS HAVE ARRIVED!!

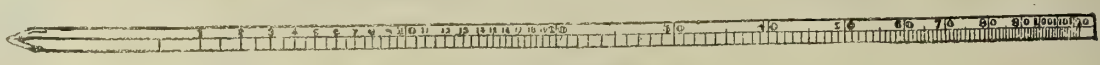
Send Your Order In At Once.

There is no question but what every merchant should have his own measuring instruments on which he can rely for proticition. Oil and vinegar are frequently overgauged and unless a merchant has a set of gauging instruments he cannot tell whether he is paying for oil or vinegar that is charged to him at, say 25 gallons, when as a matter of fact the barrel will only hold 48 gallons. This is a trick frequently practiced as these concerns know that few dealers have measuring instruments.

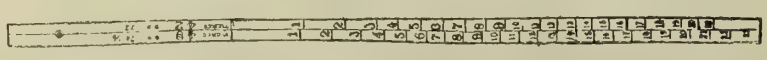
The long stick is used to determine the actual capacity of the barrel while the small one shows the amount that is lacking in the barrel. Protect yourself as many readers of this paper have, by buying a set of the Advocate gauging instruments which are sold at a normal figure. It is advisable to have two sets, one for vinegar, molasses and syrup and another for oil if it is bought in barrels as one set should not be used to gauge both oil and vinegar or molasses.

We will deliver the gauge rods to you at your store at these prices, cash in advance: 1 Guage and 1 Wantage Rod $1.45; 2 Guages and 2 Wantage Rods, $2.80; 3 Guages and 3 Wantage Rods, $4.20.

Cuts in this advertisement show both the gauge and wantage rods. Complete directions for using will be mailed free with each set.



Gauging Rod



Wantage Rod

Get a set of gauge and wantage sticks, then you'll know to a certainty when you buy what you get for your money. Remit by postal or express order, draft or check. SEND ORDERS TO

Retail Grocers' Advocate, 1714 Webster St., San Francisco, Cal.

ADDRESSES WANTED.

Parties Whose Whereabouts Are Desired by Various Merchants of California.

Every reader of the **Advocate** is requested to glance over this list. If you find any one there you know, send us his address.

If you are seeking the address of some customer, send his name, occupation and last-known address, and we will see if we can help locate him for you.

Note—Only employes of the **Advocate** will know who is inquiring for these various parties.

Note—We give only the last known address.

(1) Austin, H. V., Reno (waiter.)
(1) Brennen, Will, Goldfield, Nevada (miner.)
(2) Benjoin, M., Redding.
(3) Bowden, H., Sacramento.
(1) Burton, Chas E., San Francisco, (carpenter.)
(2) Cummings, W. M., Redding.
(2) Chase, Frank, Redding.
(1) Collins, Fred W., Stockton, (carpenter.)
(3) Collings, J. B., Sacramento.
(3) Eubanks, B. F., Sacramento.
(1) Edwards, Joseph, San Francisco, (miner.)
(3) Gowell, Sacramento.
(2) Harvey, J. D., Redding.
(3) Lockridge, J., Sacramento.
(2) McGee, Jas., Redding.
(2) Pasco, Tony, Redding.
(2) Pefley, W. L., Redding.
(1) Paltana, J., Redding.
(1) Smith, J. W., Sacramento (laborer.)
(3) Stepp, C. A., Sacramento.
(3) Stephens, O. L., Sacramento.
(3) Waggoner, A. H., Sacramento.
(1) Ward, W. H., Stockton, (miner.)
(1) Williams, W. H., Redding (miner.)
(2) Welch, V. G., Redding.
(2) White, H. D., Redding.
(2) Whelihan, F. P., Redding.
(2) Wertz, J. L., Redding.
(4) Colford, Geo. W., Stockton.
(4) Baker, Lewis, O'Farrell & Jones, San Francisco.
(4) Cannon, Wm., Stockton.
(4) Dowen, Clarence J., West Oakland.

Mrs. M. Meyer.
Josiah S. Corbett.

Coast News.

CALIFORNIA.

Los Angeles.—J. A. Lampman has has officially published the notice of the sale of his grocery business to Mrs. Lottie Szmanski. The transfer took place on July 16th.

E. Petrucelli, the grocer, has sold a one-half interest in his business to Mr. D. Calve. This sale took place on July 15th.

Crosby Bros. have also sold their grocery interests. The buyer in this case was Rufus J. Williams.

An attachment was placed on Mr. J. A. Papot, a grocer, here on July 11. The amount was $719.

The attachment connections of Mr I. D. Williams, the grocer, have been settled.

A. W. Cooley, grocer, has sold a one-third interest in his business to Mr. J. P. Cooper.

Aurella B. Sparks, also a grocer, has sold out his business to F. A. Puffer

Mr. W. R. Dunmire has purchased from the Board of Trade a stock of groceries at Thirty-eighth and Maple Ave. He has also replenished the stock.

W. H. Epling and M. M. Mark opened up a grocery store at 37th and Maple Ave. They have a complete line of staple and fancy groceries and also quite a stock of meats.

San Francisco—On July 10, Louise Browning of Sunnyvale filed petition of insolvency in the United States District Court. Debts, $3,285; assets, $2,050.

Santa Cruz, Cal.—At Mount Hermon a grocery store has been established for the accommodation of campers and cottagers.

Eureka—A. M. Nessler, of Nessler's Emporium, has sold his branch store in the Bishop building, Mrytle avenue, to L. Larsen and Mrs. Christiana Nelson, who will continue the business under the firm name of L. Larsen & Co. Mr. Nessler still continues his grocery and general merchandising business and California St.

Oakland, Cal.—Notice is hereby given that the grocery business of M. L. Bearce, located at 1432 10th St., has been sold to Hortman & Busch.

Long Beach.—Mr. P. H. Hand, a grocer, has sold his interest to Mr. C. F. Bixby.

Stockton—Vincent H. Gazzalo of the firm of De Martini & Co. was seriously hurt in a runaway a few days ago.

Escondido.—The grocery firm of Stevenson Bros. Co. have decided to discontinue their business at this place.

Eugene.—Mr. D. E. Kelliher's grocery business was burned out on July 12th.

Oakland.—Olson Market (Inc.) have sold out their business at 3603-05 San Pablo Ave., to Mr. B. Hauxinson.

Hollister.—H. W. Clark Grocery Co. (not incorporated) has been assigned.

OREGON.

Portland.—Theo. A. Godel & Co., the grocers, have just mortgaged their business for $2,500.

Tumalo.—The grocery firm of Hightower & Smith Co. have dissolved partnership and will discontinue in the grocery business.

Stayton.—The partnership of Kerber Co., grocers, have dissolved. Mr. W. F. Klecker is to continue alone in the business.

Eugene—The general merchandise store of D. E. Kelliher was destroyed by fire not long since. The loss was $1,500. The entire settlement was burned.

WASHINGTON.

Chehalis.—Lewis Rochdale Co. have sold their branch store at Salkum.

To accomplish anything don't start in fussing and knocking. Don't let the dark hours get away with you. Put on a smile even when you don't feel equal to a smile and be sure it's the kind that doesn't come off.

Lay for the trade on picnic specialties. During the summer the trade on such as canned and potted meats, mustard in bottles, pickles, sardines, olives, etc., is best. When you hear that a certain club, society or church organization is going to give a picnic or outing you can easily find out the names of many of the people who are going. A special effort to sell them "picnic groceries" will show profitable results.



(Continued from page 5.)
that helps me to decide what is coming next.

Palo Alto, G. W. La Piere & Son:—"We check up everything as we receive it. We have found some butter shortages which were not allowed. The **Advocate** is all right. It keeps up posted on all necessary points."

Newark. Silvey-Munyan Co.:—"I want to unite with the other merchants of California to help better trade conditions. I therefore enclose check for $3.00 and request that I be enrolled among the members of the California Retail Grocers and Merchants Association."

Pepperwood, Geo. R. Young:—"I am going to try to get to Sacramento on September 10th. It is too far away to be able to tell for certain yet whether I can go or not. The Association letters have made several collections for me. Give my best regards to the Alameda County members."

STATE ASSOCIATION.

Duty of Every Dealer to Unite with Fellows to Better Conditions.

If the grocers had secured nothing more than the extension of the Statute of Limitations on open book accounts, they would have been amply repaid for their work in getting together. But this is only one little result.

Let us see what they have done.

First—They have helped the grocers organize in many communities.

Second—Their activity has resulted in a profit of 25c per sack on flour in many communities where the grocers got only 5 to 7½c per sack before.

Third—They have convinced the D. Ghirardelli Co. that it will be profitable to force cutters to maintain fair prices.

Fourth—They have secured numerous laws.

Fifth—They supply members with a set of collection letters that enables the dealer himself to get in much money that he would otherwise have to pay a lawyer to collect for him.

Sixth—When a member suffers from any abuse, the entire grocery trade of the Coast can be notified and the offending firm made to see the folly and danger of continuing its evil ways.

Seventh—The grocers are made better acquainted.

Eighth—By discussion, they learn better methods of doing business.

Ninth—The tone of the trade is elevated and the members take more pride in it.

..Members secure an additional advantage that broadens their lives and makes them better men.

Every grocer should do his share. It costs $3 per year.

The grocer, who, through carelessness or meanness, is unwilling to pay this sum, does not deserve better laws nor better trade conditions.

Grocers to Gather.

Grocers will convene at Sacramento on September 10, 11 and 12th.

Every Association is entitled to send delegates.

Every individual member who pays $3 a year dues is entitled to attend.

There will be a very valuable session.

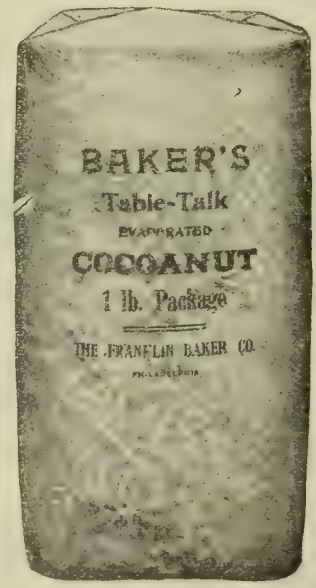
Every grocer who can possibly manage it should attend.

The City Hall dome has been tested by President Duffey of the Board of Public Works, who yesterday reported that this third largest dome in the world went through the disater of April 1906, virtually uninjured. It is not one inch of plumb, and its steel structure is intact. For $100,000 Duffey says he could restore the whole edifice supporting the dome.

The following paper houses will close their places of business on Saturday afternoons at 1 o'clock during the months of July, August and September: Blake, Moffitt & Towne, Bonestell, Richardson & Co., Zellerbach Paper Company, Pacific Coast Paper Co., A. Fleshacker & Co.

The postal receipts during June were $145,630, against $100,228 during June of last year, an increase of 44.43 per cent. This represents a big increase of business independent of the recovery of business temporarily lost in 1906 after the disater.

We're Compelled to Use the Best Nuts.



There is as much difference in cocoanuts as there is in apples. We could make a good bit more money—for a while—if we would put a lower grade of nuts into

Baker's Cocoanut.

But if we did that we couldn't guarantee **Baker's Cocoanut** to keep its sweetness and color.. So we have to use the best grade of nuts to protect our guarantee, even if there were no other reasons.

BUY BAKERS' TABLE TALK BRAND

In Oil-proof bags, packed in 18-lb. Pails and 30-lb. Cases
Sold at Bulk Prices.

No loss in breaking up of the Shred.
No loss in over weighing.
No loss in evaporation.
No loss of time in handling.

Always clean, moist and fresh, and profits sure!

The Franklin Baker Company, Philadelphia.

Johnson-Locke Merc. Co., Agents, - San Francisco.

A FAVORITE

WITH THE

Housewife

The Delicate Maple Flavor Tickles the Palate.

MAPLEINE



Its the **MAPLE FLAVOR** and the simplicity of making the syrup that makes **Mapleine** the favorite with the housewife.

The table syrup made **at home** with **Mapleine** is a winner and a profit insurance to the dealer.

JOHN H. SPOHN CO., Agents

50-52 Clay St., San Francisco

Crescent Mfg. Co., Mfgrs., Seattle.

We Sell

Rice!

From MILLS
Direct to YOU

Send for Samples

W. T. Welisch & Co.

RICE FACTORS

Monadnock Bldg. S. F.

New Sauerkraut

Orders
Promptly
Delivered

REED PICKLE WORKS

1507 Folsom St.

Bet. 11th and 12th

Phone Market 228.

Do You Sell Our

Y-E-A-S-T

Golden Gate Compressed Yeast Co.

Washington and Fillmore Sts.

PHOENIX FLOUR

The Whitest **The Best**

Made in Sacramento, Cal.

Up=to=date Machinery

Modern Ideas Coupled with the Thirty Years Experience at the same Location Has Taught Us What Kind Of Wheat To Blend.

RESULT: = PERFECTION

Agencies at Oakland, Eureka, Placerville, Red Bluff and Reno.

PHŒNIX MILLING CO. Sacramento, Cal.

B. E. BRYAN, Oakland Agent, 17th and Wood Sts.
Phone Oakland 8254

Are You Well Stocked With

THE

EGG-O-SEE COMPANY'S

CORN

FLAKES

If not Why not? Are we not Advertising in a way that will move the Goods for you? And are our Goods not backed up with quality as well? Push the goods of the manufacturer who helps you to sell them.

Egg-O-See and E--C--Corn $2.85 single case, $2.75 5-case lots

Every Jobber in the United States carries our Goods

Egg-O-See Cereal Co.

133 Hansford Bldg., S. F., Cal.

THE RETAIL

GROCERS ADVOCATE

E. D. EDDY, EDITOR. SAN FRANCISCO, CALIFORNIA, JULY 26, 1907. VOL. 12, NO. 29.

HANDLE

SPERRY FLOUR

and make a good
PROFIT!

The most popular brand on the Market.



Do It Now!
Delays are
Dangerous!

Forgetting to CHARGE GOODS causes Merchants to Lose Thousands of Dollars Yearly.
The McCASKEY REGISTER SYSTEM absolutely Compels Clerks to Complete EVERY TRANSACTION at the time it is made.
CASH Sales—CREDIT Sales—C. O. D. Sales—PRODUCE or EXCHANGE Sales or CASH on ACCOUNT are all handled with but ONE WRITING and Completed Ready for SETTLEMEENT at any Minute without making another figure.
CREDIT SALES handled as Fast as CASH Sales.
Complete Information regarding Every Detail of your Business.
It's SYSTEM. A 64-page Catalog FREE for the Asking.

WE CAN SHOW YOU
How Our Register Quickly Pays for Itself, and Quickly Earns You a Profit.
W. A. HAWLEY, Sole Agent Pacific Coast,
ST. REGIS BUILDING 25th and GROVE STREETS. OAKLAND, CAL.
BRANCH AGENCIES: Los Angeles, Cal.; Sacramento, Cal.; Spokane, Wash.; Portland, Ore.; Seattle, Wash.; San Jose, Cal.
THE McCASKEY REGISTER CO., 34 Rush St., Alliance, Ohio, Manufacturers of the Celebrated Multiplex Duplicating Carbon Back Counter Pads, also Single Carbon and Folding Pads.

The Advocate Endorses the McCaskey Account Register.

RUMFORD
The Wholesome
Baking Powder

It satisfies the grocer's most particular customers.

It enables him to sell the Best of the High-Grade baking powders at a reasonable price.

He is sure of its Quick Sale and a Good Profit.



We Sell
Rice!

From MILLS
Direct to YOU

Send for Samples

W. T. Welisch & Co.

RICE FACTORS

Monadnock Bldg. S. F.

New Sauerkraut

Orders
Promptly
Delivered

REED PICKLE WORKS

1507 Folsom St.
Bet. 11th and 12th
Phone Market 228.

Do You Sell Our

Y-E-A-S-T

Golden Gate Compressed Yeast Co.

Washington and Fillmore Sts.

THE
RETAIL GROCERS ADVOCATE
Published Every Friday by the

CALIFORNIA
RETAIL GROCERS
AND
MERCHANTS
ASSOCIATION

EARL D. EDDY, Editor and Manager.
Paul A. Carew, Assistant.
James G. Cassidy, Traveling Representative.

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The firms listed below are using the columns of The Advocate in the cause of publicity. We urge our friends and members to remember them in placing orders.

AGENTS, MNFRS.
R. A. Holcombe & Co., 50 Clay St.
W. A. Hawley, 1201 Gough.
Beck Hardware Co., 604 Mission
Kelly-Clarke Co., 23 Market.
John H. Spohn Co., 50-52 Clay St
Fred F. Hobbs Co., Hansford Bldg.
The C. B. Jennings Co., 41 Clay St.
Johnson-Lock Mercantile Co., 213 Sansome St
P. E. Lenfesty, 49 Hartford St.
Castle Bros., 1444 O'Farrell St.

AMMONIA.
Pacific Ammonia Bottling Co.

AUTOMATIC WEIGHERS.
Bond Scale Co., 49 Hartford St., S. F., 1640 San Fernando St., Los Angeles.

BAKING POWDER.
"Royal," Johnson-Locke Mercantile Co., Agts., 213 Sansome St.
A. Schilling & Co., 2d and Folsom
"Rumford," Rumford Chem. Wks., Providence, R. I.
Crescent "Egg-Phosphate," John H. Spohn Co., Agts.

BANKS.
Swiss-American Bank.

BREAKFAST FOODS.
Egg-O-See, 135 Hansford Block.
E. C. Corn Flakes, 135 Hansford Block.
Malta Vita.
Nutrito, 859 Franklin, Oakland
Pettijohn, American Milling Co.

BITTERS.
Lash's Bitters Co., 1721 Mission

CANNED GOODS.
Burt Oney Canning Co., Dodge Sweeney & Co., Distributors.

CATSUPS.
Pacific Vinegar & Pickle Works, 161 Sacramento St.
"Sniders," John H. Spohn Co., Agts
"Griffon's," California Fruit Canners' Association.

CEREAL FOODS.
American Cereal Co., 23 Market St.

CHEESE CUTTERS.
"Perfection," Levenson Co., Agts.

COCOANUT.
Franklin Baker Co., Johnson-Locke Co., Agents.

COFFEE, TEA, ETC.
J. A. Folger & Co., Spear & Howard Sts.
M. J. Brandenstein & Co., Mission near Spear.
A. Schilling & Co., 2d and Folsom.

COFFEE MILLS.
F. F. Wear, D. S. A. Pac. Coast.
Hobart Mills, 137-139 Telegraph Ave., Oakland.
Royal," Beck Hardware Co., Agts., 604 Mission St.

COMMISSION MERCHANTS.
Dodge-Sweeney & Co., Hathaway Wharf, S. F.
Scatena, L. & Co., 104 Washington. Phone, Temporary 243.
Scheer, Morehouse & Grandi. Hathaway Wharf and 33 Clay St.

CONFECTIONARY.
"Hunky Dory," Dodge Sweeney & Co., Agts.

DELICACIES.
Rathjens, P. F., 1315-1319 Pacific.
Wieland Bros., 309-311 Davis St.

EVAPORATED MILK.
Carnation, John H. Spohn Co., Agts., 50-52 Clay St.
Alpine, F. F. Hobbs Co., Agts., Hansford Bldg.
Borden Condensed Milk Co., Johnson-Locke Co., Agts., 213 Sansome St.

FLOUR.
Crown Mills, 416 Jackson St.
Del Monte Milling Co., Lombard and Montgomery. Phone, Temporary 1089.
Globe Grain & Milling Co. Chestnut and Montgomery. Phone, West 161[illegible]
[illegible] Mills, J. [illegible] Spear & Sons.
Pioneer, 1st and Clay Sts., Oakland
[illegible] Milling Co., [illegible]
Phoenix Milling Co., [illegible]
Sperry Flour Co., 112 Spear St.

GINGER ALE.
D. Steimke & Co., Union and Octavia

INSECT POWDER.
"Eureka.

LYE.
"Red Seal."

MAPLEINE.
John H. Spohn Co., Agts., 50 Clay St
Mercantile Co., [illegible]
W. A. Hawley, Agt., 1201 Gough St

OIL TANKS, ETC.
Beck Hardware Co., 604 Mission St.
F. F. Wear, "National," 137 Telegraph Ave., Oakland.

OILCLOTH AND OLIVE OIL.
Chas. P. Crogan, 1111 Aliso St., Los Angeles

PAINTS, OILS & GLASS.
W. P. Fuller & Co., Mission and Beale. Phone, Temporary 949.
Whittier, Coburn & Co., Sansome St.

PAPER.
A. Zellerbach & Sons, 121 Jackson St.

PASTE.
Cleveland Macaroni Co., Golden Egg Brands

PEANUT SHELLERS.
Kingery Mfg., Co., 106 E. Pearl St., Cincinnati, Ohio.

PICKLES, ETC.
Pacific Vinegar and Pickle Works, 161 Sacramento St.
Reed Pickle Works, 1507 Folsom

POLISHES.
X-Ray Stove Polish, R. A. Holcombe & Co., Agts., 50 Clay St.
U. S. Metal Polish, J. T. Wilson, Agt. 2871 16th St.

PROVISIONS.
Cudahy Packing Co., 45 Clay St.
Western Meat Co., 17th and Harrison...
Swift & Co., 5th and Townsend.

PRUNES.
Los Gatos Cured Fruit Co., Los Gatos

ROOT BEER.
Chas H. Hires Co., Philadelphia.

RICE.
W. T. Welisch & Co., Monadnock Bldg.
New Orleans Rice Co., 104 Front St.

REFRIGERATORS.
Murray & Wadsworth, Agts., "McCray," 431-433 Polk.
Ft. Smith Refrigerator Works, Beck Hardware Co., 73 Clementina St.

SAFES.
Parcell's Safe Co., 523 Market
Richardson Bros., 131 Fifth.

SOAPS.
"Sapolio," J. P. Gillespie, Agt.
Babbitt's Brands, C. B. Jennings Co Agts., 41 Clay St.
Cudahy Packing Co., 45 Clay St.
Fels Naptha.
Grandpa's Wonder.

SODA WATER.
D. Steimke & Co., Union and Octavia

SYRUPS, ETC.
Long Syrup Refining Co., 8th and Brannan.

STATIONERY.
Schwabacher-Frey Co., 42 Sutter St

TEA AND COFFEE BAGS (Air Tight)
James Hermann, 2975 Pacific Ave

TOBACCO.
American Tobacco Co., J. M. Gamble representative, 23 Market St.

VINEGAR WORKS.
Pacific Vinegar & Pickle Works, 161 Sacramento St.
Western Yeast & Vinegar Works, 40[illegible] 11th. Phone, Special 274.

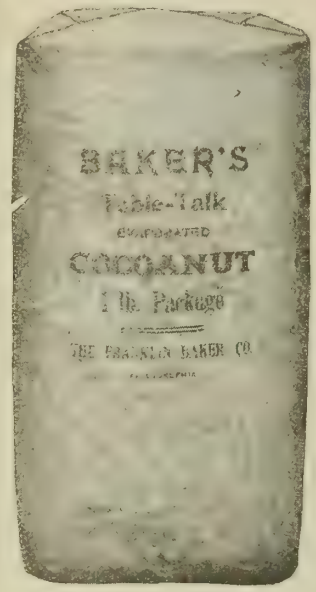
WHISKEY
The Rothenberg Co., 7th and Franklin Sts., Oakland.
Wickman, Lutgen & Co., Everett and Harrison Ave., Alameda.

WOODENWARE.
Hyman, Weil & Co., 46 Kansas St

WHOLESALE GROCERS.
Haas Bros., 100 California St.
Lennon, John A., 918 Eddy. Phone Emergency 10.
Morris Bros. & Co., 215-217 Drum
I. H. Newhauer & Co., 420-432 5th
Wm. Cluff Co., Spear and Mission Sts

YEAST.
Golden Gate Compressed Yeast Co. Washington and Fillmore Sts

We're Compelled to Use the Best Nuts.



There is as much difference in cocoanuts as there is in apples. We could make a good bit more money—for a while—if we would put a lower grade of nuts into

Baker's Cocoanut.

But if we did that we couldn't guarantee **Baker's Cocoanut** to keep its sweetness and color.. So we have to use the best grade of nuts to protect our guarantee, even if there were no other reasons.

BUY BAKERS' TABLE TALK BRAND

In Oil-proof bags, packed in 18-lb. Pails and 30-lb. Cases
Sold at Bulk Prices.

No loss in breaking up of the Shred.
No loss in over weighing.
No loss in evaporation.
No loss of time in handling.

Always clean, moist and fresh, and profits sure!

The Franklin Baker Company, Philadelphia.

Johnson-Locke Merc. Co., Agents, - San Francisco.

The "Perfection" Cheese Cutter

IS THE BEST.



THE
"Perfection"

Because it combines simplicity of operation with perfect accuracy.
No necessity for figuring and consequent mistakes.
Place the cheese in position and the **Cutter does the rest.**

Sole Manufacturers

AMERICAN COMPUTING CO.
701 Indiana Avenue **INDIANAPOLIS, IND.**

Levenson & Co., San Francisco, Distributors

THE RETAIL GROCERS ADVOCATE

EARL D. EDDY, EDITOR. SAN FRANCISCO, CAL., JULY 26 1907. VOL. 12 NO. 29

Fixed Prices Can Stand.

Los Angeles District Attorney Admits Constitutional Right of Manufacturer to Name Retail Selling Price.

A CARTWRIGHT LAW DECISION.

Most Active Opponent of Fixed Price Proposition Confesses His Position Untenable.

The District Attorney of Los Angeles County, after making announcement that fixed prices would have to go, regardless of the means adopted to enforce them, has thrown up his hands and acknowldged defeat.

The grocers have A. Schilling & Co. of this city and Bishop & Co. of Los Angeles to thank for this result.

The attorneys for these firms succeded in arranging with the District Attorney of Los Anegles county for a hearing prior to the commencement of legal proceedings.

A careful study was made of all previous decisions covering fixed prices in California and several Eastern States and also various Federal decisions, especially that decision recently made in Indiana dissolving the drug trust.

Individual Manufacturers Not Affected.

The final result was the announcement made last week by Attorney Blair for the District Attorney, that prices fixed by individual manufacturers are not illegal under the Cartwright law or any Federal law.

In an interview with our esteemed contemporary, the "Commercial Bulletin," he said: "We are convinced that **any attempt to prosecute individual manufacturers for fixing a retail price on their goods would not be successful.** It is doubtful if under a court's construction of the Cartwright law such prosecution would hold and even if it did we are convinced that the law under such construction **would be unconstitutional.** But if one or more manufacturers should agree on a fixed price on a certain commodity or similar commodities then the law would be violated and prosecutions would follow. **In every other respect** we think the Cartwright law will hold and are ready to prosecute any violations whom we can apprehend."

Other Manufacturers Interested.

In addition to the two houses noted above, following is a partial list of the manufacturers who fixed the price on their goods before the Cartwright law became effective and probably will return to the fixed price plan: N. K. Fairbanks Co.; Enoch Morgan & Sons Co., Royal Baking Powder Co., and all local flour mills as well as Rumford Chemical Co., Crescent Manufacturing Co., J. A. Folger & Co., M. J. Brandenstein & Co. and Chas. P. Grogan.

The attorneys for Bishop & Co. and A. Schilling & Co. contended that an agreement between a manufacturer **concerning his own goods** and a retailer was NOT collusion or restraint of trade, but was simply the carrying out of a manufacturer's **constitutional right** to regulate the sale of his own goods as he sees fit.

LAWS WON

The following laws have been secured by the efforts of the California Retail Grocers' and Merchants' Association:

1. Permitting the Attachment of the wages of public officials.

2. Making a Wife's Separate Property responsible for family bills for the necessaries of life.

3. Mutual Fire Insurance.

4. Extending life of open book account to four years instead of two.

5. Making the drawing of a worthless check "with intent to defraud" a state's prison offense.

6. A fair guaranty clause in the pure food law.

POINTS TO WATCH.

SEE PAGE ELEVEN

Want Beer Protected.

Retail Dealers Willing to Do Their Share.

ACTION BY BOTTLERS NEEDED.

Strenuous Competition Forces Sales at Loss Unless Restrained.

Grocers realize now how necessary it is to have the manufacturer help if profits are to be secured.

There was no profit on flour possible till the individual mills were induced by the Associated Retail Grocers to refuse to sell to cutters.

The bottlers of beer were afraid to do this for fear that if they should insist that their beer must be sold two for 25c and the bottles be charged for, that the grocers would push unknown brands of beer for 10c.

The Asociated Retail Grocers insisted that this was not so and that the grocers would refuse to sell any beer that could be sold by others at net prices.

Bottlers Want Protection.

This is all the bottlers want to know.

If the grocers want protection on beer as well as flour, they will gladly give it to them.

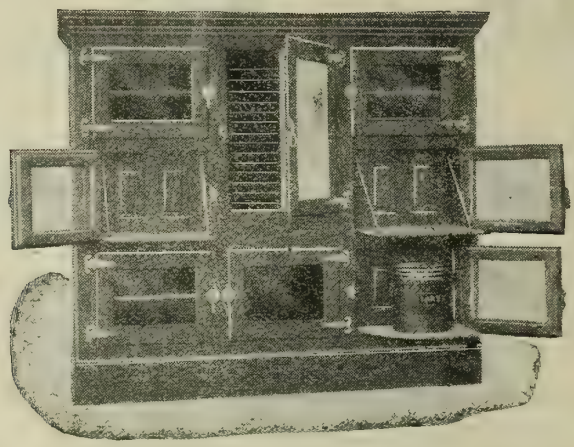
To show that the bottlers that this is so, a meeting has been arranged of the grocers to which the bottlers have been invited.

A meeting between the bottlers and the grocers has been arranged for Wednesday evening, July 31, at 8:30 o'clock at Veteran's Hall, 131 Duboce Ave.. **It is obviously to the interest of EVERY grocer to be present. Let no question of association affiliation deter you.. Your pocket-book association is the affiliation you should think of first.**

The "Rainier Beer" people, desiring to help the grocers get a profit, issued cards giving the retail selling price of beer. They did not notify the trade that these prices had to be lived up to, however, and as a result, many prices rule in every part of the city. This firm, however, we are informed by a retail grocer, refused to sell to

(Continued on page 16.)

Fort Smith Refrigerators



STYLE No. 7686

The Following Well-Known GROCERS are Using the Above Style Refrigerator

E. Broderick	715 Fillmore St.,	S. F.
Rathjen Co.	Lombard and Fillmore	S. F.
H. Hellberg	Ninth and Bryant	S. F.
McCarthy Bros.	Bush and Baker	S. F.
Kohn Bros	1201 Turk St.	S. F.
F. Stuermer	18th and Danvers St.	S. F.
C. Stelling	29th and Church	S. F.
J. M. Hanley	2300 Sutter	S. F.
Maxwell & Streckenbach	1302 18th St.	S. F.
Fred Pielhop	249 Courtland Ave.	S. F.
Fay Gro. Co.	3rd Ave. and B St.	S F.
J. Vennekohl	1839 Eddy St.	S. F.
Southern Heights Gro. Co.	1471 18th St.	S. F.
W. A. Rogers	900 I St., corner 10th Ave.	S. F.
H. Heitman	2248 Misison St.	S. F.
H. Dinslage	3375 Sacramento St.	S. F.
Miller & Lawlor	Guerrero & Clinton Park	S. F.
C. F. W. Miller	239 Brighton Ave., Ingleside	S. F.
J. Straub	101 De Montford Ave., Ingleside,	S. F.
J. Soltaro	Park and Central Ave.	Alameda
Martin Eggers	Fruitvale Av. & Boulevard,	E. Oakland
W. Zeller		Palo Alto
Sonoma Co. Fruit and Produce Co.		Santa Rosa
C. D. Fontana		Copperopolis
Rossi Bros.		Stockton
Drury & Bartholomew		Stockton
J. Rohrer		Stockton
Hall Bros.		Stockton

We make all Styles and Sizes for the Grocery Trade.

REMEMBER - - - - - - - - - - If We Make It It's Made Right

BECK HARDWARE CO.

SAN FRANCISCO — Phone Temporary 978 — LOS ANGELES

73-75 Clementina St. Near 2d and Folsom — 247 Central Avenue.

32 CARLOADS OF HIRES ROOTBEER SOLD

on the Pacific Coast the first six months of this year; more than was sold all of last year, or in any one year before. HIRE'S is growing more popular each year. This certainly is a HIRE'S YEAR. (HIRE'S has been a success for thirty-two years).

JOHN H. SPOHN CO.

Pacific Coast Agents San Francisco, Cal.

Egg-o-See's Giant Growth Explained

COMPETITORS BESTED BY APPLYING NEW SELLING IDEAS.

Salesmen's Use of Advertisements. By J. E. Linehan, General Mgr. Egg-O-See Co.

(Continued from last week.)

CHAPTER III.

Another potent influence is brought to bear upon the dealer. In addition to the arguments respecting the circulation of our ads. in each dealer's locality, the salesman is equipped with advance press proofs of the ads. themselves. He is able to show the dealer exactly how our ad. will appear in the forthcoming number of this magazine or that, or in next week's edition of the local newspapers.

As an example, we recently contracted for the entire back cover of the Delineator for one month. Several weeks in advance of publication date, our salesmen were furnished with press proofs of the cover of the magazine, printed in three colors and embellished with half-tone cuts. Both front and back covers had been printed on one card and Egg-O-See's ad. occupied half the space, the actual front cover design and publisher's announcement occupying the other half. Egg-O-See's advertisement on the back cover was certainly no less artistic and attractive than the front cover poster. The ad. presented a half-tone reproduction, in colors, of the painting entitled. "Dere ain't go'n'er be no leavins'." a picture familiar, it is safe to say, to every merchant of food products and to every housekeeper throughout the United States—a picture which strikes a responsive cord in the hearts of all lovers of small boys and good dogs.

There is a singular magnetism in striking pictures. The dealer who is shown these press proofs cant resist being attracted and interested. He gauges the effect which the ad. will produce upon the general public by the charm which the picture has for him. When he is made to understand that, on date of publication, the same picture will be circulated all over the United States—when he is told approximately how many copies will be distributed in the neighborhood from which he draws his trade—he is bound to feel a much livelier interest than he would feel in the bare announcement that Egg-O-See's ad. would occupy the back cover of such and such a magazine for the following month.

It is one thing to tell a dealer that you are going to do extensive advertising; to name the periodicals in which the ad. will appear; to state in general terms how much advertising you are going to do and why he may expect to come in for a share of the benefits. It is another thing, and a far more effective thing in making sales, to show the dealer such evidence as these press proofs from which he can drawn his own conclusions. "Seeing is believing"—and when a dealer actually sees a proof of a striking ad., he feels a keener interest than he would be likely to feel in any assertion with regard to the extent and costliness of any advertising project.

The same policy is used with regard to display ads. in local newspapers. Wherever a campaign of local advertising is under way, the salesman in that territory provides himself with specimens of the ads. that are to be run and presents these to his dealers, together with a statement of just how large a circulation the ad. will have among the people from whom each dealer draws his trade.

If a salesman were to use. as a talking point, the fact that doctors and nurses are unanimous in indorsing Egg-O-See as being the most nutritious and easily digested food for invalids, he would no doubt make a certain impression. But he makes ten times as strong an impression when he tells the dealer that Egg-O-See's ad. appears in 35 trade papers read by nurses and doctors; that so many copies of each paper are circulated among the physicians and hospital attendants in the dealer's own city; and when he displays specimens of this advertising, together with the actual testimonials of well known physicians. When you tell a dealer that "nurses and doctors are unanimous in indorsing this article" you give him a reason to think that the article is a good one; when you tell him exactly how many physicians and nurses doing business right in his own neighborhood are bound to see this advertisement and have its significance forced upon them, you give him reason to believe that the merit of the article is something that particularly concerns him. He pictures to himself not only a "good articl e,"but a lively demand for it as well—he runs over in his mind the names of physicians in his own neighborhood and of hospitals which he might reasonably expect to buy their supplies of him; and every name suggests a probable customer. This line of thought is likelier to make him want to buy than any conviction which the salesman might inculcate as to the intrinsic merit of the goods.

Virtually, the salesman is not offering him goods, but is offering him prospects of sales.

Fresno.—E. R. Smith, the contractor in the employ of Guggenheim & Co., arrived here from San Francisco with much enlarged plans for the refitting of the Guggenheim plant on Santa Fe avenue, and the conversion of the old Scropian place into a plant to be operated co-operatively with the present house. It is now proposed to make of the old Guggenheim house a raisin plant exclusively, which shall have twice the output of the former plant. The seeded and loose fruit will be handled in the main building, and the layers in the house called the "fig" house, at the south end of the whole line of buildings. The new establishment will put one ten cars of seeded raisins a day, which is double the former capacity.

Chas. W. Haas left this week for Europe, where he will join his father, William Haas.

San Francisco can give first-class accommodations to 16,000 people at present.

NEWS NOTES.

The lot on the northwest corner of California and Battery Sts. is being cleared preparatory to the erection of a $100,000 building by the Babcock estate.

The Quaker Oats Co. of Chicago have opened a branch office in this city (23 Market St.) under the management of a Chicago man. Kelley-Clarke Co., no longer represent the account.

Application was made a few days ago by D. O. Mills for a permit to erect a 10-story office building of steel and concrete construction adjoining the Mills building in Bush street near Montgomery at a cost of $340,000.

The registration of voters since the new primary law, which demands that a voter to participate in the primaries should declare his political allegiance at the time of registering, has amounted to 5564 names. The total registration up to date is 55,183.

Jones Bros., the big vinegar people of Louisville, Ky., have purchased a site for a big Coast factory at Watsonville, where they will soon commence the construction of the most up-to-date vinegar factory on the Coast.

The Lovera Baseball Team (Wellman, Peck & Co.) are certainly making a record. On Sunday last they defeated the Petaluma aggregation after a 11 inning engagement—score, 4-2. They recently defeated Haywards twice in succession as well as Santa Rosa.

W. H. St. Johnson of the Wm. Cluff Co., has just returned from a two weeks' vacation which he spent at Camp Taylor. In view of the fact that there were a bevy of fair damsels there and St. Johnson the only man (except on Sundays), he surely must have had a joyous time.

James J. Flood, the owner of the lot which the old Grand Opera House stood will be the home of a wholesale woodenware store, on which there is now being a massive foundation sunk in the sand at that place. A contract has been let for the building of the structure. Hyman Weill Co., wholesale dealers in woodenware will occupy the building. The building will be five stories in height and will cost about $300,000.

C. W. Colby, for the past twelve years Pacific Coast agent of the Erie Despatch and recently appointed general agent here of the Erie Railroad, has been summoned to Chicago to be promoted to the position of commercial agent of the Erie Railroad at Chicago. He will be succeeded in San Francisco by Lawrence Harkness, agent of the Erie Despatch at Los Angeles for the past ten year.

Thirty to forty millions of dollars may be expended to make the harbor of San Francisco the most modern and finest in the world, which may be the recommendation of the joint legislative commission that is conducting a thorough investigation into the various ports of the State.

Henry Cowell has sold to the Government the land at the northeast corner of Clay and Sansome streets, 122 feet on Sansome, with a depth of 37½ feet and two frontages. The consideration was $200,000. The Government will build the new sub-treasury on the land. This sale will help to build up that quarter of the city as the new sub-treasury will be near the appraiser's building, and it is regarded as a good move on the part of the Government to keep all its buildings as close to each other as is possible.

The wholesale looting of the Southern Pacific freight boats and yards by employes of the company has entailed a loss in merchandise during the past year that is estimated at $100,000.

Geo. T. Knox, the pioneer notary, died last week at the age of 81 years.

ROYAL



BAKING POWDER

Absolutely Pure

A Cream of Tartar Powder, free from alum or phosphatic acid

Makes Home Baking Easy

ALL grocers should carry a full Stock of Royal Baking Powder. It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

SNIDER'S CATSUP. Free Deal. New 1907 Pack

Comes Only Once----Order from your Jobber before it is too late.

DELIVERIES TO BE MADE AFTER SEPTEMBER 1ST, 1907, AND BEFORE JANUARY 1ST, 1908.

With each **Five Cases** of Snider's Catsup, Pints, one case of Snider's Catsup, Pints, FREE.

With each **Three Cases** of Snider'sCatsup, Pints, and Two Cases of Snider's Catsup, half-pints, one case of Snider's Catsup, half-pints, FREE.

With each **Ten Cases** of Snider's Catsup, Half-Pints, one case of Snider's Catsup, Half-Pints, FREE.

With each **Five and Half Cases** of Snider's Catsup, Half-Pints, Half Case of Snider's Catsup, Half-Pints, FREE

With each **Ten Cases** of Snider's Catsup, Quarts, one case of Snider's Catsup, Quarts, FREE.

With each **Five and Half Cases** of Snider's Catsup, Quarts, Half-Case of Snider's Catsup, Quarts, FREE.

THE ABOVE SPECIAL DEAL WILL BE DISCONTINUED WITHOUT NOTICE.

It behooves every merchant to place his order immediately so as to be sure of participating in this splendid opportunity. Take no chances—sell **SNIDER'S.** Its purity is guaranteed to you and your customers.

JOHN H. SPOHN COMPANY (Agents) SAN FRANCISCO

Moneyback kills distrust.
Schilling's Best makes friends.

ASSOCIATION ROSTER

California Retail Grocers and Merchants' Association.

President, A. A. Jost, Sacramento.

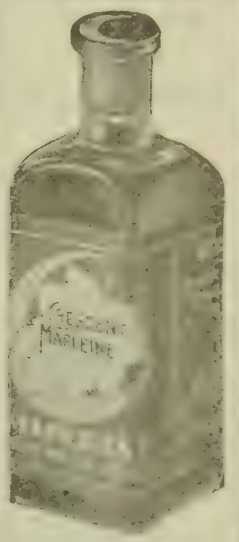
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A FAVORITE
WITH THE
Housewife
The Delicate Maple Flavor Tickles the Palate.
MAPLEINE

The time to order MAPLEINE is NOW, when the housewife is calling for it all over the country. Each case contains attractive display cards and a few "telling" words to the customer makes a sale and each sale means repeaters.
JOHN H. SPOHN CO., Agents
50-52 Clay St., San Francisco
Crescent Mfg. Co., Mfgrs., Seattle.

We are now booking orders for 1907 PRUNES.

Have you ordered yours yet? They are pretty scarce this year. It looks like prices would be HIGHER. We can make it to YOUR ADVANTAGE to place your order NOW. Write for prices. Your enquiry will receive prompt attention. **Remember WE PUT UP THE**

BEST PRUNES

Los Gatos Cured Fruit Co.

Los Gatos **California**

Clean, Sharp-Cut and Nail-Eating Features

Ideal Tea Company, 17-19 East Santa Clara Street,
San Jose, Cal., Mar. 14, 1907.

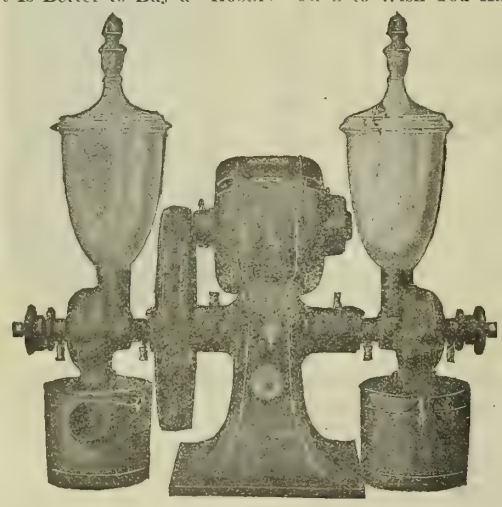
Frank F. Wear, Oakland.

Dear Sir: Have been using coffee mills for over 20 years and had experience with nearly all of them. Always wanted one a "little better" for the mill is a great factor in maintaining coffee trade. Our last purchase was one of your No. 2121 Hobart's and we do not hesitate to pronounce it the best we have seen. Are particularly pleased with the **clean sharp cut** of the granulating burrs, something we have always wanted and never found so near perfection as in our **Hobart.**

We "press the button," the Mill does the rest—and does it right, and its nail eating qualities stand alone. Would not consider ourselves up-to-date without it.

Respectfully yours,
C. M. SHELBOURN,
for Ideal Tea Co., San Jose.

It Is Better to Buy a "Hobart" Than to Wish You Had.



A Word To the Wise is not Always Sufficient.

◆ ◆ ◆

Sometimes they have to be SHOWN.

Full Car-Load of assorted sizes, 1907 Model Mills to select from before advance prices go into effect. Get your order in early as a car-load will not last long.

22 Styles and Sizes to Select from.



Hygienic Drip Pot

Upon application we will furnish information regarding our product that will assist you in becoming a recognized coffee : : :

LEADER.

WRITE FOR CATALOG.

King of Electric Coffee Mills

F. F. WEAR

Dist Sales Agent Pacific Coast

Headquarters, 137-139 Telegraph Ave., Cor. 18th St.

Branch Office: H. B. DIBBLE, Manager
10 Marshall Square, Opp. 8th St. and Market

Phone Market 461 San Francisco

Phone Vernon 255 Oakland, Cal.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

POINTS TO WATCH.

SUGAR—

Conservative buying counselled by interested parties.

RICE—

Domestic Japans scheduled for a price to $6.000 by August 1st.

DRIED FRUIT—

Department of Agriculture will allow sulphuring during current season. Question hence apparently settled for this season.

ALMONDS—

Despite the fact that California almond crop is very short price will be lower than last year, account low foreign market.

LIMBURGER CHEESE—

Hand to mouth purchasers of New stock advised because of poor keeping quality.

SALMON—

Read Seattle report on situation in this issue.

ADVANCES—

Dried Apples.

Canned Fruits.

String Beans.

Norwegian Sardines.

Shrimps.

Plain and Broken Mixed Candy.

Baker's Chocolates and Cocoas.

Major Grey's Chutney.

Worcester Salt.

Rock Salt.

Pearl Tapioca.

Rice

DECLINES—

Malta Vita.
Knox's Gelatine.
Fruit Jars.

OUT OF STOCK—

5c. Milks.

AGAIN IN STOCK—

Jello-all flavors.
All brands milk.
A. and H. Soda.

FREE DEALS.

Malta Vita—One case free with five.

Rex Lye—One case free with five cases.

Tobacco—Drop shipment 100 lbs. or more of an assortment of any of the following brands: Union Leader, Pedro, Dixie Queen, Fashion Sensation, Seal of North Carolina, Plaza Cube Cut, Three Feathers, Monte Cristo Slabs, Continental Cubes, Old English Curve Cut, Van Bibber Sliced Plug. Not less than 10 lbs. Pedro or more than 55 lbs. Union Leader permitted to each 100 pounds. Gratis with each 100 lbs., 5 pounds Union Leader or Pedro as retailer may elect.

Jello—One case free with each 12 cases. Deal limited to 48 cases. Ice cream powder made by the same company may be assorted with Jello in making up orders.

Snider's Catsup — With each five cases of Snider's Catsup, pints, one case of Snider's Catsup, pints, free. With each three cases of Snider's Catsup, pints, and two cases of Snider's Catsup, half-pints, one case of Snider's Catsup, half-pints. free. With each ten cases of Snider's Catsup, half-pints, one case of Snider's Catsup, half-pints, free. With each five and half cases of Snider's Catsup, half-pints, half case of Snider's Catsup, half-pints, free. With each ten cases of Snider's Catsup, quarts, one case of Snider's Catsup, quarts, free. With each five and half cases of Snider's Catsup, quarts, half case of Snider's Catsup, quarts, free. Deliveries on above deal to be made after September 1st, 1907, and before January 1st, 1908.

Murdoch's Starch—10 case lots assorted or straight at list, one case corn starch free. Crates of sixes count for two cases.

Rumford Baking Powder—Five per cent discount in five case lots; one case free in ten case lots.

X-Ray Stove Polish—5c size, 3 doz. $1.50 with 6 free; 10c size, 3 doz., $2.50 with 6 free.

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo Coun

Bromangelon—One dozen free with each gross ordered. No free goods with orders for less than one gross.

Frazier's Axle Grease.—One case free with ten

Fairbanks Gold Dust.

With five and a half boxes at 4.65 one-half box free. Size 24x72. With ten boxes at 4.60 one box free. With 25½ boxes at 4.55 two and one-half boxes free. With fifty boxes at 4.55 fiv boxes free. Above deal is good for but a short period.

SUGAR.

The week which has elapsed since our last report has shown no change in the situation. The market continues very firm and some interests are inclined to the belief that further advances will take place. We think that a policy of conservatism had best be followed with respect to the purchase of this commodity.

TEA.

Reports from Japan are to the effect that strong holders in that country have pooled their interests with the result that new crop teas are in strong hands and advances are predicted.

RICE.

M. Phillips & Co., report under date of July 22, 1907:

The market shows no marked change since our last report. Demand has been active and full prices paid.

We look for prices on Best Grades of Imported Japan to reach $6.50 and expect to see the better grades of Domestic Japans bring $6.00 by August 1st.

New York, July 16th.—Dan Talmage's Son's Co., report:

"There has been good enquiry during the week, both from local and nearby trade. Orders are rather larger in volume than usual for the season, and prices are firm account of somewhat scanty assortment. This is being reduced daily with but trifling accessions in way of fresh arrivals to illustrate:

Receipts at New York.

July 1st. to 16th, 1906, 22,681 pockets; July 1st, to 16th, 1907 2,330 pockets. Comment is unnecessary as to effect upon the market.

"Advices from the South noteestrong but quiet market on the Atlantic Coast nearly everything disposed of and stocks in distributor's hands, light At New Orleans, market is strong, good demand but transactions limited account of scanty supplies and almost nothing offering. The advent of the "scissors crop of New" may be expected any day, although receipts of practical moment are not looked for quite as early as usual. Bountiful rains have been very beneficial to the growing crop, and if nature will kindly give sunshine for harvest during August and September, finer qualities than usual may be expected. The vicissitudes of weather at this juncture, play a most important part and contribute not a little to the anxiety of planters.

"Cables and correspondence from abroad not firm market."

DRIED FRUIT.

According to a letter from W. M. Griffin, who is now in the east, the ruling of the Department of Agriculture preventing the use of sulphur in the drying of fruits will not be so rigidly enforced as was at first supposed. Mr. Griffin says that the department will allow sulphuring during the current season, so the question is apparently settled for this year. This is good news to the orchardists of the state, as it means that there will be no great slump in values as a result of the elimination of sulphur in the process of fruit drying, and applies particularly to peaches at the moment Since the opening of the season the canners have been paying from $40 to $70 a ton throughout the state for peaches, but when it became apparent that dryers would be forced out of the field on account of the sulphur question they were quick to take advantage of the situation and reduce their bids. It is reported that the canner's agents have cut their prices in the Vacaville region to $25@30 per ton, but with the drying industry still a factor growers will not be obliged to accept these low prices and can again expect the remunerative returns which the light crops warrant.

PRUNES.

The slight weakening of 10 days ago has given way to a sharp upward tendency, which is attributed to the heavy drop of the partially developed fruit in the San Joaquin valley. Another factor in the situation lies in the fact that a considerable percentage of the Santa Clara Valley crop is within the control of one or two firms, and they are inclined to force the market up a notch.

San Jose, Cal., July 23—The returns from growers as to their estimates of the crop of dried prunes for the current year are now all in and the estimate for 1907 can very safely be placed at 36,000,000 pounds of dried prunes. The yield for 1906, according to our information and the average estimate of the packers, can be fairly said to be 110,000,000 pounds, and of the year previous 1905, as 45,000,000 pounds.

RAISINS.

The market in this line shows a little softening due to the slackening of the eastern demand. The jobbers east of the Rockies are in many instances imbued with the fear of a lower market. This feeling is unquestionably induced by the reports from Valencia, Spain, which are to the effect that unless something out of the ordinary should happen, the Valencia crop will be the largest in years, with consequent low prices.

Fresno, Cal., July 22—There is practically nothing doing in raisins in the Fresno district at present. The packers seem to have all the goods necessary to supply their demands and are not reaching out for any more. Ask them what they are offering and they will say 5¼c to 5½c. But few if any growers are selling. It is estimated that three-quarters of the crop has passed out of the hands of the growers. The general opinion is that the prices will not again reach high water mark until late in the season.

New York, July 20.—Latest advices received in the trade are to the effect that the Malaga raisin crop in Spain is progressing favorably, and with no setbacks between now and September the crop will be a fine one.

California raisins were offered late yesterday at 8¾c. for fancy seeded f. o. b. Coast for October-November shipment, showing a slight easing up in the market.

DATES.

New York, July 20.—The Hills Bros. Co's agent at Muscat advises them that the crop of Fard dates will be an abundant one and of good quality. Regarding the Persian crop, advices from Bussorah point to a good crop of both Sayers and Khadrawis, with Hallowis not so plentiful as last season.

HONEY.

Los Angeles.—A hundred tons of honey is the output of Orange County apairies this year. The yield in this county as in all Southern California is only about half a crop. Practically the whole output in this county has been bought up by Guggenhime & Co. and C. C. Collins & Son at prices ranging from 5c. to 6c per pound. The output in this county is nearly all extracted honey. There is very little comb honey put on the market. The price paid this year to the apiariets has been between 5c. and 6c.

Riverside.—Some honey buyers are in the market here, to buy comb honey at 11½c. While some bee men may sell at that price, others will hold for 12½c. and 13c. The crop would have been very short here had there been no fire, and the fire cuts it off a third or more in addition.

WALNUTS.

Fullerton.—G. W. Sherwood says the walnut crop on his place will be 25 per cent larger than that of last year. Many other leading growers also say that the crop of Fullerton and Pleacentia will be much heavier than it was last season.

Los Angeles.—Unless something unforesseen occurs this year's walnut crop in Southern California will be fully as large, if not larger, than that of last season.

ALMONDS.

None of the almond growers Associations have come out with prices on new crop up to this writing. It is believed that prices will be in sympathy with foreign grown nuts, such goods being lower in price this season than last. The crop is very short.

CORN.

Future Corn is about as last reported, with few packers willing to

accept business of any consequence on account of the uncertainty prevailing as to what the yield may bring forth. Unfavorable conditions which have been reported from week to week, must be forgotten and possibilities cannot be reported any more favorable at this writing, than heretofore.

BEANS.

The market in this line continues firm with a natural advancing tendency.

It is reported from Stockton, Cal., that the San Joaquin County bean output this season will be but one-fourth of that of last year. Owing to the many flooded tracts the acreage has been greatly reduced and on Staten Island alone fully 150,000 bags will have been lost to the general yield of the section.

PICKLES.

Chicago, July 17.—The acreage planted for cucumbers for commercial pickling is so much smaller than last year's acreage that the selling agents for the Western Pickling Association have issued a statement to the effect that on account of the reduction in the acreage regardless of the yield from that planted there will be a shortage in the crop. This statement continues:

"The blight which last season ravaged all the Western States and which seems to have come to stay in some of the old pickle-growing sections, is causing much uneasiness and alarm in the minds of packers who are accustomed to selling futures. The fall trade has started in a month ahead of the usual time and the crop being late there is likely to be an exhaustion of 1906 crop before new crop is cured fit to use.

"Some wise jobbers are ordering now for fall trade, as prices will, no doubt, be higher, even with a full crop. If unfavorable weather or disease hits the crop the prediction of $8 per barrel for 30-gallon barrels 1200-size mediums may be realized, and the salter who is asking two dollars per bushel for his 1907 crop vat-run pickles will find customers."

LIMBURGER CHEESE.

Wieland Bros., report under date of July 25:

Limburger cheese **New Stock**—We advise dealers to buy from hand to month as this New Stock is not of a good keeping quality.

SALMON.

Seattle, July 20.—Uncertainty still characterizes the salmon canning industry of the Northwest. The sock-eye run is not yet on and so uncertain are the prospects that calculations as to the final pack cannot be made. Packers up the coast have in many cases flatly refused to quote prices on their output. They have taken all the orders for cheap fish that they can safely take at present without jeopardizing their business. Some refuse to contract at any price until they know what the pack will be. A few have closed contracts, price and quantity subject to the pack and to the prevailing quotation at the time of delivery. Ordinarily the packers contract their fish long before it is put up, but the fact that the market is different this season and that the pack of recent years becoming more and more problematical, is this year causing the cannerymen to be more cautious. In previous years packers have sold futures ahead and then been compelled to make short deliveries, and in many cases selling at an actual loss. This year they have determined to wait. Speaking of the situation, Andrew Weber, a well known salmon broker says:

"The cannerymen cannot be blamed for refusing to sell in the present condition of the market. Conditions are much different this year from what they have been in the past. The market is bare of salmon of any kind. The demand is enormous. We do not know what the pack will be, but the present indications are that it will be woefully light and not equal to the demand. If by waiting until the extent of the pack is definitely known, the packer will be able to realize more for his fish, he is wise in refusing to sell even at the present high quotations. There is little salmon changing hands. I expect, however, that the market on the Sound will open about the same as the Columbia River salmon. In the entire history of the salmon industry on the Sound, I have never seen the salmon market in as healthy condition as now. But little salmon still remains on the market.

Philip J. Brady says "The salmon market is remarkably firm, but this was to be expected. While the sock-eyes should now be running there will still be time for a good pack. The market, however, will be influenced most by the output of the canneries in Southeastern Alaska. If the output there is heavy, the present firmness may be eased off somewhat, but it is

Pettijohn's Breakfast Gem

36 2lb. packages to Case.

MANUFACTURED BY

American Milling Co.

SAN FRANCISCO.

BANKING INSTITUTIONS.

LOCARNO PARIS NEW YORK SAN FRANCISCO

Swiss American Bank

Of Locarno, Switzerland

San Francisco, Main Office 1452 Fillmore St. — Branch 631 Montgomery St.

CAPITAL $600,000

SURPLUS AND UNDIVIDED PROFITS, $190,000

TOTAL ASSETS, $5,330,000

San Francisco Agents and Officers

Agents	Officers.
HENRY BRUNNER,	CHAS. MAGGINI, President.
T. C. TOGNAZZINI,	A. A. MICHELETTI, Cashier.
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ACCOUNTS OF BANKS, FIRMS AND INDIVIDUALS RESPECTFULLY SOLICITED.

RICE

Buy Right Direct from the Mills
Save Jobbers Profits

Largest ExclusiveRice Dealers on the Coast.

NEW ORLEANS RICE MILLING CO., 104 Front St., San Francisco

Samples Mailed on Request

still too early to tell what will happen up there. The brokers have been anxious to buy sockeye salmon even at a substantial advance over last year's quotations, but with a few exceptions, we have been able to secure but little fish. Would the packers sell, there would be no difficulty in closing out the bulk of the output in the next few weeks."

IMPORTED SARDINES.

Private letters from Louis Schwiers, of Newman & Schwiers, dated July 5, at Nantes, France, give an especially pessimistic tone to the buying market in France. Mr. Schwiers writes that he was unable to buy a single tin of French sardines there, the packers being absolutely bare of goods and unwilling to make prices or take orders at any figure. They expect no catch of the fish before September. Another cause of disturbance in the American trade is the new requirement as to tins and labels, which means the abandonment of thousands of tins already on hand. In mushrooms the situation is no better, all the big manufacturers having cancelled orders and withdrawn prices. He says that Portuguese sardines are as scarce as the French, especially due to the closing of the big factories for a month past by a strike of the workmen.

AMERICAN SARDINES.

New York, July 16.—Jed Frye & Co., report:

"The catch of fish at the Maine canneries continues very light and irregular. Packer's shipments are, as a rule, in excess of their pack, and the small surplus accumulated during June is rapidly being reduced. Indications all point to an advance on spot deliveries.

SALAD OIL.

New York, July 18.—Aspegren & Co., report:

Since our last report market has had quite a decline. At the close today, market looked as though bottom has been reached for new crop deliveries.

HAY.

Somers & Co., report under date of July 23,:

No appreciable change can be noted in prices, yet some concessions are being made in order to effect sales readily.

There seems to be but little feeling that the Winter will show any marked advance over present prices except to cover carrying charges.

Alfalfa under increased shipments shows some little weakening, and Straw continues rather scarce but also in very light demand. We give present prices as follows:

Choice Wheat Hay	$18.00 to 20.00
Good Wheat Hay	15.00 to 17.50
Other grades same	9.00 to 14.00
Wheat & Oat	9.00 to 16.00
Tame Oat	8.00 to 16.00
Old Wild Oat	8.00. to 11.00
New Wild Oat	8.50 to 12.50
Stock Hay	7.50 to 9.00
Alfalfa	8.50 to 13.50
Straw, per bale	.45 to .85

TRADE IN FRUITS AND NUTS.

Rapid Strides Made by United States in Supplying Home Demand.

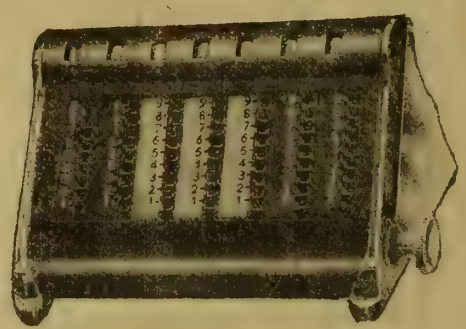
Washington, D. C., July 13.—Fruits and nuts of domestic production are supplying a rapidly increasing share of American consumption of those classes of commodities, and in certain articles, notably raisins, prunes and oranges, the home product has practically excluded that of foreign origin. A compilation recently made by the Bureau of Statistics of the Department of Commerce and Labor strikingly illustrates the improved position of the United States during the past twenty years with reference to its ability to supply home demand for fruits and nuts.

Twenty years ago the importation of fruits and nuts amounted in value to 20 2-3 million dollars, while domestic exportations thereof were but 2 2-3 millions, purchases of the foreign product being thus over seven times, as much as sales to foreign countries. In the fiscal year just ended importations were about 35 millions and exportations 17¼ millions. American sales abroad of home-produced fruits and nuts being thus practically one-half as much as purchases of the foreign product. In the period from 1887 to 1907 imports of fruits and nuts have increased but 80 per cent, while exports of the domestic product have increased about 540 per cent.

Closer analysis of the figures under consideration develops the fact that the growth in importations of fruits and nuts has been confined to a few

$15.00 "GEM" MACHINE ADDING

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The Machine You Hear So Much About

Over 5000 In Use

in the Grocery, Hardware and General Store Trade

Does the work of high priced machines, carries automatically, has automatic resetting device, totals visible, operation natural, folding holder, machine itself compact.

Address:

X. GANCHER,

AUTOMATIC ADDING MACHINE CO.

332 Broadway New York

lines in which local production has not been sufficient to meet home consumption, such as bananas, figs and other preserved fruits, walnuts, cocoanuts and almonds. Nearly all other articles show decreased importations during the period under review. Bananas have advanced from 2 2-3 million dollars in 1887 to approximately 12 million dollars in 1907, figs and preserved fruits, from 1¼ millions to nearly 4 millions; cocoanuts from 819 thousand dollars to 1 1-3 millions; almonds, from less than 600 thousand dollars to about 2 1-3 millions; and all other nuts (chiefly walnuts) from a little less than 700 thousand dollars to practically 6 million dollars, of which latter sum fully 3 million dollars represented the value of walnuts imported. On the other hand, importations of oranges have decreased from a little less than 2½ million dollars in 1887 to 400 thousand in 1907; raisins, from 2¼ million dollars to less than 400 thousand dollars; and prunes, from practically 3 million dollars to less than 50 thousand dollars; while lemons have remained practically stationary at 4 million dollars; during the twenty-year period, the figures indicating in each case that the greatly enlarged consumption since 1887 has been fully met by domestic production.

The growth in exports of domestic fruits extends to practically every class enumerated in the schedules of our foreign trade. In 1887 apples was the only item whose exports exceeded 1 million dollars, the value of this commodity ($1,382,872) contributing considerably more than one-half of the annual sales abroad. In the year just ended the items whose exports exceeded each 1 million dollars included dried apples, apples green or ripe, preserved fruits, oranges, prunes and other fruits, included in which may be mentioned peaches and pears to the value of 900 thousand dollars, raisins 600 thousand and miscellaneous fruits over 2 million dollars, Meanwhile nuts have made their appearance on the list of exported articles, and for the fiscal year 1907 their total, was about $400,000, three-fourths of which was peanuts. Exports of dried apples grew from $413,363 in 1887 to about 1,100,000 in 1907; apples, green or ripe, from $1,382,872 to $4,700,000; preserved fruits, from $536,283 to $1,700,000; and all other fruits, not separately classified in 1887, from $33,447 in that year to $7,300,000 in 1907.

The changed position of the United States in relation to its dependence upon foreign countries for fruits is clearly illustrated by a comparison of the imports and exports of certain representative commodities. Of foreign-grown fruits consumed in the United States, bananas supply fully one-third of the total. Of the year's importations of bananas, aggregating nearly 12 million dollars, Central America (chiefly Costa Rica, Honduras and Panama) supplied about 6 million dollars, the British West Indies about 4½ millions, and Cuba considerably over 1 million dollars. Italy is the most exclusive source of supply for the lemons imported into the United States from year to year. Imported currents are chiefly of the Xante variety, produced in Greece, Twenty years ago the United States was importing over 2 million dollar's worth of raisins annually, chiefly from Spain, but the entire importations in 1907 were less than a half million dollars. In 1887 Italy contributed nearly 2 million dollar's worth of oranges to the markets of the United States, the British West Indies, Spain and Cuba together supplying an additional half million dollar's worth; but in the year just ended the entire imports were but 400 thousand dollars, of which Italy supplied about one-third.

THOUGHTS ON ADVERTISING

Some Original Thinking by "The Little School-Master"

Good value, it is true, is the very best advertisement ever issued, but there is nothing like printer's ink to let people know where they can get it.

Advertising without quoting prices shows your confidence in your salesmen. Advertising the prices also shows your confidence in your goods and prices.

A good many retailers give such liberal window and poster display to a few of the proprietary articles they handle that all the individuality of their own store is buried out of sight.

The fact, if it is one, that your competitors misrepresent is not a good excuse for following in their lead. You are on the watch for some distinguishing feature peculiar to your own business, for advertising purposes. If you have discovered their weak point, misrepresentation, make it your strong one, and don't misrepresent.

Appearance counts for much and one of the first requisites of success is to appear successful. The man who fails to keep his windows up to date; who sends out circulars printed upon the cheapest kind of paper that will hold together to be printed; who uses only half enough newspaper space to properly tell his story, is rather forcibly advertising the fact that he is not upon the road that men call prosperity.—Printers Ink.



The Eureka Insect Exterminator

is a preparation of eight different drugs and is so well compounded that it actually destroys insects, yet it is harmless to the human.

It kills Fleas, Flies, Ants, Moths, Bedbugs, Roaches, Lice, Mosquitos, Etc.

Price list, page 28.

For Sale by the Wholesale Drug and Grocery Trade
JOSEPH FUSCH, Manufacturer.

1797 Bray Ave.
Fruitvale, Cal.

Phone Merritt 2962

BAY CITY MILLS

GROCERS!

TRY OUR PATENT (Extra Family) ROLLER FLOUR
YOUR CUSTOMERS WILL THANK YOU.



Bay City Flour Mills, First and Clay Sts., Oakland

WANT BEER PROTECTED.

(Continued from page 5.)

one of the largest dealers in the city and used influence to have these dealers stop cutting.

In the next column will be seen the evidence that the bottler has the right to refuse to sell to a cutter **if he acts as an individual.**

The grocers, too, **acting as individuals,** have the right to refuse to handle any beer that the bottler allows to be sold by cutters.

The Associated Retail Grocers wanted to bring about an exchange of ideas between these men of mutual interests. They therefore arranged a meeting and, in order that they might voice the opinion of a large majority of the grocery trade, send to 400 grocers letters asking them to answer a number of questions. Inside of 24 hours, more than fifty answers came back. Each said:

"We won't handle beers that are not protected. We will attend a meeting."

The questions asked of the grocers were as follows:

1. Do you want the beer bottlers to do as the flour mills—fix a fair price on their product and refuse to sell to cutters?

2. If the leading bottlers do this will you agree not to handle the beers of the bottlers who sell to cutters?

3. Will you attend a meeting to be called within the next ten days to meet the bottlers?

Among the grocers who answered YES, very emphatically, are:

E. Rohde & Co., 1003 McAllister.
W. & H. Hohn, 90 Sanchez.
Jos. Donovan, 196 Page.
Wm. Wagner, 798 Hayes.
Topp Bros., 601 Haight.
E. F. Harning, 1701 Octavia.
W .H. Garretson, 1315 Golden Gate Ave.
E. Broderick, 715 Fillmore.
H. Lehrke & Sons, 627 Tennessee.
F. Ehlers, Oak and Gough.
Martin Golobie, 702 Vermont.
Doyle & McGowan, Haight and Cole.
J. S. Irvine, Bush and Franklin.
J. W. King, 22d and Valencia.
Frank B. Connolly, 901 Stanyan.
J. A. Stulz, Fillmore and Pine.
H. S. Elliott, 1318 Valencia.
P. A. Buckley, 1899 Union.
B. A. Schmidt, 339 Devisadero.
John Bulotti & Co., 2201 Steiner St.
Rosenstein & Schoenholz, 1425 Octavia St.
Thomas Carroll, 1698 Hayes St.
J. Corsiglia & Co., 4000 California St.
Henry C. Buck, 698 Haight St.
Girtone & Miller, 7th Ave. and H St.
Mahler & Ahrens, 16th and Folsom.
Dannemark Bros., 798 Haight St.
Fred Stuermer, 18th and Denver Sts.
J. M. Meyer, Turk and Franklin Sts.
Wm. Spreen, 343 Clement.
Von Issendorf Bros., Page and Lyon.
Frank Magothey, 796 McAllister St.
Fred W. Meyer, Geary and Devisadero Sts.
Courtney & Correll, 4051 18th St.
John H. Teitjen, 2361 Fillmore St.
C. E. Ritter, 2901 Baker St.
Cochran & Brady, 701 Clement St.
H. Schacht, 21st and Folsom Sts.
F. Holst, 1205 Pt. Lobos Ave.
Brandt & Robohm, 1898 Ellis Sts.
R. Wolf, 1897 Lombard St.
T. Schonmaker, 601 Broderick St.
D. W. Kennedy, 6100 California St.
J. W. German, 731 Clement St.
E. Goldmann, 5015 California St.
Otto Lander, 845 Webster St.
H. N. Edlin, 1266 Devisadero St.
H. H. Dieckman & Son, 15th and Railroad Aves.
Arnold Bros., 21st and Valencia Sts.
L. M. Walter, 2799 California St.
J. M. Sullivan, 17 Oak St.
J. Kainemann, 2403 Bush St.
F. A. Rashcen, 1263 Laguna St.
O. Fladmark, 601 Baker St.
M. Frereichs, 438 Valencia St.
P. H. Corcoran, 1203 Valencia St.
S. F. Rochdale Co., 2750 24th St.
Kohn Bros., Turk & Buchanan Sts.
Bockman & Rogers, 1586 O'Farrell

Griffon's.

Quality in lieu of free goods—that'

IF A CUSTOMER

asks for

HAND SAPOLIO

and you can not supply it, will he not consider you behind the times?

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delica enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cak

Wholesale Price List.

EACH DEPARTMENT OF OUR PRICE LIST IS CHECKED UP AND CORRECTED EVERY WEDNESDAY BY M. J. BRANDENSTEIN & CO., A. SCHILLING & CO., J. A. FOLGER & CO., SUSSMMAN, WORMSER & CO., J. H. NEWBAUER & CO., GUGGENHIME & CO., TILLMANN & BENDEL, WELLMAN, PECK & CO., CUDAHY & CO., WIELAND BROS., ROETHLISBERGER & GRASSOTT, WILLIAM CLUFF CO., WHITTIER-COBURN CO., W. P. FULLER & CO., STANDARD OIL CO., HOOPER & JENNINGS, M. PHILLIPS & CO., PACIFIC COAST BISCUIT CO., PACIFIC VINEGAR & PICKLE WORKS, HEYMAN-WEILL CO., AND SCHWABACHER-FREY CO., EACH FIRM TAKING THE DEPARTMENTS ASSIGNED, AS LIST INDICATES.

No claim is made that this Price List contains an ironclad schedule of rates—good for a week. No such schedule could be obtained, even on actual cash sales. These prices are solicited for publication, and represent, at the time of going to press, the average prices demanded by the general run of jobbing houses for average amounts of goods on average conditions of purchase. Persons with cash, or undoubted credit, always get special low rates.
Subscribers will confer a favor by pointing out to us any particular error or omission.

	COL.		COL.		COL.		COL.		COL.
Abalones	18	Citron	35	Glue	42	Pails	47	Smoking Tobacco	49
Ammonia, Laundry	25	Clam & Clam Juice	18	Gum, Chewing	31	Paints, Dry	30	Snuff	52
Anchovies	17	Clam chowder	18	Ham	11	Paper Bags	41	Soda and Saleratus	20
Asparagus	9	Clothes Lines	46	Herring	16	Paper, Shelf	47	Soap, scouring	28
Ax Handles	45	Clothes Line Pulleys	46	High Grade Smoking Tobacco	49	Paper, Toilet	43	Soups	36
Axle Grease	41	Clothes Pins	46	Honey	6	Paper, Wrapping	43	Spices	19-20
Bacon	11	Coal Oil	29	Hops	35	Paprika	19	Spittoons	44
Bar Sugar	3	Cocoa	33	Horseradish	40	Paraffine Candles	41	Spoons, Wood	48
Barrel Covers	47	Cocoanut	34	Ink	48	Pastes	24	Sprats	18
Baked Beans	9	Codfish	16	Insect Powder	43	Peanut Butter	35	Starch	29
Baking Powder	20	Coffees	1	Ironing Boards	46	Peas (canned)	10	Stationery	48
Bags (paper)	41	Coffee Extracts	1	Jams	7-8	Peels	35	Stick Candy	30
Barley, Pearl	23-24	Condensed Milk	34	Jars	42	Pens, Steel	48	Stogies	50
Baskets	45	Condiments	37-40	Jellies	7-8	Pencils	48	Stove Polish	44
Bath Brick	41	Corks	46	Lanterns	46	Pepper	19	Sugar	2
Beans, Canned	10	Cordago	42	Lamp Burners	46	Pepper Sauce	40	Sugar, Maple	4
Beef, Barreled	11	Corn, Canned	9	Lamp Chimneys	46	Pickles	37-38-39-40	Syrup	3
Beef, Extracts	33	Corn Starch	29	Lamp Wicks	46	Pigs' Feet	11	Syrup, Extracts	1
Benzine	29	Cottolene	34	Lantern Globes	46	Pineapples (canned)	9	Tacks	18
Binder Twine	45	Crackers	32	Lard	12	Plug Tobacco	50	Tapers, Gas	48
Blacking, Shoe	44	Cream of Tartar	21	Laundry Materials	25	Plum Pudding	36	Tapioca	24
Bloaters	16	Currants	5	Laundry Starch	29	Polish, Metal	44	Teas	1
Bluestone	41	Cuttle Bone	43	Lard Oil	30	Polish, Shoe	44	Tobacco	49
Bluing	25	Demijohn	46	Lead Pencils	48	Polish, Stove	44	Tobase Sauce	40
Borax	26	Dishes, Wooden	48	Lemon Squeezers	47	Pork and Beans	9	Tobasco Sauce	40
Boullon Capsules	33	Door Mats	46	Lemon Sugar	35	Pork, Barreled	11	Tomatoes	10
Bowls	45	Dried Fruits	5	Lime Juice	35	Potato Mashers	48	Tomato Catsup (bulk)	37-40
Brooms	45	Drops and Lumps	31	Linseed Oil	29	Potted Fish	17	Tooth Picks	18
Breakfast Foods	21-24	Dry Paints	30	Liquid Bluing	26	Preserves	7-8	Traps	48
Brushes	45	Dust Pans	46	Lobsters, canned	18	Provisions	11	Truffles	39
Butter Ladles	48	Dusters	46	Lozenges	30	Prunes	5	Tubs	47
Candles	30	Eels	17	Lubricating Oil	30	Raisins	6	Turpentine	29
Candles	41	Egg Food	42	Lye	26	Relishes	39-40	Twine	45
Canned Fish	17	Egg Beaters	48	Macaroni	24	Rice	24-25	Twine Holders	48
Canned Fruits	5-6-7-8-9	Envelopes	48	Macherel (salt)	16	Rolling Pins	48	Twist Tobacco	50
Canned Meats	13-14	Evaporated Milk	34	Mackerel, tins	17	Rope	42	Vegetables (canned)	9
Canned Soups	36	Extracts, Beef	33	Maple Sugar	4	Sago	24	Vermicelli	24
Canned Vegetables	9	Extracts, Flavoring	19-20	Maple Syrup	4	Salad Oil	30	Vinegar	37-38
Can Openers	46	Extracts, Syrups	4	Matches	45	Salad Dressing	30	Washboards	47
Capers	33	Farin. Goods	21-22-23-24	Meals	21-22-23-24	Saleratus	20	Washing Powder	28
Castle Soap	28	Figs	5	Meats (canned)	13-14	Salmon (salt)	16	Wax	45
Castor Oil	29	Fine Cut Tobacco	49	Milk (condensed)	34	Salmon (canned)	17	Wax Strings	45
Catsups	39	Fish and Cheese	15	Mince Meat	8	Salsoda	26	Whips	48
Catsups (bulk)	39-40	Fish (canned)	17	Mixed Candy	30	Salt	36	White Lead	30
Caviar, Russian	15	Fish, Smoked	17	Molasses	2-3	Sardines	18	Wicking	47
Cereal Coffee	34	Fish, Potted	17	Mops and Handles	45	Salt Fish	15	Willow Ware, etc	45
Cereal Laxative	43	Flavoring Extracts	19-20	Mouse Traps	48	Salt Meats	11	Window Screen	18
Cereals	21-22-23-24	Flour	21	Mushes	21-22-23-24	Saratoga Chips	36	Wringers	47
Cheese, for. & dom	15	Fly Paper	42	Mushrooms	35	Sauces	39	Writing Paper	48
Cheroots	49	French Mustard (bulk)	19	Mustard (dry)	19	Sauces (bulk)	39-40	Wooden Ware, etc	45
Cheese Safes	46	Fruits, canned	5-6-7-8-9	Mustard (bulk)	40	Sauerkraut	41	Yeast Cakes	39
Cigarette Papers	50	Fruits, dried	5	Neatsfoot Oil	36	Seeds	44		
Chewing Gum	31	Fruit Wax & Strings	45	Nest Eggs	48	Steel Pens	48		
Chicory	1	Fruit Jars	42	Nuts	6	Sheep Dip	44		
Chimneys	46	Faucets	46	Oil Cans	48	Shelf Paper	47		
Chloride of Lime	26	Fruit Jar Caps	42	Oils	29	Shell Fish	18		
Chocolate	33	Fruit Jar Rubbers	49	Olives	35	Shoe Dressing	44		
Chutney	33	Gasolene	29	Olive Oil	35	Shoe Brushes	47		
Cider	34	Gelatine	34	Oysters	18	Shrimps	18		
Cigarettes	51	Ginger, Preserved	35			Smoked Fish	17		

Department 1

COFFEE, CHICORY, ETC.

This Dept. is corrected by M. J. Brandenstein & Co.; A. Schilling & Co.; J. A. Folger & Co.

Green Coffee.

	In bags	In drums
Mocha, Gen. Arabian	23	25
No. 2	21	23
No. 3	....	....
Mocha Liverato	23	....
" Aden	21	....
Kona (Hawaiian)	12	16
Mexican	12	18
Java, Common	15	18
Java, brown pln'tion	20	25
Java Mandheling	26	....
" Kroe	17	....
Caracol, prime w'shd	13	16
Caracol, ordinary	12	13
Guatemala Prime	15	..
" Choice	14¼	..
" Good	12½	..
Costa Rica Prime	13	..
" Choice (La G'nd)	13	..
" Good	11¾	..
Salvador Washed	13	..
" Unwashed	11½	..
Caracola Guatemala	15	..
" Salvador	13½	..

Roast Coffee.

Salvador	15	20
Java	24	31
Mocha Aden	27	31
Prme w'shd. C.A.blnds	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	13
Java Fncy Mndheling	33¼	33¾
" Kroe	25¾	26¼
Mocha Liverato	31¼	31¾
" J. S.	25¼	31¾
Java & Mocha Fancy	32¼	32¾
" No. 2	25½	26
Guatemala No. 1	18	18½
" No. 2	16¾	16¼
Costa Rica No. 1	17¾	18¼
" No. 2	17	18¼
" No. 2	17	17½
" No. 3	15½	16
Kona Fancy	20¼	20¾
" No. 1	16¼	16¾

Private Brands.

Lion, 100-lb	
Hills Bros. Arabian Roast	.26
Arbuckle's 100-lb	17.37½

"M. J. B."

"M.J.B." 60 1's in case	.28
"M.J.B." 30 2's in case	.27
"M.J.B." 24 3's in case	.25

Schilling's Best Coffee.

In 1-lb cartons, in 25, 50 or 100 lb cases. Can be assorted as required.

5-star	.36¼	1-star	.[illegible]
4-star	.29¼	2-star	.22¼
3-star	.25¾		

Folger's Golden Gate Coffee.

100 or 60, 1-lb tins	.31
50 or 30 2-lb tins	.30
40 or 30, 2½-lb tins	.30
20 or 12, 5-lb tins	.30

Never sold in bulk

Chicory.

California	05½
Belgian No. 2	07
Belgian, No. 1	07¾

Coffee Extracts.

Bulk, per lb	.07
Vienna, ¼'s, 10-lb. bx	.26
Vienna, 1's, 10-lb. bx	.25
Ackermann's, ½-gross bxs, gross	4.00

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Department 2

This Dept. is corrected by M. J. Brandenstein & Co., A. Schilling & Co., J. A. Folger & Co.

Japan.

TEAS.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	44	55
Choicest	39	43
Choice	34	38
Fine	24	33
Fair	22	24

Green China

(Gunpowder Imperial or Young Hyson)

Extra Fancy	56	76
Fancy	38	46
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	58	$1 50
Fancy	50	57
Choicest	36	48
Extra Choice	33	35
Fine	27	32
Fair	22	26

Ceylon and India.

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz, Cartoons. Never in bulk)

Japan, per lb	$0.45
do. 1 crown	.90
do. 2 crown	1.80
English Breakfast	.45
do. 1 crown	.90
do. 2 crown	1.80
Ceylon	.45
do. 1 crown	.90
do. 2 crown	1.80
Oolong	.45
do. 1 crown	.90
do. 2 crown	1.80

TREE TEA.

(Full weights only.)

Packed in 1 lb. and ½ lb. cartons.

Japan	37½	E. B Congou	37½
Oolong	50	Gunpowder	45
Ceylon	37½	Or'ntal Blnd	37½

Folger's Golden Gate Tea.

	6-oz.	8-oz.	12-oz.	16-oz.	1-lbs.
Japan	43	42	41½	41	41
English Breakfast	43	42	41½	41	41
Ceylon	46	45	43½	44	44
Oolong	48	47	46½	46	46
Gunpowder	46	45	44½	44	44
Black and Green	43	42	41½	41	41

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Department 3.

This Dept. is corrected by Sussman, Wormser & Co., J. H. Newbauer & Co.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c; half barrels, 25c; boxes, 50c; 50-lb. bags, 10c.

Fruit Granulated	5.45
Dry Granulated, 100-lb sack	5.45
Beet Granulated	5.35
Confectioners' A	5.45
Cube	5.70
Crushed	5.60
Candy Granulated	5.55
Magnolia A	5.05
Extra C	4.95
Golden C	4.85
"D" Sugar	4.75
H. & E. Crystal Dominos	8.85
Bar, Barrels	6.95

California & Hawaiian Sugar Refining Co. Additional per 100 lbs: In bbls. and 50-lb bags, 10c more; half bbls. 25c more; boxes 50c more; for all grades:

Granulated Basis	5.45
Powdered	5.55
(A) Crushed	5.70
Berry	5.50
Extra Fine Granulated	5.45

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Coarse Dry Granulated	5.45
Confectioners' (A)	5.45
Confectioners' Crystal	5.55
Cubes	5.70
Bricks	5.70
Beet Gran., 100-lb bags only	5.35
Excelsior (A)	5.05
Extra (B)	4.95
Golden (C)	4.85
Yellow (D)	4.75

C. and H. "Higrade" Bar.

In 100-lb sacks	$5.55
50-lb. boxes	6.05
10-lb. tins, 10 in case	7.90
25-lb. tins	7.25
40-lb. tins	7.25
Barrels	5.65
Half barrels	5.80

Long's Peerless XXXXXX

Do. bbls	6.95
Do. ½ bbls	7.20
Do. 4-lb. tins, cases	8.50
Do. 25-lb. tins, 10 in case	8.40
Do. 10-lb. tins, 10 in case	9.05
Do. 8-lb. tins, 8 in case	9.05
Do. 50-lb. boxes	7.70

For Bakers' and Confections' Use.

Barrels	$6.25
Half bbls	6.50
Boxes, 30 lbs. each	7.10

MAPLE SYRUP.
"Old Manse."

Gal. tins, ½ dz to case, dz	$14.00
½ Gal tins, 1 dz to case, dz	7.50
Quart tins, 2 dz to case, dz	4.25
Pint tins, 4 dz to case, dz	2.50
Jacket Cans, bulk, per gal	1.00
Glass Qts, 1 dz to case, dz	4.50
Glass Pts, 2 dz to case, dz	2.75

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Log Cabin Maple Sy

Gallons, per doz	
Cans	
Half-gals, per doz	
Quarts, per doz	
Pints, per doz	
Bottles	
Quarts, per doz	
Pints, per doz	
Jackets, per gal	

Log Cabin Pen-O-Che

Cans	
Gallons, per doz	
Half-Gals., per doz	
Quarts, per doz	
Pints, per doz	
Bottles	
Quarts, per doz	
Pints, per doz	
Jackets, per gal	

MAPLE SUGAR.

Toboggan Brand Maple

30 1-lb blocks (cases)	
60 ½-lb blocks (cases)	

Maltese Cross Brand Mapl

Ass't'd ¼s, ½s, 1s, per c	
Scalloped Cakes, 100 to	

Syrup Extracts.



2 oz. doz.	3.00	16 oz.	
4 oz. doz.	5.25	32 oz.	
8 oz. doz.	9.75	Gals.	

Crescent Oil of Map

1-oz., doz.	2.70	2-oz.,	
8-oz.,	15.00	4-oz.,	
16 oz, doz.	27.00	32 oz,	
Gals, each	15.00		

Hardesty's Maple Ex

1 oz, doz	$1.10	2 oz,	

MOLASSES.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS 5 G	¾ G	4 G	CASES 10 G	20 ½G	¼G
Fancy Open Kettle									
Pickaniny	.52	.54	.57	2.98	2.72	2.42	6.90	7.60	5.28
Belmont Plantation	.47	.49	.52	2.73	2.50	2.22	6.40	7.10	4.98
St. Clair Plantation	.41	.43	.46	2.43	2.22	1.98	5.80	6.50	4.62
Centrifugal									
Oak Grove	.37	.39	.42	2.23	2.05	1.82	5.40	6.10	4.38
St. Mary's									
Baking Molasses									
Hawaiian Island, Genuine.	.32	.34	.37	1.98	1.82	1.62	4.90	5.60	4.08
Cane									
Black Strap	.19	.21	.24	1.33	1.24	1.10			
	.17	.19	.22	1.23	1.15	1.06			

TABLE SYRUPS.

	Bbl. 54 G	½ bbl 34 G	¼ bbl. 17 G	JACKETS 5 G	4½ G	4 G	3 G	KITTS 2 G	1 G	2 G	1¾ G	1½ G	20 1-G
Saratoga Drips, made from pure granulated sugar, packed: 12-1's, $6.28	.52	.54	.57	2.98	2.97	2.42	1.86	1.28	.72	1.34	1.21	1.08	6.90
High Grade Sugar Syrups. (Pure White)													
White Sugar Drips	.47	.49	.52	2.73	2.50	2.22	1.71	1.18	.67	1.24	1.12	1.01	6.40
(Delicious Flavor)													
Perfecto	.44	.46	.49	2.58	2.36	2.10	1.62	1.12	10 1-gal. Jackets, ca				
Sugar Syrups											per Cra		
New Butter Scotch	.45	.47	.50	2.63	2.41	2.14	1.65	1.14	.65	1.20	1.09	.98	6.20
Victor	.40	.42	.45	2.38	2.18	1.94	1.50	1.04	.60	1.10	1.01	.90	5.70
Golden Gate	.38	.40	.43	2.28	2.09	1.86	1.44	1.00	.58	1.06	.97	.87	5.50
Cooking Syrups													
Carnation Drips	.34	.36	.39	2.08	1.91	1.76	1.32	.92	.54	.98	.90	.81	5.10
Golden Drips	.25	.27	.30	1.63	1.51	1.34	1.05	.74	.45	.80	.73	.68	4.20
Special Table Syrup											CASES		
Heliotrope	.38	.40	.43	2.28	2.09	1.86	1.44	1.00	.58	**Round Friction**			
								6 10-lb Tins, per case					
								24 3-lb Tins, per case					
								12 5-lb tins, per cse					

MAPLE SYRUPS.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS. 5 G	4½ G	4 G	10 1 G	CAS 20 ½
Woodlawn, made from pure maple sap in the groves at Beauce, Canada, and 1's also packed: Cases: 12-1's, $13.44; 6-1's, $6.72; 12-½'s, $7.14; 24-¼'s, $8.10; 24-⅛'s, $5.10. Bottles: 12 qts, $4.60; 24 pts, $4.90.	.95	.97	1.00	5.13	4.66	4.14	11.20	11.9
Deer Lodge	.85	.87	.90	4.63	4.21	3.74	10.20	10.9
New England	.77	.79	.82	4.23	3.86	3.42	9.40	10.3
Canada Sap	.67	.69	.72	373	3.41	3.07		

5

Department 4.

DRIED FRUITS, NUTS AND HONEY.

This Dept. is corrected by Guggenhime & Co., Tillmann & Bendel.

(Add ¼c for 50-lb. boxes and ½c for 25-lb boxes).

Apples.

Sundried, sacks 7
Evap. Fancy, 50-lb boxes.... 9
Evap. ex. choice, 50-lb box.. 8½
Evap. choice, 50-lb box..... 8

Apricots.

	1907 Crop
Choice Sacks	22
Fancy Sacks	23
Fancy, 25-lb. boxes	25

Blackberries.

In boxes, per lb.....none

Cherries.

Pitted, in boxes, per lb.....35
Unpitted, in boxes, per lb.12½

Currants.

In bbls 09½
Recleaned, in bbls 10½
Recleaned, 25-lb boxes.....11¼
Recleaned, 50-lb boxes.....11
Recleaned, 1-lb carts.....11¾
Recleaned, 12-oz carts..... 10¾

Dates.

Fard, 14-lb, per lb.....11
Persian, 65-lb case.....07

FIGS (California)

Black, sacks 04½
Black, 25-lb boxes, per box..1.25
White, bags 04½
White, 10 1-lb. brks., pr box 65 90
White, 50-½s 2.00

FIGS (Imp. Smyrna.)

box ..... .90
Choice, 5-lb. bx., per lb....16

6

Nectarines.

	1907 Crop
White	16
Red	16

Peaches.

Choice, sks..11 Fancy, sks..12½
Ex Ch'ce,sks11½

Pears.

Choice, ½s, in sacks.....10½
Ex. choice, ½s, in sacks.....10
Fancy, ½s. in sacks.....13

Plums.

Unpitted ... Pitted,black.11
Pitted, blchd11½100s-110s ..

Prunes.

	Sks.	bx. 25-lb.
20-40s	8¾	9¼
40-50s	7¼	7½
50-60s	6	6½
60-70s	5½	6
80-90s	5	5½
90-100s	4¼	5

in cases of 125-lb tins.....
in cases of 12 5-lb tins...

Raisins.

Box ½s ¼s 50lb.
6 Cr. Layers.. 3.50 2.75 ....
5 Cr. Layers.. 3.00 3.25 3.50 ....
4 Cr. Layers 1.90
3 Cr. Layers 2.00
2 Cr. Layers 2.25
4 Cr. Loose ..... .10½
3 Cr. Loose ..... .10
2 Cr. Loose ..... .09½
Fancy Clusters, 1-lb cart per doz .....
Fancy Clusters, 5-lb cart per case .....
Unbichd Sultanas, 50-lb.... 8
Thompson's bleached Sult. seedless, 50-lb 11
Bleached Sult., sdlss..... 9
Seedless Muscatels, 50-lb cases 7¾

7

R. R., 36 16s 10½
Blue Bell, 50 1s (seeded)....10¼
Seeded, 12 oz. cartons.....10½
Seeded, 12 oz cart..... 9
Seeded, bulk, lb 11

NUTS.

Almonds, Fancy, I. X. L....18
Almonds, choice soft shell

8

Drake 16
Almonds, shelled, No. 1.....45
Almonds, shelled, No. 2.....35
Almonds, shelled, Jordan Imported .....
Almonds, Jordan, Dom....
Brazils, 100-lb sacks.....18
Chestnuts, Italian 20
Cocoanuts, per 100.....4 50 5 00

Department 5.

This Dept. is corrected by Wellman, Peck & Co.; Haas Bros.

JELLIES, JAMS AND PRESERVES.

	Griffon 16-oz. Jars		Cutting 16-oz. Jars		Rose No. 2 Tins.		Rose Picnic Tins		Tumeter Jelly 4 doz. Case
	Preserves	Jam Pure	Jam Pure	Jelly Blended	Jam Pure	Jelly Blended	Jelly Pure	Jelly Blended	Jelly Blended
Apple		2 35		2 00		1 60		92½	90
Apricot	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Apricot Marmalade	2 35				1 85				
Blackberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Currant	2 35	2 35		2 00		1 60	97½	92½	90
Fig	2 35		2 00		1 85		97½		
Gooseberry		2 35		2 00		1 60		92½	90
Lemon		2 35		2 00		1 60		92½	90
Loganberry	2 35	2 35	2 00	2 00	1 85	1 60	97½		90
Orange	2 35	2 35		2 00	1 85	1 60	97½	92½	90
Orange Marmalade	2 35		2 00		1 85		97½		
Peach	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Damson	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Green Gage	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Quince	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Raspberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Strawberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Assorted Regular	2 35		2 00	2 00	1 85	1 60	97½	92½	90
Assorted Berries	2 35		2 00	2 00	1 85	1 60	97½	92½	90

DEPARTMENT 7.

This Dept. is corrected by Haas Bros.; Wellman, Peck & Co.

Canned Fruits

No. 3 Extras	No. 2½ Special	No. 2½ Extras	No. 2½ Ex. Standards	No. 2½ Standards	No. 2½ Second	No. 2½ Water	No. 2½ Pie	VARIETY	No. 3 Ex. No. 3 Grade	No. 3 Ex. No. 2½ Grade	No. 3 Ex. Standard	No. 3 Standard	No. 3 Water	No. 3 Pie
2 00	1 85	1 70	1 40	1 30	1 20	1 10	1 10	Apples	4 50	4 25	3 75	3 00		2 85
3 00	2 75	2 50	2 10	1 80	1 50	1 40	1 25	Apricots	8 00	7 00	6 50	6 00	5 25	5 00
3 50	3 25	2 80	2 60					" peeled	9 50	8 50	8 00			
3 50	3 25	2 80	2 60					" sliced	9 50	8 50	8 00			
								Assorted						
2 25	2 00	1 75	1 60	1 50	1 40	1 30	1 30	Blackberries			5 00	4 75	4 25	4 25
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (Royal Anne)	10 00	9 00	8 00	7 00	5 00	4 50
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (White)	10 00	9 00	8 00	7 00	5 00	4 50
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (Black)	10 00	9 00	8 00	7 00	5 00	4 50
2 00	1 75	1 60	1 35	1 25	1 10	1 05	1 05	Grapes (White Muscat)			3 75	3 50	3 00	3 00
2 50	2 25	2 00	1 80	1 65	1 45	1 30	1 10 unp 1 20 pld	Peaches (Yelolw Free)	7 00	6 00	5 50	5 00	4 25	4 00 pld 3 25 unp
3 00	2 60	2 40	2 15	1 85	1 65	1 40	1 10 unp 1 25 pld	Peaches (Lemon Cling)	8 00	7 50	6 50	6 00	4 50	
3 00	2 60	2 40	2 15	1 85				Peaches (Lemon Cling Sliced)	8 00	7 50	6 50	6 00		
3 00	2 60	2 40	2 15	1 85	1 65	1 40	1 10 upd 1 25 pld	Peaches (White Heath)	8 00	7 50	6 50	6 00		
3 00	2 60	2 10	2 15	1 85				Peaches (White Heath Sliced)						
3 00	2 60	2 10	2 15	1 80	1 65	1 40	1 05 unp 1 20 pld	Pears (Bartlett)	8 00	7 50	6 50	5 50	4 50	3 75 pld
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Green Gage)	5 50	4 50	4 00	3 75		
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Egg)	5 50	4 50	4 00	3 75	3 25	
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Gold Drop)	5 50	4 50	4 00	3 75	3 25	
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Damson)	5 50	4 50	4 00	3 75	3 25	
3 25	3 00	2 75	2 50	2 35	2 25			Raspberries						
3 25	2 75	2 60	2 50	2 25	2 15			Strawberries						

No. 1 Tall Cans sliced L. C. Peaches, Ex. $1.35; Ex. Standard, $1.25.

If shipped 6 cans to the case, figure Gals. —10c per dozen higher.

All No. 3, No. 2 and No. 2½ cans, 2 doz en in a case; No. 1 cans 4 dozen in a case; galoin cans, 1 dozen in a case.

Swift's Premium Hams and Bacon

Sell hams and bacon that are in demand. Swift's Premium Brand are good sellers. People enjoy them and send repeat orders to the dealer who carries Swift's Premium Hams and Bacon. Every Ham and Bacon is U. S. Inspected and Passed.

Swift & Company, U. S. A.



9

Filberts, 175-lb sack.....14
Peanuts, California 06
Peanuts, Japanese 08
Peanuts, Eastern,hnd pickd..6 6½
Peanuts, roasted 8 9
Pecan, polished 18-20
Pine .....
Walnuts, soft shell, bleached.15½

HONEY.

Pure white sage, 2 5-gal tins, per lb..... .8
Light Amber, 2 5-gal tins .... per lb 7½

White Clover (stained.)

5-gal. tin, per lb..... .07½
2 dz 2-lb jars, per case.... 8.00
2 dz 1-lb jars, per case.... 4.25
24-qt. cans, per case..... 7.00
12 ½-gal. cans..... 6.60
6 1-gal. cans..... 6.00

Glass.

Per Doz
Tumbler, 8 oz., 4 doz in case 1.25
Oval pints, 4 doz in case.... 1.25
1-lb glass jars, 2 doz in case 2.25
1-lb glass jars (with comb.. 2.50

COMB

Water White, 24 1-lb frames..16
Light Amber, 24 1-lb frames..14
Water White, 24 1-lb frames..15

BEESWAX.

Pure 30-31

Standard Jams.

Tumblers, 4 doz to case, doz. .95
Tumblers, 2 doz to case, doz. 1.10
30-lb kits, per kit..... 2.20

Standard Jelly.

Tumblers, 4 doz to case, doz. .90
Tumblers, 2 doz to case, doz. 1 05
30-lb Kitts, per Kitt... 1 10
15-lb Kitts, per Kitt..... 75

Pine Apples.

Per Doz
Johnson's Columbia
2's sliced, 2 doz. in case...2 30
2's grated, 2 doz. in case..2 30
1's sliced, 4 doz. in case..1 15
1's grated, 4 doz. in case..1 15
Gal. coreless, 4¼ lb to tin, ½ doz. in case, per lb.. 16
Gal., grated, 7lb .to tins, ½ doz. in case ,per lb.. 16
2's sliced, Baltimore, 2 doz case 2 25
1's cocktail, Baltimore ovals, 4 doz. case.....1 25

Hawaiian.

Extra sliced, 2 doz, 2½.... 2.50
" " 4 doz. 1s.....none
" grated, 2 doz. 2s.... 2 25
" " 4 doz. 1s 1 40

Per doz
Standard, sliced, 2½s, 2 doz 2.00

10

" " 2s, 4 doz....none
" " 1s, 4 doz.... 1.35
Chunks, 2s..... 2.25
Whole, 2½s, 2 doz..... 2.00
Grated, 2s, 2 doz..... 1.75
" 1s. 4 doz..... 1.25
" gals, ½ doz..... 6.25

Singapore.

2 lb sliced.. 1.7522-oz., doz..48.00
1-lb sliced.. .952½ whole.. 2.25

Department 7.

This Dept. is corrected by **Sussman, Wormser & Co., Wellman, Peck & Co.**

CANNED VEGETABLES

Asparagus.

Mammoth 5.50
Large White 5.00
Medium White 4.75
White Tips 4.50

Beans

Stringless Extras .....
Blue Lake, none .....
Blue Lake, gal., none.....
String, 2 lb, Standard..... 1.25
String, gal., Standard..... 4.50
Lima, soaked 1.00

Baked Beans

Fancy Eastern .....$
1-lb Tall tins..... 50
2-lb Tall Tins 80
2½-lb Tall tins..... 1 00
3-lb Tall tins 1 10

Corn

2s Maine, per doz.....$1.35
Gallon, cut, Maine, per doz..none
Gallon, cob, Maine, per doz.. 5.50
Iowa, per doz ..... .90
5 case lots, Iowa..... .85

Succotash.

Standard Maine 1.35

Peas

Petit Pois 2.00
2s Extra Fine Sifted..... 1.75
Standards 1.35
2s, Soaks ..... .90

Tomatoes

3s, Solid Pack 1.40
3s with peppers 1.45
2½s, Solid Pack 1.25
2½'s, Solid Pack with peppers 1.35
2½s, Standard 1.15
Gallon, Standard 3 25
Gallon, Solid Pack 4.00
Gallon Puree 3.25

Miscellaneous

Artichoke 2½s.....$ ..
Carrots, 2s ..... 1.
Cabbage, 2s 1.1

11

Turnips ,gal..... 4.00
Spinach, 2s 1.35
Spinach, gal..... 4 00
Beets, 2s 1.05
Hominy, Great Western, 3s... 1.15
Pumpkin and Squash, gal.... 2.50

Department 8. PROVISIONS.

HAMS.

Eastern Standard, 17-18... .17
" " 15-16.... .17
" " 12-14.... .17¼
Picnic Hams ..... .10½

Boiled Hams

Skin on ..... .24½
Skin on ..... .25½

Breakfast Bacon

Eastern Standard, 6-8.... .22
" " 8-10.. .20
" " 10-12.... .19

English Cured Bacon

Eastern Cure, 8-10..... .18
Eastern Cure, 8-10..... .18½

Dry Salt Bacon

Clear Medium Bacon..... .15¼
Clear Light Medium..... .15¼
Light Belly ..... .16½
Extra Light Belly..... .17½
Bacon Backs ..... .15¼
Bacon Bellies ..... .15¾

Dry Salt Meats

Sides ..... .14
Bellies ..... .14¾
Backs ..... .13
Fat Backs .....None

Barreled Pork

	Bbls.	½-bbls
Spare Ribs.....$		
Family Pork.....	21.50	11.25
Clear Pork.....	24.00	12.50
Big Pork.....	26.50	13.75

Barreled Beef

Mess Beef.....	10.00	5.50
Family Beef.....	10.50	5.75
Ex. Family Beef..	11.00	6.00
Beef Tongues....	23.00	12.00

Pigs Feet

Tierces, about 300 lb.....$18 00
Barrels, about 200 lbs.... 13.50
½ bbls, about 80 lbs..... 6 50
Kegs, about 25 lbs..... 2 50
Kits, a bout 15 lbs..... 1.25

12

Pure Leaf Lard

Tierces, about 350 lbs net....13
½ bbls, about 100 lbs.....13½
80-lb Wood Tub, 80-lbs, net.13½
60-lb Wood Tub, 60 lbs, net.13¼
20-lb Wood Tubs.....13½
50-lb Cans, one to a case....13¼
20-lb Cans, 4 to case.....13½
10-lb Cans, 6 to a case.....13¾
5-lb Cans, 6 to a case.....13¾
3-lb Cans, 20 to a case.....14

Golden Gate Lard.

Tierces, about 370 lb net..12
½ bbls, about 150 lb net....12¼
50-lb cans, 2 to case.....12¾
20-lb cans, 4 to case.....12¾
10-lb lb lb cans, 6 to case....12¾
5-lb cans, 12 to case.....12¾
3-lb cans, 20 to case.....13
20-lb wood bkts 12¾
60-lb tubs 12¾
80-lb tubs 12¾

Compound Lard

Tierces, about 360 lbs, net....09
50-lb Cans, 1 to a case.....10
10-lb Cans, 6 to a case.....10¼
5-lb Cans, 12 to a case.....10¼
3-lb Cans, 20 to a case.....10¼

"Arrow" Compound.

Tierces, about 370 lb net.... 9
50-lb tins, 2 to case.....10
½ bbls, about 150 lb net....10
50-lb tins, 1 to case.....10
20-lb tins, 4 to case.....10
10-lb tins, 6 to case.....10
5-lb tins, 12 to case.....11
3-lb tins, 20 to case.....11
20-lb wood bkts, 20 lb net..10
60-lb wood bkts, 60 lb net10
80-lb wood bkts, 80 lb net..10

Suetene.

50-lb Cans .....No

Beechnut Packing Co.

Beechnut Sliced Bacon and Be in Glass.
1 doz No. 1 Jars.....$3
Erie Brand Chipped Beef in Glass, 1 doz No. 1 Jars.... 2.
5 case lots, less 5 per cent.

Department 9. CANNED MEATS.

This Dept. is corrected by Cudahy & Co.

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 doz in case	No. ¼ Tins, 2 doz in case	No. 1 Tins, 2 doz in case	No. 2 Tins, 1 or 2 doz in case	No. 6 Tins, 1 doz in case	No. 14 Tins, ½ doz in case	No. 1 Tins, 1 doz in case
Corned Beef	....	.....	1 25	2 25	7 50	16 75	.....
Roast Beef	....	.....	1 25	2 25	7 50	.....	.....
Roast Mutton	....	.....	1 55	2 60	.....	.....	.....
Brisket Beef	....	.....	.....	2 75	.....	.....	.....
Boiled Beef	....	.....	1 25	2 25	7 50	.....	.....
Chipped Beef (in tins)	....	1 25	2 10	.....	20 00	.....	.....
Sliced Beef (in glass)	....	1 40	2 40	.....	.....	.....	2 40
Sliced Beef (in tins)	....	1 35	2 35	.....	22 00	.....	.....
Sliced Beef (in glass)	....	1 50	2 50	.....	.....	.....	2 50
Chip Beef (in Tins)	....	1 85	.....	.....	.....	.....	.....
Brawn	....	.....	1 25	2 25	.....	.....	.....
Pigs' Feet	....	.....	1 40	2 60	.....	.....	.....
Corned Pork	....	.....	1 25	2 25	.....	.....	.....
Lunch Tongue	....	1 65	2 75	.....	.....	.....	.....
Sheep Tongue	....	1 45	2 35	.....	.....	.....	.....
Lambs' Tongue	....	1 45	2 35	.....	.....	No. 1½	.....
Luncheon Tongue	....	.....	.....	.....	.....	5 50	.....
Sliced Bacon (in tins)	....	.....	.....	.....	.....	.....	2 50
Sliced Bacon (in glass)	....	1 55	.....	.....	.....	.....	2 55
Deviled Ham (Geinuine)	85	1 50	.....	.....	.....	.....	.....
Potted Ham (Genuine)	85	1 50	.....	.....	.....	.....	.....
Potted Tongue (Genuine)	85	1 50	.....	.....	.....	.....	.....
Potted Meat (Ham Flavor)	40	75	.....	.....	No. 3	.....	.....
Deviled Meat (Ham Flavor)	40	75	.....	.....	Tins	.....	.....
Potted Meat (Tongue Flavor)	40	75	.....	.....	1 or 2	.....	.....
Boneless Chicken	....	2 60	.....	.....	Dz. in Case	.....	.....
Veal Loaf	....	.....	.....	.....	.....	.....	.....
Sandwich Loaf	....	95	1 80	.....	1 80	.....	.....
Picnic Loaf	....	95	1 80	.....	1 80	.....	.....
Chili Con Carne	No. ¾	95	1 80	.....	1 80	.....	.....
Beafsteak and Onions	95	80	1 30	.....	.....	.....	.....
Hamburger Steak	....	90	1 65	.....	.....	.....	.....
Frankfurter Bratwurst	....	90	1 65	.....	.....	.....	.....
Minced Collops	....	.....	1 80	.....	.....	.....	.....
Tripe	....	.....	.....	2 20	.....	.....	.....
Sweetbreads	....	.....	.....	1 65	.....	.....	.....
Vienna Sausage	....	.....	2 50	.....	.....	.....	.....
Pork Sausage	....	85	1 35	.....	.....	.....	.....
Oxford Sausage	....	.....	2 35	.....	.....	.....	.....
Bologna Sausage	....	.....	2 10	.....	.....	.....	.....
Sausage and Kraut	....	.....	1 10	.....	.....	.....	.....
Stewed Kidneys	....	.....	.....	2 35	.....	.....	.....
Corned-Beef Hash	....	90	1 55	.....	.....	.....	.....
Lunch Sausage	....	85	.....	.....	.....	.....	.....
German Lunch Sausage	....	1 00	.....	.....	.....	.....	.....
Ox Marrow	....	.....	.....	2 90	.....	.....	.....
	....	No. 1½	No. 2	No. 2½	No. 3	No. 6	.....
Ox Tongue (whole)	....	6 25	7 50	9 25	11 25	20 50	.....
							No. 5
Chorizos	....	.....	.....	.....	.....	.....	10 00

Every Dealer

Who Consults this Department

SELLS CANNED MEAT

It Would Help Your Goods

If He Read About Them

HERE

Department 10. FISH AND CHEESE.

This Dept. is corrected by

Wieland Bros., Roethlisberger & Grassoff.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$18 50
½-lb cans, 2 doz in case	10 00
¼-lb cans, 5 doz in case	5 20
⅛-lb cans, 6 doz in case	2 70
White Label Brand	none

CHEESE

Foreign and Domestic.

	NEW
New York State Factory	
Cheddars June make	18
Twins, June make	18
October make, Cheddadr's	19½
October make, Twins	19½
Cal. State factory flats	15½-16
Cal. State fctry, Young Am	17-18
Jack or Monterey	16-17
Brick Cream	20
Limburger, Eastern, lb	18-19
Swiss, imported, lb	30
Domestic Twins, old	23
Roquefort, lb	42
Gouda, per lb	27
Sap Sago	22½
Pineapples, Eastrn, 6 in cs, cs.	3 50
Pineapples, Eastn, 6 in cs, sml	2 55
Holaind, Edam, med plain, dz	9 50
Holland, Edam, medium in bladders, per doz	9.50 10 00
P'ffr'd Edam, small per case of 12	34-35 pds 9.00
P'ffr'd Edam, med	38-40 f 9.75
Do Edam, large	44-45 10.50

Fancy

Camembert, Brie, Roquefort and Gorgonzola, jars...none

Parmesan C & B, sml bot doz 3 00

Parmesan C & B, lge bot, doz 5 00

Bayle's

Small ½-lb 1-lb. 2½-lb 5-lb Deviled Cheese $1.00, $2.25, $4.00, $5.00, $9.00

After Dinner Cheese: $1.00, $2.40, $4.00, $4.50, $7.50

Roquefort Cheese: $1.00 ,$2.40, $4.00 ,$4.50, $7.50

MacLaren Imperial Cheese Co., Ltd

Imperial Cheese—	
Club size, 2 doz jars, doz	$1.25
No. 1, size, 1 doz jars, doz	2.80
No. 2 size, ½ doz jars, doz	5.25
No. 3 size, ½ doz jars, doz	10.60
Individuals, 5 doz jars, doz	.85
Roquefort Cheese—	
Small size, 2 doz jars, doz	1.75
Large size, 1 doz jars, doz	3.25
Individuals, 5 doz jars, doz	.85

SALT FISH

Pacific Codfish

Bundles, per lb	4½
Case, selected, per lb	5½
Boneless, 30-lb boxes, lb	6
Boneless, 40-lb boxes, lb	5½
Boneless Stripes, per lb	6
Boneless Blocks, per lb	7
Boneless Tablets, per lb	8½
Boneless Middles, per lb	7½
Boneless Middles, extra, per lb	10½

Eastern Codfish

Gen. Georges, 8 fish to cs	$11.00
Gen. Georges, 12 fish to cs	10.00
Geo. Cur Cod, case	9 50
Geo. Cur. Cod, 40 fish to cs	8.00
Gen. Geo. Middles, 60 fish	15
Gen. Geo. Tablets, 36 fish	11½
Gen. Geo. Blocks, 40 fish	11½

Shredded Codfish

Beardsley's shredded, 2 doz. in case 1.00

Norwegian Mackerel

Bloater, 120-130 fish	55 00
Bloater, ½ bbl, 60 65 fish	25 50
No. 1, 150-160 fish	45 00
No. 1, 75-80 fish	23 50
No. 2, 220-240 fish	37 00
No. 2, 110-120 fish	19 50
No. 3, 300-350 fish	28 00
No. 3, 150-175 fish	15.00
No. 4, 400-440 fish, bbl	25.00
No. 4, 200-220 fish	13.50

Irish Mackerel

No. 1, 200-220 fish	none
No. 1, 80-90 fish	none
No. 2, 325-350 fish	none
No. 2, 130-140 fish	none
No. 2, 475-500 fish	none
No. 2, 180-190 fish	none
No. 1, 10-lb kits, 15-16	
No. 2, 20-22 fish	1 30

American Bloaters

Shore Bloaters, 115-130 fish	none
Shore Bloaters, 45-50 fish	none
Extra No. 1, 120-130 fish	none
Extra No. 1, 50-55 fish	none
No. 1, 140-150 fish	none
No. 1, 60-65 fish	none
No. 2, 130-140 fish	28.50
No. 2, 55-60 fish	11.00
No. 2, 140-160 fish	none
No. 2, 60-65 fish	none
No. 2, 160-180 fish	none
No. 2, 70-80 fish	none
No. 2, 180-200 fish	none
No. 2, 80-90 fish	none

In Kits

Extra Mess, 7 to 8 fish each	$3.00
No. 1, kits, 8-9 fish or 15-17 fish	1.40
No. 2, kits, 8-9 or 20-22 fish	1.30

Salmon

King, bbls	none
Oregon Silversides, bbls	13 00
Alaska Red, bbls	13 00
Alaska Red, ½-bbls, 100 lbs	7 25
Alaska Red, kits	1.00
Bellies, bbls	15.00-18.00
Tongues and Sounds, kits 10-lb	1 40
Tongues and Sounds, ½-bbls, 80-lb	11 50

New Herring, Pack 1906 Holland.

Ex Sltd Mixed, bbls	20.00
" " " ½ bbls	10.50
" " " Keg	1 20
Cheaper grade, mixed, bbl	16.00
" " " ½ bbl	8.50
" " Keg	90
Ex Selected, Milchner, bbl	22.00
" " " ½ bbl	11 50
" " " Keg	1.35
Cheaper, Milchner, bbl	18.00
" " ½ bbl	9.50
" " Kegs	1.00
Labrador, round, 160 fish	5.50
Labrador Split, per ½ bbl	6.50
Pacific, ½-bbl	8.00

WIELAND BROS.

309-311 DAVIS STREET, SAN FRANCISCO.

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

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Smoked Fish

Neptune, Brand, 100s..... $2 85
Neptune, Brand 50s 1.60
Dainty Brand, 50s..... 2.25
Bloaters, Grim., 100 box.... $3.00
Bloaters, Grim, 50 in box 1 75
Bloaters, Cromarty 3 00
Yarmouth, 100 in box.... 15
Halibut, chunks 15
Herring, boxes, Eastern .... .25
Herring, boxes, Washington .20
Herrings, Neptune, boneless, boxes of 10s, net..... 1 35
Moir's Selected Red Herrings, 100's..... 1.90
Moir's Selected Red Herrings, 50's 1.25
Salmon ,per lb.....10 20

Beardsley's.

Herring, boneless, tins, doz.. 1.50
Herring, boneless, small, doz 1.00
Herring, boneless, vacuum tumblers, 2 doz in case.... 1.95
Finnan Haddies, 30-lb boxes, per lb 13½

Potted Fish.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy Bloater Paste.....	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	.75
Ditto, fancy pots.... ..	4.75
Kippered Herrings	1.90
Kippered Herrings, Meirs.	1.90

Department 11.

CANNED FISH.

This Dept. is corrected by **Sussman, Wormser & Co.; Tillmann & Bendel.**

	Doz.
Anchovies, in oil, 2 doz ½ pts., in glass, doz.....	5.00
Anchovies, 2 doz, ¼ pts, dz.	3.00
Bloaters, Yarmouth C. & B. doz.....	4.50
Codfish Balls, 2-lb tins per. doz.....	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.35
Eels, smoked, 1-lb, per dz..	2.85
Finnan Haddies, 2-lb ovl.	2.25
Finnan Haddics, 1-lb, round, per doz.....	1.80
Sardelles, imp.,½-lb tins....	2.50
Sardelles, imp. in glass.	3.00
Sardelles, dom. 1-lb, glss	2 25
Sardelles, Ankers. ⅛ keg	3.00
Sprats 7.50	8.00

Mackerel

1-lb tins, 50 in a case

2-lb tins ,2 doz. in a case	
Gold Label ,1-lb tins....	1.50
P. &, W., 2-lb soused....	2.75
P. & W., 2- lbmustard....	2.75
P. & W., 2-lb tomato....	2.75
Underwood, 2-lb soused..	2.85
Underwood, 2-lb tomato.	2.85
Underwood, 2-lb mustard.	2.85
Los Angeles, 2-lb soused.	2.55
Los Angeles ,2-lb tomato.	2.55
Los Angeles, 2-lb mustrd.	2.55
Mt. Desert, 2-lb soused..	2.25
Mt. Desert, 2-lb tomato...	2.25
Mt. Desert, 1-lb soused..	1.35
Blueback, 1-lb, fresh....	1.10
4 doz., 1s, flat, oval.....	1.80
4 doz., flat, square.....	1.40

Crescent Mackerel

Soused, 18-oz tins, doz.....	$1.80
Tomato, 18-oz tins, doz....	1.80
Mustard, 18-oz tins, doz....	1.80

Mackerel in Oil.

Bezler's	3.00	4.00
Lemarchand	5.00	7.00

Salmon

Alaska Red, 1-lb tins, doz..	$1.25
Alaska Red, 2-lb	none
Alaska Pink ,1-lb tins.....	.95
Alaska Flats, 1 lb.....	none
Oregon Red, 1 lb.....	none
Oregon Red 2 lb.....	none
Oregon Pink, 1 lb.....	none
Oregon Pink, 2 lb.....	none
Oregon Flats, 1 lb	none
Columbia Riv. 1lb tls. ..	none
Columbia Riv, 1 lb flats..	none

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Sardines.

	Per case
French, ¼s, 18 m m.....	9.50
" ¼s, 22 m.m.	12.50
Portuguese, ¼s, 18 m.m....	9 00
" ¼s, 22 m.m.....	9.50
" ½s, 30 m.m.....	16 00
Norwegian, ¼s, 18 m.m.....	9.00

Sprats.

French, ¼s, 18 m m.....	8.50
" 22 m.m	9.50

American Sardines

(¼s pkd 100 to cs, ½s 50 to cs.)

¼ in oil, without key.....	3.80
¼s in oil with key	4.00
¼s in oil, per doz.....	.50
¼s in mustard, per doz.....	.60
¼s in mustard, case.....	3.75
½s in mustard, per doz.....	.95
½s in mustard, case.....	3.25

SHELL FISH.

Abalones

4 doz in cs ,with shells, cs 6.00

Clams and Clam Juice

	doz
Doxsee Clams, 1-lb tins....	$1.85
Doxsee Clams ,2-lb tins.	2.75
Doxsee Clam Juice ,1-lb..	.90
Doxsee Clam Juice ,2-lb..	1.60
B&M Lunch Clams, flat	1.37½
Underwood Clams, 1-lb.....	1.05
Underwood Clams, 2-lb.....	1.65
P. & W. Clams, 1-lb tins....	1.35
P. & W. Clams, 2-lb tins....	1.65
Oxford Clams, 1-lb tins.....	.95
Oxford Clams, 2-lb tins....	1.50
P. & W. Clam Chowder.....	2.25
Burnham's Clam Bullion, qts.	
Burnham's Clam Bullion,pts.	4.50
Burnham's Cl'm Bullion,½ pts	2.40

Crabs.

½s flat, 4 doz, per doz.....	2.25
Minced, ½s flat, 4 doz....	1.25
Picnic, 1s, 4 doz.....	1.15
" 2s, 2 doz.....	1.75

Lobsters

	Doz
Picnic talls, 4 doz, per doz..	3.00
Picnic flats, 4 doz, per doz..	2.80
½-lb. flats, 4 doz, per doz..	2.60
¼-lb flats, 4 doz, per doz....	1.40

Oysters

Oysters, Selects, 12 oz.....	$3.25
Oysters, Selects, 6 oz.....	1.75
Oysters, Standard, 10 oz....	2.35
Oysters, Standard, 5 oz.....	1.35
Oysters, Standard, 8 oz.....	2.10
Oyster, Standard, 4 oz.....	1.15

Shrimps.

Shrimps, pickled, 1-lb.....	$1.35
Dunbar's Picnics, 1-lb, doz..	1.35
Pride of the Gulf, 1-lb, doz..	1.30
Dunbar's 1½-lb, doz.....	2.35
Pride of the Gulf, 1½-lb, dz	2.30
Pickled Shrimp, 1-lb, doz....	1.35

The Advocate

has the

Largest Circulation

of

Any Trade Paper on the

Pacific Coast.

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Department 12.

SPICES AND FLAVORING EXTRACTS.

Schilling's Best Spices — Nature's Best.
Square Tins. Never Sold in Bulk.

Small medium, large size have sifting tops except Mustard.

	Small size per doz.	Medium size pr doz	Large size per doz	Ex.Large size pr doz	Hotel size pr tin
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.80	1.35	2.40	4.00	.85
Ginger	.75	1.25	2.25	3.80	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	1.35	2.30	4.35	7.75	2.00
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
White Pepper	1.00	1.85	3.50	6.00	1.30
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain.....	**6 doz.**	**4 doz.**	**2 doz.**	**2 doz.**	**1 doz.**
Gross Weight.....	**21 lbs.**	**24 lbs.**	**23 lbs.**	**38 lbs.**	**54 lbs.**

Folger's Golden Gate Ground Spices.

High Grade—High Price.

Net Weight	⅛-lb per dz 4 doz to cs	¼-lb per dz 4 doz to cs	½-lb per dz 2 doz to cs	1-lb per dz 2 doz to cs	2½-lb per dz 2 doz to cs	5-lb per dz 1 doz to cs
Pepper	.75	1.15	2.15	3.65	.29	.28
Mustard	.75	1.15	2.15	3.65	.29	.28
Ginger	.75	1.15	2.15	3.65	.29	.28
Allspice	.70	1.10	2.05	3.50	.28	.27
Cinnamon	1.30	2.25	4.25	8.15	.65	.64
Cloves	.90	1.50	2.75	4.95	.40	.39
Cayenne	.90	1.50	2.75	4.95	.40	.39
White Pepper	.95	1.55	2.85	5.10	.41	.40
Nutmegs	1.60	2.65	5.15	9.75	.71	.70
Mace	1.75	2.90	5.40	10.25	.75	.74
Sage	.65	1.05	1.95	3.35	.21	.20
Thyme	.70	1.25	2.35	4.35	.32	.31
Marjoram	.85	1.40	2.60	4.80	.38	.36
Savory	.70	1.25	2.35	4.35	.32	.31

This Dept. is corrected by **A. Schilling & Co.; Tillmann & Bendel.**

In Original Packages.

Pepper, Black.....	14	18
Pepper, White.....	25	30
Ginger	13	19
Ginger, Gen Jam.....	15	21
Cinnamon, Ceylon.....	22	25
Cassia ..	16	24
Cassia	16	64
Cloves	20	36
Allspice	10	17
Nutmegs	30	65
Mace	80	90
Laurel Leaves, in bales.....		07
Lalrel Leaves, in small lots,		10

Paprika.

1 oz, doz..	1.00	16 oz, doz..	7.75
2 oz, doz..	1.50	2½-lb tins.	
4 oz, doz..	2.75	5-lb tins....	
8 oz, doz..	4.50	3ulk, lb....	

MUSTARD.

Colman's, ⅛s, per lb....	.52
Colman's, ¼s ,per lb.....	.48
Colman's 1s, per lb.....	.48
Colman's 5s, per lb.....	.43
Durkees ⅛s, per doz.....	.65
Durkees ¼s, per doz.....	1.30
Schilling's Best, small.....	.75
Schilling's Best, medium....	1.20

Prepared.

Louit Freres, per doz.....	2.25
Imitation Freres, per doz..	.70
Dusseldorfer, 1 doz pts, case	1.60
Eddy's Salad, small.....	.90
Eddy's salad ,medium.....	1.35
Eddy's large	2.00
Webbs, 2 doz. cs.....	.135
Heinz, 2 doz. cs.....	1.25

FLAVORING EXTRACTS.

Schilling's Best.

Triple Strength, Pure and Uncolored, Sprinkling Tops.
Full Measure. Never sold in bulk

	Lemon and Others	Vanilla and Rose		Lemon and Others	Vanilla and Rose
1 oz....	1.30	1.80	8 oz..	7.25	11.00
2 oz....	2.00	3.00	16 oz..	14.00	21.50
4 oz....	3.75	5.75	32 oz..	27.00	42.00
6 oz....	5.50	8.50			

Folger's Golden Gate.

High Grade—High Price.

	Vanilla and Rose		Lemon and Others
1 oz.....	1.60	1 oz.....	1.25
2 oz.....	2.50	2 oz.....	1.85
4 oz.....	4.75	4 oz.....	3.45
6 oz.....	6.75	6 oz.....	4.75
8 oz.....	9.00	16 oz.....	12.00
16 oz.....	16.50	32 oz.....	23.00
32 oz.....	32.00	8 oz.....	6.50

Department 18.
BAKING POWDER, ETC.

This Dept. is corrected by **Hooper & Jennings; Tillmann & Bendel.**

Royal

	1 cs	5 cs	10cs
¼ lbs cans.	$1.38	$ 1.36	$ 1.34
6 oz. cans..	1.92	1.89	1.87
½ lb. cans	2.57	2.52	2.50
12 oz cans.	3.82	3.75	3.72
1 lb cans..	4.95	4.85	4.80
2½ lbs cans	11.65	11.40	11.28
3 lb cans..	13.60	13.34	13.20
5 lb cans..	22.35	21.90	21.68

An extra discount of 1 % if packed in barrels.

Trophy

4 oz., doz..	1.10	2½ lb, doz.	9.00
8 oz., doz..	2.00	5 lbs., doz.	18.00
16 oz., doz.	3.50	10 lbs, doz.	31.50

Sun Baking Powder

16 oz, doz.	$3.90	4 oz, doz..	1.20
8 oz, doz..	2.20		

Schilling's Best.

Never sold in bulk.

4 oz, gr....	16.50	½ lb., doz..	10.50
6 oz, gr....	22.50	3 lbs, doz..	12.00
8 oz, gr....	28.00	4 lbs, doz..	16.00
12 oz, gr...	41.00	5 lbs, doz..	20.00
16 oz, gr...	53.00	10 lbs, doz.	39.00

Folger's Golden Gate.

Guaranteed Pure.

4 oz, gr....	16.00	2½ pat, dz.	10.00
6 oz, gr....	22.50	3 pat, dz...	12.50
8 oz, gr....	28.00	4 pat, dz...	16.00
12 oz, gr...	41.00	5 pat, dz...	20.00
16 oz, gr...	53.00	10 pat, dz..	39.00

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CRESCENT.

	Per doz		
¼-lb tins..	.65	3-lb tins...	5.50
½-lb tins..	1.25	5-lb tins...	9.00
1-lb tins...	2.00		

Rumford Baking Powder.

Case 2 dz.No.½ cans dz,22 lbs $1.40
Case 1 dz.No.1 cans, dz, 20 lbs 2.80
Case ½ dz.No.3 cans,dz,26 lbs 7.50
Case ½ dz.No.5 cans,dz,42 lbs 12.50
Less 5 per cent in 5 case lots.
1 case ½'s or 1's free with 10 case lots.

K. C.

10 oz., dz..	.90	50 oz., dz..	4.25
15 oz., dz..	1.35	80 oz., dz..	6.50
25 oz., dz..	2.15		

Pure Cream Tartar.

100-lb bbls	.27	5-lb tins,dz	2.65
50, 25-lb bx	.28	1-lb tins, dz	5.50
5-lb tins,lb.	.40		

SODA.

Churches ,A. & H., 30 or 60 1's ..... .05¼
Same, 60 ½s..... .05½
Dwight's Cow Brand, 60 1s ..... .05¼
Same, 60 ½s..... .05½
(12-oz. pkg. ⅛c more; 8-oz. package ¼c more; 5 cs lots, ¼c less.)

Department 14.

FARINACEOUS GOODS.

This Dept. is corrected by **Hooper & Jennings; Wm. Cluff Co.**

Miscellaneous Flours

California Family 5.00
Cal. Baker's Extra 5.00
Rye Flour 5.00
Rye Meal 5.00
Graham 4.50
Whole Wheat 4.50
Colonial 5.25
Sperry's 5.20
Gluten 5.50

Quaker Oats Co.

Quaker Oats, 36 2s.....$3.90
Scotch Oats, 36 2s 3.90
Banner Oats, 30 5s..... 5.00
Saxon Oats, 20 5s..... 4.75
Zest, 20s 4.50
Apetizo, 24s..... 3.00
Quaker Wheat Berries. 36 2s 3.00
Quaker Puffed Rice, 36 2s.. 3.00

EGG-O-SEE CEREAL CO.

Egg-O-See, 36 1s, per case.. 2.85
E-C Corn Flakes, 36 1s, case 2.85
5 case lots either..... 2.75

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DEL MONTE MILLING CO.

Del Monte Rolled Oats, wood, 7.25
Del Monte Rolled Oats,, sacks, 2 90-lb 6.75
Alta Mills Rolled Oats, wood. 6.75
Alta Mills Rolled Oats, sacks, 2 90-lb 6.25
Del Monte Rolled Wheat,wood 4.30
Del Monte Rolled Wheat, 2 75-lb sacks 3.80

Case Goods.

	Per case
Self-raising Buckwheat Flour 20 cartons, 3½ lbs.....	$4.00
24 cartons, 3 lbs.....	4.00
40 cartons, 1¾ lbs.....	4.00
Cal. Flapjack Flour, 36 2s..	4.00
Semola or Nutty Grains, 20 cartons, 4 lbs	3.60
Cal. Cream Flake Oats, 36 2s	3.60
Primrose Wheat, 36 2¾s....	3.85
Farina, 24 cartons, 1-lb	1.80

American Milling Co.'s Cereals.

	Per Bbl.
Colonial Ex. Cream Rolled Oats, 180 lbs., (wood)....	$7.25
180 lbs., 90-lb sacks.....	6.75
150 lbs., wood.....	6.00
Pacific Brand Rolled Oats,180 lbs. (wood)	6.75
180 lbs., 90-lb sacks.....	6.25
Bohemian Rolled Oats, 180 lbs. (wood)	6.00
180 lbs., 90-lb sacks.....	5.50
Colonial Pearl Rolled Wheat, 150 lbs. (75-lb sacks).....	3.80
Colonial Granulated Hominy, 200 lbs (wood).....	7.75
Colonial Steel Cut Oat Meal, 200 lbs. (wood).....	8.25
Brewster's Pat. N. Y. Buckwheat Flour,200 lbs(wood)	8.25
Colonial Pearled Hominy, 200 lbs. (wood)	7.75
Colonial New Process Buckwheat Flour,200 lbs(wood)	8.25

Case Goods.

Colonial Ex. Cream Rolled Oats, 36 2-lb pkgs.....	$3.75
Colonial Self-Raising Buckwheat Flour, 24 3-lb pkgs	3.80
Pettijohn's Breakfast Gem, 2-lb pkgs. to case.....	3.25

(All prices net.)

STERILIZED MEALS IN CARTONS PUT UP BY LOCAL MILLS.

ALL NET	Carton	Nt Case	Rt'l Pr Pkg.
Buckwheat Flour	36-2 lbs.	$3.65	15c
Buckwheat Flour	20-5 lbs.	4.85	30c
Corn Meal, White or Yellow...	36-2 lbs	2.35	10c
Corn Meal, White or Yellow....	20-5 lbs.	3.20	25c
Cracked Wheat	36-2 lbs.	3.60	15c
Cracked Wheat	20-5 lbs.	4.60	30c
Graham Flour	36-2 lbs.	2.85	10c
Graham Flour	20-5 lbs.	3.90	25c
Graham Flour	36-2 lbs.	3.60	15c
Hominy, Large	20-5 lbs.	4.60	30c
Hominy, Large	36-2 lbs.	3.60	15c
Hominy, Small	20-5 lbs.	4.60	30c
Hominy, Small	36-2 lbs.	3.65	15c
Oat Meal, Granulated	20-5 lbs.	4.60	30c
Oat Meal, Granulated	36-2 lbs.	3.75	15c
Steel Cut Oatmeal, A. B. C....	20-5 lbs.	4.85	30c
Steel Cut Oatmeal, A. B. C....	36-2 lbs.	4.75	20c
Pearl Barley, 1, 2, 3.....	20-5 lbs.	6.20	40c
Pearl Barley, 1, 2, 3.....	36-2 lbs.	6.90	25c
Rice Flour	20-5 lbs.	8.00	55c
Rice Flour	36-2 lbs.	3.60	15c
Rye Flour	20-5 lbs.	4.60	30c
Rye Meal	36-2 lbs.	3.50	15c
Rye Meal	20-5 lbs.	4.50	30c
Split Peas, Yellow or Green....	36-2 lbs.	4.45	15c
Split Peas, Yellow or Green....	20-5 lbs.	5.70	40c
Whole Wheat Flour.....	36-2 lbs.	3.00	10c
Whole Wheat Flour	20-5 lbs.	3.85	25c
Gluten Flour	36-2 lbs.	4.30	15c
Gluten Flour	20-5 lbs.	6.00	40c
Farina	36-2 lbs.	3.95	15c
Farina	20-5 lbs.	5.35	30c
Lightning Tapioca	24-1 lb.	2.00	15c
Cardinal Crushed Oats, Premium	20-5 lbs	4 15	1

The Advocate is the LARGEST EXCLUSIVE Retail Grocery JOURNAL west of CHICAGO.

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MISCELLANEOUS PACKAGE CEREALS.

Capital Mills Rlld Oats,36 2s 3 60
36 2s 3.60
Grape Nuts, 1 & 2 doz, per dz 1 35
doz 1.35
Breakfast Gem, case 3 doz... 3.25
Wheatine, 36 2s, per case.... 3.30
Germea, 20 4-lb. pkgs, per case 4.10
Germea, 20 2-lb. pkgs per case 3.20
Flaked Rice, 24 1's 3.00
Dr. Price's Wheat Flake Celery Food per case.... 2.85
Hecker's Farina, 24 2s, case 2.00
Pillsbury's Best Cereal Vitos, 36 2s..... 5.10
Cream of Wheat. 36 2's.. 5.25
Crespo, 36 2's 2.75
Snow Flake, 36 2's..... 2.80
Malta Vita, 36 1's 4.00
Our Mother's Mush, 36 2s.... 2.80
Twin Bros. Mush, 36 2s..... 2.80
H. H Robbins, Cr'mry Bkfst 36 2s 2.80
Carnation Wheat Flakes 20 5s 4.70
A B C Breakfast Wheat 72 2½s 5.00
A B C Breakfast Wheat 36 2's 2.60
Nutro, 9s 2.80
Wheaton, 9s 5.20
Morning Meal, per case..... 2.80

Pancake Flours.

Uncle Sam, 36 2s..... 3.25
Encore, 36 2s..... 3.75
Grape Nuts, No. 22, per doz 1.35
Olympic Wheat Hearts, 20 5s 4.75
Olympic Wheat Hearts, 36 2s 4.75
" Pancake Flour,20 5s 4.75
" Cake Pastry Flr, 20 5s. 4.75

H. O. Cereals.

	Case
H-O Buckwheat, 2 doz. 3-lb pkgs, per case.....	3.75
H-O Pan Cake Flour, cse.	3.90
H-O Oats ,24 2's, per cs.	3.15
Korn Kinks, 36 2s	3.00
Force	4.50

Freight paid on country shipments of H. O. goods up to 25c per cent on 5 case lots.

RALSTON MILLS.

Ralston Breakfast Food 36 2s 4.50
Ralston Barley Fo'd, 36 2s 4.25
Ralston Health Oats, 36 2s 4.50
Ralston Hominy Grits, 36 2s 4.25
Ralston Health Crisp 36 2s 2.75
Ralston Select Bran, 24 3s 2.50
Ralston Pan Cake Flour 36 2's 3.75
Ralston Whole Wheat Flr 4 ¼s..... 5.50

Capitol Mills.

	Per Bbl.
Ex Cream Rld Oats, 180 lbs.	$7.25
Ex Cream R'lld Oats, 180 lbs. (90-lb. sacks	6.75
Rolled Oats, 180 lbs.....	6.75
Rld Oats, (90-lb. sks), 180 lbs	6.25
Rolled Oats, 180-lb. bbls....	6.00
Rolled Oats, 90-lb. sacks...	5.50
Pearled Rld Wheat,150 lb..s	4.30
Pearled Rld Wheat (75-lb. sacks), 150 lbs.....	3.80
Granulated Hominy, bbls....	7.75
Pearled Hominy, bbls.....	7.25
New Process Buckwheat Flour, bbls	8.25
Steel-Cut Oatmeal, "A" (fine) "B"(medium), "C" (coarse) bbls	8.25
Brewster's Pat. New Process Buckwheat Flour, bbls....	8.25

	Per Case
Self-Raising Bckwheat Flour 20-3½-lb. pkgs, in cases..	3.80
Self-Raising Bckwheat Flour 24-3 lb. pkgs, in cases....	3.80
Farina, 24 1-lb. pkgs in cases	1.60
Mills Ex. Cream Rld Oats, 36 2-lb. pkgs in cases.....	3.60
Pan-Cake Flour,36 2-lb pkgs in cases	3.80

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Farinaceous Goods in Sacks

Manufactured by Local Mills.

Per 100 lbs in 10-lb sacks

Buckwheat Flour, Plain....$4.00
Buckwheat Flour, Extra.... 4.30
Buckwheat Flour,New Process 4.30
Bckwheat Flour, Self-Raising 5.40
Buckwheat Groats 3.00
Corn Meal, Yellow..... 2.75
Corn Meal, White..... 2.75
Corn Meal, Ex Cream Yellow 3.40
Corn Meal, Ex Cream White 3.40
Corn Flour 2.75
Cracked Wheat 3.50
Entire Wheat Flour..... 3.20
Farina 4.20
Flaked Pearl Wht,7-lb&10-lb 3.20
Graham Flour 3.00
Hominy, large 3.40
Hominy, small 3.60
Granulated Hominy..... 3.80
Oatmeal, plain 4.10
Oatmeal, extra 4.30
Oatmeal, steel-cut 4.30
Oat Groats 4.30
Pearl Grits 3.95
Pearl Barley, No. 1..... 5.40
Pearl Barley, No. 2..... 5.40
Pearl Barley, No. 3..... 5.40
Split Peas, Yell..o....w..... 5.00
Split Peas, Green..... 5.00
Rice Flour..... 7.20
Rolled Oats, 7-lb & 10-lb.... 4.30
Rye Flour 3.40
Rye Meal 3.20
Wheat Meal 3.40
Pearl Barley, No. 1, 25 and 50-lb. boxes 5.40
Split Peas, Yellow, 25 and 50-lb. boxes 5.00
Split Peas, Green, 25 and 50-lb. boxes 5.00

25-lb. sacks deduct 10 cents per cwt. from price of 10s.

50-lb. sacks deduct 20 cents per cwt. from price of 10s.

PASTES

Imported.

Crown Macaroni,25 1s, pr pkg .12
" Spaghetti, 25 1s, pr pkg .12
" Vermicelli, 25 1s, pr pkg .12

Imported Style.

Bellac Macaroni, 25 1s, pr pkg .10
" Spaghetti, 25 1s, pr pkg .10
" Vermicelli, 25 1s, pr pkg .10
" Alphabet, 25 1s, pr pkg.. .12
Wash. Macaroni, 25 1s, pr cse 1.80
" Spaghetti, 25 1s, pr cse. 1.80
" Vermicelli, 25 1s, pr cse 1.80

Golden Egg.

Macaroni, 48 ½s, per case.. 1.80
Alphabets 1.80
Spaghetti, 48 ½s, per case.. 1.80
Vermicelli, 48 ½s, per case 1.80
Noodles, 48 small, per case.. 1.80
Noodles, 24 [illegible] per case.. 1.80

Marvelli.

Macaroni, cs 4 dz. No. 1 car, dz 1.20
Spaghetti, cs 4 dz, No. 1 car, dz 1.20
Vermicelli, cs 4 dz, No. 1 car,dz 1.20
Alphabets,cs 4 dz, No. 1 car, dz 1.20
Straight or assorted on above.
No. ½, Extra, per box.... .20
No. 1, Extra, per box.... .35
No. 1, Extra, 25 lbs..... 1.10
No. 1, Extra, 50 lbs..... 2.10
No. 1, Extra, 100 lbs..... 5.00
Royal, 28s ..... none
Queen's Taste 12 2s ..... none

Sago and Tapioca.

Pearl Sago ..... .06
Pearl Tapioca ..... .06
Flake Tapioca ..... .06
Minute, 36-¾ 2.75
Instantaneous, 50-1s..... 4.50
Instantaneous, 36-¾ 2.75

Department 15.

RICE.

M. J. Brandenstein & Co.

Japan, Tycoon, Fancy Table 5.50
" Rubicon, extra fancy 6.00
" M. J. B.,Double Diamond 6.25
Fancy Head, Carolina..6.50 7.00
Louisiana Japan 4.50 5.00

25

Louisiana Tengue..... 5.12½
Louisiana Japan Banzai 5.60
Hawaiian 5.00 5.50
China, No. 1, per dbl mt..... 6.37½ 6.50
China, Mxd, dbl mt....4.60 4.75
Patna Head 7.00
Caro Head, MJB, 40 2s, r 20 5s.. 7.50
Imp. Japan MJB 40 2½-lb.. 6.75
Imp. Japan MJB, 10 5-lb.... 6.75
Japan Table Queen, 33 3-lb 5.75
Japan Table Queen, 40 2½-lb 5.75

M. Phillips & Co.

Hermosa, Ex. Fancy 2½ & 5-lb 7.10
Fiesta, 2½ and 5-lb..... 6.75
Ex. Fancy Carolina..... 7.00
Fancy Carolina .....6.00 to 6.50
Hawaiian .....5.40 to 5.75
Satsuma No. 1 Imp. Japan.. 6.25
Toyokome 6.00
Togo 5.85
Higo 5.50
Mikado 5.35
Texas Japans .....4.85 to 5.85
China No. 1 .....5.85 to 6.90
China No. 2 .....4.35 to 5.15

W. T. Welisch & Co.

Samurai, La. Japan.....$5.10
Fuji, La. Japan..... 5.50
Fuji Yama, La. Japan..... 5.65
W (circle), La. Japan..... 5.75
Snow White, Caro. Head..... 6.65
Mardi Gras, " " 6.40
Paragon, " " 6.15
Virgin, " " 2½ & 5 7.10
Honeymoon " " 2½ & 5 6.95
Natural " " 3's.... 6.40
Mascot. " " 5.65
Tiffin, Caro. Head..... 5.40
Best Yet, Japan 3s..... 6.20

Rice Specialties.

Quaker Puffed, 3 doz to case. 3.00

Department 16.

LAUNDRY MATERIALS.

This Dept. is corrected by **J. H. Newbauer & Co.; Tillmann & Bendel.**

AMMONIA

Greer's Washing Ammonia

First grade absolutely pure. 180 Beaume Strength.

Pints, 2 doz to cs, per doz..$1.65
Qts, 1 doz to case, per doz.. 2.70
½ Gal., ½ doz to cs, per doz. 4.50

Greer's Toilet Ammonia

Lavender and Violet

Pints (2 doz to cs).$2.50 pr dz

Parson's Household Ammonia (Neutral.)

Pts., 2 doz to case, per doz..$ 1.75
Qts., 1 doz to case, per doz.. 2.65
½ gals, 1 doz to case, per doz 4.50

Washing Ammonia

Standard Grade

Pts, 2 doz to case, per doz..$ .80
Qts, 2 doz to case, per doz.. 1.10

Bluing, Ball

Nuremberg, A, ½s, per lb. .35
Do A. D., ½s, per lb.... .27½
Do A. C. R., ½s, per lb.. .22½

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Crown

German ½s' per lb...12½ 13
Do ¼ "s" per lb....14½ 15
Deschamp's French, 1's per lb 27½
Do ½'s, per lb....28½

Bluing, Liquid

Common, pts, 3 dz to case.. .85
" qt, 2 doz to case.. 1.25
" ½ gal, 1 doz to case 2.50

Borax

20-Mule Team, 1's cs of 2 doz $2.25
20-Mule Team, 12-oz cs of 4 doz..... 3.45
20-Mule Team, ¼'s cs of 8 doz 3.84
(Less 5 per cent in 5 case lots;
Lump, 25 lbs in box..... .09
Powdered, 25 lbs in box.... .09

Chloride of Lime

Brookman's, 1's per lb....7¼
Do ½'s, per lb.....9
Blue Bell, 50 1s, per lb.....6½
Owl, 50 1s.....7

Potash.

Per case
Babbitt's 4 doz in case..... 3.00
American, 4 doz in case..... 3.00

Lye.

Tomson's Red Seal, 4 dz to case 4 00
Tomson's 5-lb 12 to cs.. 4 50
American, 1s, 4 dz in case.. 3.05
Babbitt's Lye, 4 doz in case 3 10
Metropolitan 4 dz to cs.. 3 00
" 5-case lots... 2 90
Banner, 1 case, 4 doz..... 3.60
Blue Bell, 48 1s..... 2 85
Jumbo, 48 1s..... 1 90
Golden Star, 4 doz to case.. 2.90
Merry Nickel, case 1.75
Merry War, case 2.85

Sal Soda

California, sacks 1 40
California, bbls 1 50

Department 17.

SOAPS.

This Dept. is corrected by **Wm. Cluff Co.; Tillmann & Bendel.**

Peet Bros.

Silk Soap $3 35
A. B. Naptha..... 4.20
Crystal White 4.00
Fern 3.30
Lily White (Floating) 3.90
Mechanics, 36 cakes in box.. 2.05
Mechanics, 50 in box (5c size) 1.90
Swansdown, 50 bars in box.. 2.00
Pine Tar, 100 cakes in box.. 3.75
Olive Castile, bx doz, pr gr.. 4.80
Mottled Castile, bx 1 dz cakes 4.80
Pure White Castile, 12, 15 or 20 bars to box 3.10
Spring Blossoms, bx 3, wrpd, gr 4.80
Beau Ideal, bx 3, wrpd, gr.. 5.20
Attar of Roses, bx 3, wrpd, gr 5.20
20th Century Buttermilk, box 3 cakes, wrapped, pr gross 5.00
Elder Flower, bx 1 dz cakes 4.80
Turkish Elder Flower, bx 3, gr 5.20

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Turkish Oatmeal, bx 3, wrpd, gr 5.20
Oatmeal, bx 1 dz cakes, pr gr. 4.25
Witchazel, bx 1 dz cakes pr gr 5.00
Bart'nia Bouquet, bx 3 wrpd, gr 24.00
Sweet Narcissus, bx 3, wrpd, gr. 17.50
La Rosa, bx 3 wrpd, pr gr.... 9.00
Maj'tic Series Heliotrope Jasimine, Jcky Clb, Rose bx 3, wrp 9.00
Japan Bouquet, bx 3, wrpd, gr 9.00
Barbers' Cream, 6 lb bxs, pr lb .20

Standard Soap Co.

Casene, 100 ..... 4 25
Top Notch, 100 10 oz..... 3.25
Yellowstone, 100 14 oz..... 4 00
Marigold, 100 16 oz..... 4 20
Radio, 100 10 oz 3.00
Magno, 100 10 oz..... 6 00
Gold Medal Borax..... 6 50
Purity, "Floating," 5c size 3 90
Do. 10c size..... 6 25
Do. 10c size, 20..... 1 30
Electric Mineral, 100 16 oz 5 50
Electric Mineral, 20, 16 oz.. 1 15
Peerless Kitchen, 100 10 oz.. 2 85
Peerless Kitchen, 20 10 oz ..... .65

Swift & Co.

Wool Soap, 10 oz., 100s..... 7.00
" " 6 oz., 100s..... 4.00
Witch Hazel (Swift & Co.).. 5.00
Oat Meal (Swift & Co.)..... 5.00
White Ribbon 3.65
Swift's Pride 3.35
Swift's Naptha 4.00
Elko 3.55
Cream Laundry 4.25
Snap, 60, 16 oz..... 2.65
Snap, 100, 8 oz..... 2.25
Special, Grocers' Assmt (sells for $9.00, 80% profit)..... 5.00

Miscellaneous.

Mascot $2.65
Miller's Naphta, 100 14-oz.... 4.35
Mikado, 20 14 oz..... 4.25
Mikado, 20 14 oz..... 1.05
Lenox, 100..... 3.35
Lenox, 20 ..... .75
Ivory, 100 10 oz..... 7.00
Ivory, 100 6 oz..... 4.00
Fairbank's Clairette, 100.... 3.35
Fairbank's Santa Claus, 100.. 3.35
Fairbank's Copco, 100.... 4.00
Fairbanks' Fairy Ovl, 5c.... 4.00
Fairy Oval, 10c..... 7.00
Sunny Monday, 100s..... 4.75



50 large.. 3.50

100 small 4.00

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Lifebuoy, Indry size, 60 ..
" Indry size, 30 c..
" toilet size, 100 c..
" toilet size, 50 c..
Sunlight, Indry shape, 1..
Welcome, Borax Indry ..
Cheerful, high grd Indr..
Monkey Brand, 100 cak..
Monkey Brand, 50 cake..
Babbitt's, 100 .....
Strker's Kitchen, 100s, ..
Strker's Kitchen, 20s, ..
Star of Kitchen Sand ..
Gem of Kitchen Sand ..
Yacht Club Borax, 200s ..
" " " 100s ..
" " " 20s ..
Nun Nicer Borax, 10 oz..
Blue Ribbon Borax, 7 ..

The Genuine.



Price, per case.....
Packed 100 bars in Ca..

Castile Soap

Notre Dame .....
White Virgin, lb.....
White, Conti .....
Mottled, imported .....

Clover Leaf White .....

SAVON.

Gilt Edge, 100, 16 oz.... ..
" " 20s .....
Royal, 100, 14-oz.....
" 100 12-oz ...
" 100 10-oz .....
Vermont Long Bar Laun..
100-lb cases .....
Packed either 100, 80, ..
bars to case.

Scouring Soap

Bon Ami, 3 dz to cs, pe..
Sapolio, ½ gross box, pe..
Sapolio, hand, ½ grs bx, ..

WASHING POWDERS

Gold Dust, 24 3's, per ..
Gold Dust, 100 10 oz ..
Swift's Pride, 12 oz.....
Swift's Pride, 24 4s.....
Lavarine, 36 1 lb, pr. ..
Lavarine, 100 5c pkgs ..
Pearline, 100 6 oz pkg..
Babbitt's 1776, 6 oz..
Kleeno, 72 1s.....
Kleeno, 24 3s.....
Kleeno, 100 ½s.....

BABBITT'S BRANDS.

ALWAYS UNIFORM
ALWAYS RELIABLE
ALWAYS THE BEST

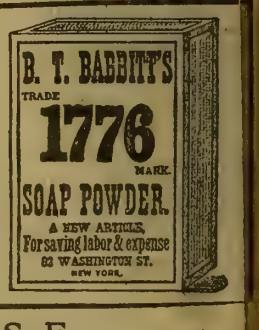


B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 41 CLAY STREET. S. F.

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Peet's Seafoam, 24 3s..... 3.75
" " 100 12 oz..... 3.75
Grandma's Borax, powdered 24 3s..... 4.50
" 60 ¾'s..... 2.40

Department 18.

STARCHES.

This Dept. is corrected by J. H. Newbauer & Co.; Wm Cluff Co.

Kingsford's Oswego.

Silver Gloss 12 6-lb bxs..9
" 40 1-lb pkgs.8½
Corn, 40-lb boxes.....8

NATIONAL STARCH CO.

Lily, Sioux and Niagra Brands.

Corn, 40 1s 6
Gloss, 48 1s.....6¼
Gloss, 12 6lb.....7
Lanudry (bulk), 50s.....5

None Such Brand.

Corn, 40 1s.....6
Gloss, 48 1s.....6
Gloss, 12 6s.....7
Gloss, 50-lb box.....4¾

Log Cabin.

Corn, 40 1s, per lb.....5
Gloss, 40 1s, per lb.....5½
" 12 6s, per lb.....6

Murdoch's Oswego.

Oswego Corn, 40 1s.....7¼
Velvet Gloss, 40 1s 7¾
" " 12 6s 8¼

Blue Ribbon.

Gloss, 48 1s .....
Gloss, 12 6s.....
Corn, 40 12s.....

Miscellaneous

Celluloid, 60 ¾-lb pkgs,pr bx 4.75
Elastic, same, per box..... 5 00
Pop Corn Starch, 40 1s..... 6 50
China, 80s 6.00

Department 19.

OILS, PAINTS, ETC.

This Dept. is corrected by Whittier-Coburn Co.; W. P. Fuller & Co.

Coal Oil

Water White, bulk.....10½
Water White, 150 deg bulk..11½
Special Water White, bulk...12½
Pearl, cases, 2 5s.....17½
Astral, cases, 2 5s.....17½
Star, cases, 2 5's 17½
Ex. Star, cases, 2 5's.....20½
Argo, bulk 19
" case 26
Elaine, cases, 2 5s.....26½
Eocene, cases, 2 5s.....20½

Gasoline and Benzine

86 deg. Gasoline, bulk.....30
86 deg. Gasoline, cases....37½
Benzine, bulk 12
Benzine, cases 19
Stove Gasoline, bulk.....18
" " case 25
Gasoline, 86 deg., bulk.....30
Same, cases, 2 5s.....36½
Red Crown Gasoline, in bulk.18
Red Crown Gasoline, in cases, 2 5s 25
Motor Gasoline, bulk.....18
Motor Gasoline, in cases, 2 5s.25
No. 1 Eng. Dist. Iron Bbls. or Drums 08½
No 1 Eng. Dist., cases, 2 5s..15½
No. 2 Eng. Dist. Iron Bbls or Drums 07
No 2 Eng. Dist., cases, 2 5s..14
V. M. & P. Naptha, in bulk..92
V. M. & P. Naptha,cases,2 5s.19½

Turpentine.

Strictly Pure, cases. 2 5s....83
" drums of iron bbls..76½

Linseed Oil

Pure, raw, bbls.....55
" boiled, in bbls.....57
" raw, case. 2 5s.....61
" boiled, case. 2 5s.....63

Castor Oil

Baker's AA, cases, 2 5s..... 1.30
No. 1, cases ,2 5's..... .70
2 oz 65
4 oz 90
8 oz 2.00
2 5-gal tins, per gal..... 1.30

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Lard Oil

	Bbl.	Case
Strictly pure	90	96
Sup. Win., str.	85	91
No. 1	75	81
1 oz		.45
2 oz		.55
4 oz		.85

Neatsfoot Oil

Cooper's	80	85
Extra	70	75
No. 1	65	70

Lubricating Oils

	bbls	Case
Star Cylinder Oil	60	65
Columbia Cylinder	40	65
Gem Cylinder Oil		..
Ruby Cylinder Oil		..
Star Machine Oil	30	35
Star Dynamo Oil	50	55
Star Spindle Oil	50	55
Star Sep'tor Oil	50	55
Red Engine Oil	27	32
600 M Cylinder	45	50
FFV Cylinder	80	85
Med. Ruby Eng.	30	35
Castor Machine	23	28
Auto Cylinder	60	65
Gas Engine	30	35

Miscellaneous Oils

Union Salad Oil	70	76
Pure Sperm Oil	70	75
No. 1 Polar	40	45
China Nut Oil, ordinary	—	85
China Nut Oil, No. 1	—	90

White Lead

Whittier, in kegs,	7¾	8½
Pioneer, " "	7¼	8¼

Dry Paints

English Paris White, bbls.	$1.60	
Whiting, barrels	1.20	
Prince's Min'l B'wn, bbls.	1.65	
Yellow Ochre	1.50	1.65
Eng. Ven. Red, bbls.	1.50	1.75

Department 20.

This Dept. is corected by Pac. Coast Biscuit Co.

CANDIES.

Lozenges

5-lb. boxes)

XXX Peppermint, pals.13 .16
Thin Peppermint..... .16
TT Peppermint ..... .16
Musk, fluted, pails..... .22
Cinnamon, Lemon, Sassafras, Rose..... .18
Midget fruit ..... .20
Conversation and hrts. .15
Liliput Conv. & herts.. .17
Midget Conv. Lozenges. .18
Crown T. T. Loz, 24 5c pkgs .80
Aurora Lozenges, 24 5c pkgs .80
Cough Troaches, 5-lb bx .25
Eagle Wafers, Peppermints ,Wintergreen.. .25

Mixed Candy

(30-lb pails)

Plain Mixed 9½
Royal Mixed.....12½
Grocers' Mixed.....10½
Yankee Mixed 13
American Mixed.....13
Fancy A Mixed 15
Fancy C. Mixed.....14½
French S. Mixed 16
French No .1 Mixed.....18
French Extra Mixed.....20
Lady Mixed 15
Broken Mixed 9½

Steam Panwork

Anise Seed 22
Aromatic Cachous.....18
Assorted Berries.....16
Assorted Dragee.....14
Assorted Imperials.....16
Assorted Small Seeds....22
Bird's Eggs 17
Boston Baked Beans.....17
Burnt Peanuts.....18
Burnt Almonds.....25
Caraway Seed ,smooth....22
Caraway Seed, pearled...22
Celery Seed.....22

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Cinnamon Beans large red15
Cinnamon Beans, imperial17
Coriander Seed, pearled..22
Jelly Beans, pails..12½ 14
Jelly Bird's Eggs.....17
Jelly Cranberries.....17
Jelly Limes.....17
Jelly Raspberries.....17
Jordon Almonds, fine....45
Jordon Almonds ,imitation18
Licorice Beans 15
Red Hots.....25
Ringed Marbles.....16
Sugar Coated Licorice Tablets 20
Sugar Almonds.....25
Sugar Plums.....16

Cream Goods.

(5-lb boxes)

Fondans Creams.....14
Hand Dipped.....20
Hand Dipped, with nuts on....22
Fruit and nut ices.....18
Cream Peppermint.....20
Crushed Fruit Bonbons..32

Chocolates.

(5-lb boxes)

Chocolate, plain.....14
Chocolate ,Hand Made.....20
Chocolate Dipped Bonbons..20
Chocolate Dipped Bonbons with nuts 22
Chocolate ,Climax ,30-lb pails 10
Chocolate Chips 25
Chocolate Nonpareil Drops.20
Chocolate Wafers.....22
Chocolate Cream Tablets 30 in box 1.10

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5 lb tins 28
Occidental Marshmallows, 3 lb tins 30
Dipping Marshmallows, 5-lb boxes 25
Angel Food, 5-lb boxes. 20
French Nougat, 30 5c slices in box 1.00
Walnut, Apricot ,Spanish Nougat, 5-lb boxes ,lb....25

Sundries.

Opera Carmels ..... .19
Rock Candy ,white & red .15
Rock Candy, brown..... .16
Licorice Drops ..... .20
Licorice Sticks, 16 to lb.. .28
Licorice Tablets, 5-lb box.... 1.25
Licorice Tablets, 24 5c bx .80
Licorice Penny Sticks, 100 in box..... .65
Buttercups, 5-lb tins..... .25

Gum Goods

(5-lb boxes)

A. B. Gum Drops, asstd....9
A. B. Gum Drops licorice 9
A. B. Gum Drops, cryst'zd11
A. B. Bonbons, plain inbls 7
A .B. Bonobns, fancy, inbl 7½
A. B. Bonobns ,fancy, crystalized, 5-lb boxes.....15
A. B. Fruits.....18
Royal Gum Drops.....15
Genuine Gum Drops, hard 25
Jelly Squares ,assorted...14
Bijou Sticks 18
Spiced Jelly Drops.....20
New Turkish Figs.....16
Fig Paste ,plain.....17
Fig Paste, tricolor.....18

Chewing Gum.

	Single Box
Sweet Heart, per box....	.60
Sen-Sen, 20 pieces	.60
Sweet Heart, 20 pieces..	.60
Blood Orange, 20 pieces..	.60
Chiclets, 40 5c pkgs.....	1.25
Chiclets, 10 10c pkgs....	.80
Newton's Pepsin, 20 pkgs .	.60
Pearls, 40 5c package.....	1.00

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Department 21.

CRACKERS.

Animals ..... .12½
Animals Iced ..... .13
Assorted ..... .12
Assorted Extra ..... .14
Assorted ..... .12
Assorted Extra ..... .14
Automobiles ..... .12
Assorted Fingers ..... .15
Boston ..... .09
Butters, Templar ..... .09
Champions ..... .09
Chocolate Wafer ..... .18
Coco Taffy ..... .15
Cocoanut ..... .15
Currant Cakes ..... .12½
Cornhills ..... .11
Cherry Marshmallow .... .18
Cracker Meal ..... .06
Cracknel, plain ..... .22
Creole Belle ..... .16
Dainty Chip ..... .14
Dainty Marshmallow .... .16
Digestives ..... .09
Egg Jumble ..... .14
Fig Bar ..... .14
Fruit, Iced ..... .15
Fruit Biscuit ..... .14
Fine and Dandy ..... .18
Fruit Sultanas ..... .14
Golden Cream ..... .15
Graham Gems ..... .09
Ginger Cake ..... .10
Ginger Nut ..... .11
Graham ..... .10
High Tea ..... .15
Honey Comb, Iced ..... .14
Honey, Frosted ..... .14
Iced Sweets ..... .14
Iced Squares ..... .14
Jennie Lind ..... .12
Lemon Snap ..... .12
La Grand ..... .11
Lemon Biscuit ..... .14
Lemon Wafer ..... .14
Little Egypt ..... .14
Lunch Banquet ..... .14
Lunch, Oakland ..... .09
Lunch, Coast ..... .09
Monitor ..... .09
Marshmallow, Walnut .. .16
Nicuacs ..... .12½
Nicuacs, No. 1..... .11
Orange Wafer ..... .14
Oysteretts ..... .08
Pilot Bread ..... .04
Pretzel ..... .10
Popular, Mixed ..... .12½
Picnics ..... .07½
Pilot, Extra ..... .05
Pretzelletts ..... .11
Pineapple Delight ..... .15
Red Cross Oyster ..... .06
Salted Snowflake ..... .13
Snowflake ..... .14
Seed Cake ..... .12
Salted Fingers ..... .10
Snowball ..... .18
Saloon Pilot ..... .07
Sugar Cookies ..... .12
Soda ..... .06½
Soda, Extra ..... .07
Soda, Saloon ..... .07
Soda No. 1 (5c seller) doz .50
Soda No. 2 (10c seller) .. .08
Soda No. 3 (25c seller) .. .20
Soda ..... .06½
Soda Extra ..... .07
Strawberry Wafer ..... .14
Star Butter ..... .09
Vanilla Biscuit ..... .14
Vanilla Snap ..... .12
Wafers, Assorted ..... .16
Walnuts, Marshmallow .. .16
Your Sweetz ..... .18
Zephyr Pilot ..... .08
Big Four Sweets, doz ..... .50
Railroad Lunch, doz 1.00
Gingerette Lemonette, doz .50
Chocolate Sticks, per doz .50
Banquet Lunch, cartons .... .15
Banquet Lunch, 3-lb tins .50
Saline Snowflake, 3 lb tins .50
Grahams, 3 lb cartons, doz 1.00
Del Monte Tea Cakes, doz .50
Water ..... .12½

Department 22.

FANCY GROCERIES.

This Dept. is corected by
Wellman, Peck & Co.

Wellman, Peck & Co.; Haas Bros.

Bouillion Capsules.

Anker's. 10 capsules in box per doz boxes 3.00

BEEF EXTRACT

"Rex," 2 oz per doz..... 4.40
" 4 oz " " 8.00
" 8 oz " " 14.75
" 16 oz " " 27.50
Marshall's 2 oz, per doz.... 2.65
" 4 oz., per doz.... 4.75
Liebig's 2 oz, 32 12s to cs, dz 4.50
" 4 oz,16 12s to cs " 8.40
" 8 oz, 8 12s to cs, " 15.90
" 16 oz, 4 6s to cs, " 29.75
Libby's, 2 oz, per doz..... 4.45
" 4 oz, " " 8.00
" 8 oz, " " 14.00
" 16 oz, " " 26.00

Capers.

Capotes, 1 d in case....1.00 1.50
Nonpareil, small 1.50
Nonpareil, large 2.25
Nonpareil, Imperial qts. 10.00
" , 2 litre.. 20.00
" , 4 " ... 37.50

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes ⅛s and ¼s 25
Eagle, 12 1s.....25
Premium, 12 1s 34½
Vanilla, 12 ⅛s.....44
Powdered, ¼s. ½s, 1s 12 lb boxes 30
Subject to quantity discounnt.

Ghiradelli's. In paper.

Eagle, 24 1-lb.....22½
Eagle, 12 1-lb.....23
Eagle, 12 ½-lb.....24
Eagle, 12 ¼-lb.....25
Crescent, 6, 5 to lb.....18½
Crescent, 12, 6 to lb.....19½
Cal. Sweet, 6, 6 to lb.....25½
Cal. Sweet, 12, 6 to lb.....24
Monarch, 12 and ½ lb.....27
Monarch, 12, 1-lb.....26
Monarch, 12, ½ lb.....27
Star, 24 1-lb.....19½
Star, 12 1-lb.....20

Ground. In tins.

Ghirardelli's, 12 1-lb.....28½
" 24 1-lb tins 28
" 60 1-lb tins 27½
" 60 3-lb tins.....26
" 30 3-lb tins 26
" 60 10-lb tins.....25½
" 1 35-lb tins 25

In delivery cases.

Ghirardelli's, 60 3-lb tins....26
Venard's, 24 1-lb tins.....21
Venard's, 20 3-lb tins.....20
Miner's, 12 1-lb tins.....23½
Miner's, 24 1-lb tins.....23
Miner's, 20 3-lb tins.....22

COCOAS.

Baker's Bkfst, ½s, 1s and 5s.42
Van Houten's, ¼s and ½s..83
Van Houten's, 1s.....80
Royal Dutch, 12 ¼s.....77
Royal Dutch, 12 1s.....60
Epp's, 14 ½s.....38
Epp's, 12 1s.....39
Webb's, 6 ½s.....23
Lowney's, 6 ½s.....37
Ghirardelli's Bkfst, 6 ½s....40½
Bkfst, 12 ¼s....40
" Impri, 6 & 12 ½s.52
Miner's Bkfst, 6 ½s 37½
Miner's Bkfst, 6 1-lbs.....39
Van Houten's Dutch, 1 lb.....
Van Emgen's Dutch, ½-lb....70
Van Emden's Dutch, ½-lb..75

Cereal Coffee.

Postum, 24 ½'s, per doz....$1.35
Postum, 36 ¼s, per doz..... 2.25

Chutney.

Bombay, assorted qts.....$6.25
" assorted pts..... 1.00
" Major Grey, qts.... 7.50
" Major Grey, pts.... 4.50

CIDER.

Mott's boiled, doz qts..... 3.25
Monroe's, champagne, doz.. 2.50
" boiled, doz..... 2.75
Bidwell's, " "..... 2.50

COCOANUT.

Baker's.

Baker's Drifted Snow, pails 14
Bbls, 126 lbs.....13
Brazil shr'ded or Table Talk. long thread, 20-lb pails lb.14
" 150-lb bbls, per lb.13
Table Talk in parchment bgs. cases of 30's, 60½'s, or 30½'s and 15 1's.....14½

Schepp's.

Shredded 1-lb pkgs, per lb..23
" ½-lb pail, per lb..24
" ¼-lb pail, per lb..25
" 12 5c pkgs.....47½

Dunham's.

Shredded, 1-lb ppr, per lb...27
" ½-lb ppr, per lb..28
" ¼-lb pkg, per lb.29

COFFEE SUBSTITUTES.

Postum Cereal.

No. 1, 2 dz. sml pkgs, per dz 1.35
No. 3, 3 dz, lrg pkgs, per dz 2.25
No. 0, 1 dz, lrg pkgs, per dz 2.25

EVAPORATED MILKS.

BORDEN'S

MILK CO.

All Borden's Brands Guaranteed.



Eagle Brand—
Condensed Milk, 4 doz.... 6.80
Pioneer Brand—
Evaporated Milk (Unsweetened)
Tall Cans, 4 doz..... 4.25
Small Size, 4 doz..... 2.00
Challenge 4.65
Floral 4.50
Rose 4.75

Borden's Malted Milk.

Trial size, pe rdoz..... .90
Small Size 4.00
Large ize 8.00
Hospital Size.....33.00

Alpine Milk.

20-oz, 1 to 5 case..... 4.15
20-oz, 5 to 10 case..... 4.05
20-oz, 10 to 25 case.....
20-oz, 25 to 50 case.....
20-oz, 50 cases or more....
8-oz, 96 to case.....
Gal., 6 to case.....

Carnation Milk.

20-oz, 1 to 4 case..... 4.05
20-oz, 5 to 9 case..... 4.00
20-oz, 10 to 24 case..... 3.95
20-oz, 25 to 49 case.....
Gal., 6 to case, 10c less.

Miscellaneous.

St. Charles, 1 doz in case....$1.50
St. Charles, case lots..... 1.40
Jersey, 4 doz, per case..... 4.00
Lily 4.25
Highland 4.25
Pet, Fam., 4 doz to case.... 3.35
Baby Pet, 6 doz to case..... 3.00

Cottolene.

	Single cs.	5 cs.	10 cs.	25 cs
Small	7.25	7.15	7.10	7.00
Medium	7.25	7.15	7.10	7.00
Large	7.25	7.15	7.10	7.00

GELATINE.

Bromangelon.

(Straight and assorted flavors: Raspberry, Lemon, Strawberry, Orange, Cherry, Chocolate).

Large, 2 doz, per doz..... 1.20
Small, 3 doz, straight or assorted, per doz..... .90
Silver White Keystone, per dz 1.00
Minute, per doz 1.00
Knox's, per doz..... 1.25
Knox's per gross.....15.00
Knox, Acidulated, per doz.. 1.20
Cox's, per doz..... 1.15
Keck's, per doz..... 1.10
Plymouth Rock 1.20
(1 doz. free with 3 doz.)
Sheet ..... .35

Ginger Confections.

China, per case of 6 stone jars 2.50
China, Chyloong small stone pots, per doz..... ....
Crystallized glace, ½-lb. tin, per doz..... 2.50

Hops.

No. 1, ¼ lb, 30-lb box, lb.... .30
No. 1, 1 lb, 30-lb box, lb.... .30
Less than 30-lb boxes..... .31

Junket Tablets.

1½ doz in container, per dz .80

Lemon Sugar.

Gilt Edge, 24½s, per doz...1.37½
Gilt Edge, 24 1's, per doz.. 1.85

Lime Juice.

Tahita, 24 8 oz, per doz....$1.25
Tahita, short measure, 16-oz. 1.50
Tahita, full measure, 32-oz..2.50
Tahita, bulk, gal..... 1.00

Olives.

Bottled.

Queen Olives, 10 oz, oval,pts, 2 doz 3.00
Fluted Stuffed Olives, 5 oz., 6 doz 1.10
10 oz., oval olives, pts, 2 dz 2.50
Baby Pimolas, 10 oz., 2 doz.. 3.65
Baby Pimolas, 24 18s..... 6.25
Manzanilla, 8 oz, 4 doz.... 1.25
Manzanilla, 5 oz, 4 doz.... 1.10
American Ripe, pts, tin, 2 dz 2.25
American Ripe, qts, 2 doz... 3.75
Old Mission Ripe, pts, 4 doz. 1.80
Old Mission Ripe, qts, 2 doz. 3.25

White Label, 5-oz., Manzanillas.

Per doz

5-oz., Manzanilla..... 1.30
8-oz., Queen 1.85
10 oz., Queen..... 2.35
14 oz., Queen 3.75
22 oz., Queen..... 5.75
32 oz., Queen 9.00
64 oz., Queen.....16.00
5 oz., Stuffed 1.30
10 oz., Stuffed..... 2.65

Olive Oil.

1 doz qts (California) per dz 8.00
2 doz pts, (California) per dz 4.25
4 doz ½ pts(California) pr dz 2.25
Callon tins, " each..... 2.50
½ gal. (California) each..... 1.50

Nicello Brand.

4 doz ½ pts, case..... 9.00
2 doz pts, case..... 8.50
1 doz 22 oz., case..... 9.00
1 doz qts, case..... 8.00

Old Mission.

1 doz qts , case..... 8.00
2 doz pts., case..... 9.00
2 doz ¼ pts..... 4.80

Grogan's Purity Olive Oil.

Qts., 6 to gal, 12 to cs, pr cs. 7.50
Pts., 12 to gal, 24 to cs, pr cs.. 8.00
½ pts., 24 to gal, 48 to cs, pr cs 8.50
Gal. Can, 8 to case, per can. 2.40
½ Gal Can, 12 to case, pr can 1.30

Mushrooms.

doz

Le Court, 100 to case.....$3.25
La Forrest, 100 to cs..... 3.00
Hotel, 100 to case..... 2.40
Fancy Stuffed, pts..... 4.00

Peanut Butter.

Heron's 2 doz to cs, per doz 2.40
Imperial, 2 dz, No. ¼,glass,dz 1.10
" 2 dz, No. ½,glass, dz. 2.10
" 1 dz. No. 1, glass, dz 3.25

Peels.

Citron, 25-lb box..... .23
Citron, 10-lb box..... .23½
Lemon, 25 lb box..... .15
Lemon, 10-lb box..... .15½
Orange, 25-lb box..... .14
Orange, 10-lb box..... .14½

Plum Pudding.

Curtice, Individual, doz.....$1.10
" No. 1, doz..... 2.50
" No. 2, doz..... 4.50
" No. 3, doz..... 6.50
G. & D., 1s, 2 doz to cs, dz.. 2.50
" 2s, 12 to cs, doz.. 4.50
" 3's, 6 to case, doz.. 6.50
" 4's, 6 to case, doz.. 8.50
R. & R., Individual, doz.... 1.00
" 1's, per doz..... 2.65
" 2's, per doz..... 4.60
" 3's, per doz..... 7.10

Salad Dressing.

Durkee, small, 2 dz, per doz.. 2.50
" large, 1 doz, pr doz 4.25
" picnic size, 4 dz, pr dz 1.00
My Wife's, 1 doz, 16-oz. case 3.25

Salad Oil.

Tierces, about 50 gal., gal..$ .75
1 gal. tins, 10 to case, gal.... 1.00
5 gal. tins, 1 to case, gal.... .95
½ gal. tins, 20 to case, gal.. 1.10
Quart bottles, 12 to case, doz 2.75
Pt. Bottles, 24 to case, doz.. 1.50
½ pt. bot., 36 case, doz.....

Saratoga Chips.

(Less 5 per cent.)

Bulk, 15-lb box 3.60
Cartons, 6-oz., 24 in case, doz 1.30

SALT.

Cal. Table & Dairy, 75 2's, 60 2½'s, 50 3's, 30 5's, 15 10's and 8 20s, per bale.....1.75
Do 50-lb bags, ton.....11.00
Leslie's Sterilized, 75 2's, 50 3's, 40 4's, 30 5's, 15 10's, and 8 20s, per bale..... 2.25
Do. 50-lb bags, ton.....11.50
Leslie's. 50s 20.00
Imptd Liverpool, 50s, ton....20.50
" " 100s, ton....19.50
" " 200s. ton....19.00
Genuine Werrington,50s,pr ton20.00

H. R. H. Liverpool.

Bales of 75, 2's per bale....$1.75
Bales of 50 3's, 40 4's, 30 5's, 15 10's 8 20's per bale... 1.75
Bags, 50's, per ton.....11.00

Worcester.

Worcester Dairy,bbl 320 lbs (5 bbls. 5.25)..... 5.25
Worcester Dairy, bbl 320 lbs, 10 bbls 4.75
Worcester Table, 140 2s, 100

	1 bbl	5 bbl
3s and 60 5s.....	5.75	5.50
Worcester Table, 30 10s	5.50	5.25
Worcester Table, 50lb sacks, Irish Linen	.90	.85

Rock Salt.

Half-Ground, 100-lb. sks. ton 8.00
" " 50s. ton..... 8.50
Stock, 100-lb sack, per ton.. 8.00
" 50s. ton 7.50

Package Salt.

Leslie's Sterlized, 48 2's..... 2.75
" " 24 3's..... 2.00
" " 20 5's..... 2.50
" " 50 2's..... 3.60
R. S. V. P., 2s, 24 to case... 2.80
R. S. V. P., 3s, 24 to cs, pr cs. 2.00.
R. S. V. P., 5s, 20 to cs, pr cs. 2.50
Log Cabin, 24 2s..... 1.70

Celery Salt.

Durkee's, 1 doz in box..... 1.25

SOUPS.

Anderson's 20 varieties..... .90
Campbell's, 21 varieties..... .90
Snider's, Tomato, 3's..... 2.60
" " 2's..... 1.85
Van Camp's, 21 varieties.... .95
Libby's, 2's, assorted..... 2.35
" 1's..... 1.40
" concentrated, 1's..... 1.00

Franco-American.

	Qts.	Pts.
Mock-Turtle, Ox-Tail, Consomme, Bouillon,Julienne, Vegetable, Beef, Pea..3.15		1.80
Chicken	3.50	2.00
" Gumbo	3.30	2.00
Green Turtle, Thick.....7.00		3.60
" " clear	9.50	...
Mulligatawney	3.50	2.00
Tomato	3.15	1.80
Assorted	3.25	1.85

87 88

Department 23.

PICKLES, VINEGAR, RELISHES, ETC.

This Department is corrected each week by the Pacific Vinegar & Pickle Works.

PICKLES IN BULK

California Home Brand

Uniformly Assorted by Hand and Count Guaranteed.	Sour ½ bbl 32 gal.	Sour ¼ bbl 16 gal.	Sweet ½ bbl 32 gal.	Sweet ¼ bbl 16 gal.
Special Small Gherkins ½ bbl. 6000, ¼ bbl 3000			24.00	12.50
Special Small Mixed Same count			24.00	12.50
Gherkins ½ bbl 4000, ¼ bbl. 2000			21.00	11.00
Mixed Same count			21.00	11.00
Special Small Medium Pickles ½ bbls. 3000, ¼ bbls. 1500	13.00	7.00	18.00	9.50
Special Small Medium Mixed Same count	13.00	7.00	18.00	9.50
Small Medium Pickles ½ bbls. 2000, ¼ bbls. 1000	12.00	6.50	16.00	8.50
Small Medium Mixed Same size	12.00	6.50	16.00	8.50
Chow Chow			15.00	8.00

Package Count	Bbl 1800	Bbl 1500	½ bbl 1200	¼ bbl 600	½ bbl 1000	¼ bbl 500
DILLS	15.00	14.00	10.00	6.00	9.50	5.50

Jumbo Dills.—bbl., $12.00; ½ bbl., $9.00; ¼ bbl., $5.00.

California Home Brand.

Sour and Sweet, (Plain or Mixed), German Dill, Chow Chow and Oionns

	No1 Sml	No2 Mdn	No3 Lrg	Dills	Swt Mid gets	Sweet Gherkins	Chow Chow	Pearl Onions
Barrels, 50 Gals.	$0.36	$0.33	$0.28	$0.28	$0.60	$0.55	.....	$0.80
½ Barrels, 32 Gals.	.38	.35	.30	.30	.62½	.57½	.....	.82
¼ Barrels 16 Gals.	.40	.37	.32	.32	.67½	.62½	.....	.84
Kegs, 10 Gals	.42	.39	.....	.34	.67½	.62½	.....	.86
Kegs, 5 Gals.	.44	.41	.....	.36	.70	.65	.....	.88
Pails, 5 Gals.	.44	.41	.....	.36	.70	.65	.....	.88
Pails, 2 gals.	.55	.50	.....	.38	.75	.70	.60	1.00
Pails, 1 gal.	.65	.60	.....	.50	.85	.80	.70	1.10
Sd kegs, 10s, 8 gals.	3.50	3.25	2.00	2.75	5 50	5.00	3.75	7.25
Sd kegs, 5s, 4 gals.	1.75	1.65	1.00	1.50	3.00	2.75	2.00	3.75
Sd kegs, 3s, 2½ gals.	1.25	1.15	.85	1.00	1.75	1.60	1.50	2.25

"CENTAUR BRAND"

Sour (Plain or Mixed), German Dill, Chow Chow and Onions

Midgets Small Medium Select'd Dills Chow Onions

	No1 sml	No2 Mdn	No3 lrg slct	Ger man Dils	Chow Chow	Calif. Onions
Barrels, 50 gals	$0.33	$0.30	$0.25	$0.25	$0.32	$0.25
½ Barrels, 32 gals.	.35	.32	.27	.27	.34	.27
¼ Barrels, 16 gals.	.37	.34	.29	.29	.36	.29
Kegs, 10 gals	.39	.36	.31	.31	.38	.31
Kegs, 5 gals	.41	.38	.33	.33	.40	.33
Pails, 2 gals	.51	.47	.....	.35	.50	.40
Pails, 1 gal	.61	.57	.....	.45	.60	.50
Stand Kegs, 10s, 8 gals.	3.25	3.00	1.60	2.50	3.20	2.50
Stand Kegs, 5s, 4 gals.	1.65	1.50	.80	1.35	1.60	1.25
Stand Kegs, 3s, 2½ gals.	1.15	1.00	.70	.90	1.10	1.00

PICKLES IN GLASS

California Home Brand

Pat. Top—English or Octagon	10 oz	½ Pt.	Pt.	Qt.
Gehrkins Sour	1.35	1.60	2.30	4.50
Mixed Pickles	1.35	1.60	2.30	4.50
Chow Chow	1.35	1.60	2.30	4.50
Pearl Onions	1.75	2.00	3.25	
Sweet Gherkins	1.75	1.90	2.75	5.00
Sweet Mxd Pickles	1.75	1.90	2.75	5.00
Seref Gurken			2.75	5.00

CENTAUR BRAND

	American Style—Square Bot Pts.	Qts.	½ Gal	Gal.	Eng. style, Round Bot. ½ Pts	Pt.	Qt.
Gherkins	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Mixed Pickles	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Chow Chow	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Picalilli	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Mexican Mixt	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Cal. Onions	1.20	1.75	3.00	5.00	1.20	1.75	3.00

TOMATO CATSUP.

	In Glass, per doz. ½ Pt.	Pt.	Qt.	Jugs, per Jug ½ Gl.	1 Gal.	2 Gal.	1 Gal. Tins Scr.tp	Ft.tp
Cal. Home Brand.	1.35	*2.25	3.25	.70	1.00	1.90	.80	.75
Sunrise	.....	.....	.....	.50	.85	1.60	.65	.60
Sunset	.90	1.65	2.75	.35	.60	1.20	.55	.50

*Case free with five.

39 40

Tomato Catsup—In Bulk.

	Bbl. 50 Gl.	½ Bbl. 32 Gl.	¼ Bbl. 16 Gl.	10 Gl. Keg	5 Gl. Keg	Standard kegs 10's	5's	3's
Cal. Home Brand..	55	.60	65	.68	.70	5.50	2.75	2.00
Sunrise	.45	.50	.55	.58	.60	4.50	2.50	1.75
Sunset	.35	.40	.45	.48	.50	3.75	2.00	1.50

TABLE SAUCE.

In Glass.

	In Jugs ½ Pts	Pts.	Qts.	½ Gal	1 Gal.	2 Gal	Gal Tins
Cal. Home Brand	2 00	3 00	4 00	.75	1 25	2 25	.85
Worcestershire	1 00	2 00	3 00	.55	1.00	2.00	.....
Chestershire	.75	1.50	2.25	.35	.60	1.20	.45

Table Sauce in Bulk.

	Bbls 50 G	½ bbls 32 G	¼ bbl 16 G	10 G Keg	5 G Keg	Standard Kegs 10's	5's	3's
Cal. Home Band..								
Worcestershire	.80	.82	.84	.86	.88	7.00	3.50	3.00
Chestershire	.55	.57	.59	.61	.63	5.00	2.50	2.00

VINEGAR

Commercial Wine, Cider, Malt or Spirit Vinegar

	40 Gr.	50 Gr.	60 Gr.	70 Gr.	80 Gr.	90 Gr.
Barrels	.14	.16	.17	.18	.20	.22
½ Barrels	.16	.18	.19	.20	.22	.24
¼ Barrels	.18	.20	.21	.22	.24	.26
10 Gal. Kegs	.20	.22	.23	.24	.26	.28
8 Gal. Kegs	.20	.22	.23	.24	.26	.28
5 Gal. Kegs	.22	.24	.25	.26	.28	.30
4 Gal. Kegs	.22	.24	.25	.26	.28	.30
8 Gal. Kegs	.24	.26	.27	.28	.30	.32

HIGH GRADE VINEGARS

	Barrels	½ Bbls
California White Wine Vinegar	.30	.35
California Red Wine Vinegar	.30	.35
Apple Juice Vinegar	.25	.30
California Home Brand Pure Pickling Vinegar	.25	.30
Cases of one dozen uarts		2.50

RELISHES AND CONDIMENTS.

Miscellaneous.

	6 oz	½ Pt.	Pt	10 oz
Tomato Chutney	1.25	1.75	2.50	1.35
Chili Sauce	1.25	1.75	2.50	1.35
Salad Dressing	1.25	1.75	2.50	

California Home Brand

	8 oz	14 oz	Pts
Sweet Relish	.95	2.00	2.75
East India Relish	.95	2.00	2.75
Red Hot	.95	2.00	2.75

Truffles.

1-16 glass, per doz.	3.60
1-16 tins, per doz.	2.75
⅞ tins, per doz.	5.25
¼ tins, per doz.	10.45
½ tins, per doz.	20.35

Yeast Cakes.

Magic Yeast, case	1.20
Yeast Gem, case	1.15
Great Western	1.00
Gillet's Magic	1.20
Yeast Foam	1.20

This Dept. is corrected by **Fillmann & Bendel: Pac. Vinegar & Pickle Works.**

CATSUPS.

Snider's, qts. doz.	3.75
" pts "	2.40
" 1½ pts, "	1.40

Griffon's.

½-pints, per doz.	1.12½
Pints, per doz.	1.85
Quarts, per doz.	3.25

Miscellaneous.

Campbell's, ½ pts, doz.	1.15
Heinz, 10-0z	[illegible]
" 12-oz	[illegible]
" 17-oz	[illegible]
Blue Label, 25 ½-pts. to cs	[illegible]
Blue Label, 25 pts to cs.	[illegible]
Blue Label, 12 qts to cs.	[illegible]
Golden Star, gal jugs, doz.	[illegible]
" " qt. jugs, doz.	[illegible]
" " pt jugs, doz.	2.35
" " ½ pt jugs, doz.	1.40

Long's Fruit Catsup.

Pts, 24 to cs, case	4.75
½-Pts, 48 to cs, "	5.75
" 2, 5 and 10 lbs, lb	1.60

SAUCES.

Holbrook's, ½ pts	2.40
Lea & Perrin's, small	2.75
Lea & Perrin's, medium	6.00
Lea & Perrin's, large	8.25
5 cases, 5c per doz less.	
Tobasco, McIlhenny	[illegible]
Tobasco, New Iberia	3.50
Bengal Worcester, ½ pt	.85
Bengal Worcester, pt	1.25
Pepper, sprinkle top, ½ pt	2.00
Superior Pepper, small	.90
Superior Pepper, large	1.50
Libby's Manchester Sauce, 24½ pints, per doz	1.20

HORSE RADISH.

Picnic Gems, doz.	.95
Pints, doz.	.95
Medium, doz.	1.30
Quarts, doz.	2.50
10-Gal. Kegs, gal.	.75
5-Gal. Kegs, gal.	.80
2-Gal. Pails, gal.	.85
1-Gal Pails, gal.	.90
Standard Kegs, 10s, keg	6.00
" " 5s, keg	3.25
" " 3s, keg	2.00

FRENCH MUSTARD.

(In bulk)

	Cal. Home Brand	Standard
Bbl. per gal.	.35	.30
½ bbl. per gal	.37	.32
¼ bbl. per gal	.40	.34
10-Gal Keg	.42	.36
5-Gal. Keg	.45	.38
2-Gal. Pail	.50	.45
1-Gal Pail	.60	.55
Standard Keg, 10s	3.50	3.00
" " 5s	1 75	1.50
" " 3s	1.50	1.25

In Glass, Cal. Home Brand.

8 oz, 2 dz to case, per doz	.95
14-oz, 2 doz to case, per doz	1 75

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Standard.

6-oz. small bbl..... .80
8-oz. Dusseldorf ..... .90
16-oz. " 1.40

SAUERKRAUT.

Cal. Home Brand—Dry Pack

Bbl. 50-gal 15.00
½-bbl., 32 gal. 10.50
¼ bbl. 16 gal 5.50
10 Gal Kegs 3.75
6-Gal Kegs 1.75
3-Gal Pails ..... .85
1 Gal Pails ..... .60
Standard Kegs, 10s 2.50

Department 24.

GROCERY SUNDRIES.

This Dept. is corrected by **Haas Bros.; Wm. Schluff Co.**

Axle Grease.

H. & L., per case $1.75
C. & S., 2-doz case, per case 2.00
" 5 case lots 1.95
" 10 case lots 1.85
Frazer's, 2 doz tins, per case 2.25
Frazer's, 4 doz wd, per case. 3.60
Frazers, 15-lb pails 1.00
Mica, 3 doz tins, per case.... 2.60
Castor Oil, 2 doz 1s 2.60
Universal, 2½, light 2.00
Universal, 2½, dark 1.75

Paper Bags.

Automatic, Self-Opening, 500 in pkg., List.

¼-lb .... $1.00 8-lb 4.80
½-lb .... 1.20 10-lb 5.20
1-lb ..... 1.60 12-lb 6.30
1½-lb .... 1.70 14-lb 8.30
2-lb ..... 2.00 16-lb 9.00
3-lb ..... 2.50 20-lb 10.00
4-lb ..... 2.90 25-lb 11.00
5-lb ..... 3.40 30-lb 13.00
6-lb ..... 4.00 35-lb 15.00
7-lb 4.40

Sizes 8 to 35 lbs.

Sugar Bags, broad bottom, lb .06

Discounts from above list:
Cheapest, 50%.
Eagle or Equal, 50%.
White bags, 50%.
Lion, 40%.
Mikado (stripped) 40%.

Bluestone.

Barrels, per lb ..... .12
5 bbl. lots, per lb 11½

BATH BRICK

Bristol, 2 doz, per case..... .95
Powdered, 20 1s, per case....1.15
Powdered, 40 ½s, per case...1.25

CANDLES.

Adamantine.

Adam, 14-oz., 20s..... .11¼
" 12-oz., 20s..... .10½
" 10-oz., 20s ..... .10
Hotel, 40s, 12-oz..... .10¾
(Wrapped ½c higher.)
Chippewa, 1 oz..... .07¾

Torchlight

Stearic Acid, 12 oz, 20s.... .10¼
" 14 oz, 20s.... .11¼
" (wrap) 16 oz 20s .13¼

Stearic.

Schneider's 14-oz., 20s.... .14
Schneider's 14-oz., 40s.... .13⅞
Schneider's 16-oz., 20s.... .15¾

Paraffine, Etc.

Per lb.

4s, 6s, in cartons of 36-lb bxs 11
12s, in cartons of 36-lb bxs.. 11¼
½-lb, in cartoons of 25-lb bxs 11
1-lb cartons of 25-lb bxs.... 11
Colored, 1c higher.
Beeswax, pure for churches .35
Do No. 2..... .27½
Do No. 3..... .22½
Christmas, all sizes..... .09
Do holders, per gross..... .85
Wax Tapers, per doz pkgs.. .80
Do Per gross..... 8.00
Night Lights, German, on pap & wd, per doz..... .40
Do French, on tin, doz 85, 1.25

Werks

16 oz. S. A., 40s, (wrap).. .16¼
16 oz. S. A., 20s..... .15⅞
14 oz. S. A., 40s, (wrap).. .14
14 oz. S. A., 20s..... .13⅞

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14 oz. Adam, 20s..... .11¾
12 oz. Adam, 20s..... .10¾
10 oz. Adam 20s..... .09

Standard Oil Company.
Electric Light.

Per Set

6s, 16 oz., 20 sets..... .12¼
6s, 14 oz., 20 sets..... .11¼
6s, 12 oz., 20 sets..... .10¼
6s, 10 oz., 20 sets..... .09¼
12s, 12 oz., 40 sets (hotel).. .10¼

Granite Mining.

Per Set

6s, 16 oz., 40 sets..... .12¾
6s, 16 oz., 20 sets..... .13

6s, 14 oz., 40 sets..... .11½
6s, 14 oz., 20 sets..... .11¾
6s, 12 oz., 20 sets..... .10¼
6s, 10 oz., 20 sets..... .10
12s, 12 oz., 40 sets (hotel).. .11

Paraffine Wax.

Per Set

1s, 14 oz., 25 sets, white.. .11¼
2s, 14 oz., 25 sets, white.. .11¼
4s 14 oz., 36 sets, white.. .11¼
6s, 14 oz., 36 sets, white.. .11¼
12s, 14 oz., 36 sets, white.. .11¾
Colored, 1 cent higher.

Radiant Paraffine Wax.

Per Set

4s, 14 oz., 36 sets..... .10½
6s, 14 oz., 36 sets..... .11
6s, 14 oz., 20 sets..... .11
6s, 10 oz., 20 sets..... .09

Egg Food.

Pratt's, 26-oz, 2 doz in cs...$4.50
Wellington's, 1-lb, 2 doz box. 4.00

Fly Paper.



Sticky (holders gratis).....$ 2.50
Tanglefoot, per case..... 2.50
Tanglefoot Holders, per case of 50 ..... .35
Subert's, 40 5s, paper in box .90

Fruit Jars.

(Net cash—no discount)

Mason's, pts, per gross..... 6.35
Mason's, qts, per gross..... 7.10
Red Ribbon ..... .75

Fruit Jar Caps.

Porcelain, 6 doz to box, pr bx 2.80

Fruit Jar Rubbers.

No. 1 White, per lb..... .60
"Gold Seal," cartons, per gr .75
"Badgers," cartons, per gr.. .60
Red Ribbon ..... .70

Glue.

Le Page's, 1 oz per doz..... .80
Le Page's, 2 oz., per doz.... 1.30
Le Page's ½-gill tins, per doz 1.50
Le Page's, 1-gill tin, per doz 2.00
" " Tubes, small, gr....12.00
" " " big, per gr....18.00

Cordage.

Basic price—Manila 15¾. Sisal 10¾, (5,000 lbs. ¼c and 10,000 lbs. ½c less.) All kinds advance on base price per pound as given underneath:

	Sis.	Man.
Rope, 1¼-in., (7-16 diam		
" 6 and 9 thr. (¼ and upwards)	basis	basis.
" 12 thread (⅜ diam)	½	½
" and 5-16 diam)..	1	1
" Bale, 3 and 4, strand	½ less	basis
" " 2, 6, 8 st'nd	½	½
Lath Yarn	basis	basis
Hop Twine, tarred....	1	1
Grape Vine Twine.....	1	1
Spring Twine	..	2½
Paper Twine, unoiled..	½	2½
Whale Line and Bolt..	..	1
Hawser laid rope for well-boring	..	1
Transmission of Power	..	5
Lanyard and Tarred...	..	basis
Lariat Rope, hd tw, unoiled, 3 & 4 st'd..	1	1
Sash Cord, in coils....	..	5

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Cattle Bone.

Birds', per lb..... .20

Insect Powder.

Eureka, 10c size, per doz.... .75
Eureka, 25c size, per doz.... 1.75
Eureka, 60c size, per doz.. 4.50
Eureka, $1.00 size, per doz.. 8.00
Buhach, 2-oz., per doz..... 1.15
" 4-oz., per doz..... 2.15
" 8-oz., per doz..... 3.75
" 16-oz., per doz..... 6.80
" 6-lb. per lb..... .60

Matches.

Tins 1.65
Boys, doz boxes..... .12
Swedish Safety, per gross.... .65
Swedish Wind, 1 gross..... .90
Vulcan Paraffine, 65s per gr .55
Do 50 grs lots..... .50

Diamond Match Co.'s.

Anchor, 200s..... 1.70
Do, 500s 4.00
Bird's Eye, 500s, gr..... 3.75
3 Noes Safety, 100s..... 7.75
Bees Wax, 100s..... 4.50
Globe, 100s 5.00
Domino, case 2.75
Red Top Safety 2.75
S. & C. Eastern Parlor 80's.. 4.25
S. & C., 200s 2.25
S. & C., 300s..... 3.25
S. & C., 500s..... 4.25
Press, 100s, 5-gross case.... 4.75
Little Star, per case..... 2.20
Search Light, 100s, large, 1 gr 4.75

Paper, Wrapping.

Butter, White, per ream.... .20
Do Waxed, per ream.... .25
Manilla, No. 2, roll, any size lb .4¼
Manilla, No. 1, rolls or flat .05
Straw, per ream..... .95
Do rolls, any size, per lb .03½
Drab, per ream..... .60
Do rolls, any size, per lb .02¾

Paper, Toilet.

Royal, 100 rolls of 500 shts.. 4.00
O Keyed, 5-oz rolls, per case 2.50
Royal, 8-oz rolls, per case.. 4.25
O Keyed, tablets, per caes.. 3.75
Pastime, tablets, per case... 4.50
Union, per case..... 7.00
Lulu, pkgs, 4000 shts, per cs 3.75
Astoria, pkgs 450 shts, per cs 3.90
Windsor, pkgs 500 shts, per cs 4.00
Universal, pkgs 700 shts, pr cs 6.00
Great Eastern, pkgs 1000 shts, per case 7.50
Popular Rolls, 5 oz, 100 rols, per case 3.00
Daisy Rols, 9 oz, 100 rolls, per case 4.50
Express Rolls, 10 oz, 100 rolls, per case 5.00
Asbestos Rolls, 11 oz, 100 rolls, per case 5.25
Mammoth Rolls, 16 oz, 100 rolls, per case 7.50
Pyramidal, 2000 sheets, 50 rolls in case..... 7.50

"No-Meds"

(Cereal Laxative.)

48 cartons to case, per case.$12.00
Less 30 % discount to trade.
Varying cash discount depending on quantity purchased.

Polishes, Shoe.
Day & Martin's.

Large, 6 dz to case, doz.... 3.00
Medium, 6 dz to case, doz.. 2.25
Small, 10 dz to case, doz.... 1.00

Mason's Russet Polish.

	Doz.	¼ Gr.	Gr.
No. 2	.40	1.20	4.80
No. 3	.70	2.00	8.00

Comb Black Dressing.

	Doz.	¼ Gr.	Gr.
Large	1.50	4.50	18.00
Small	.80	2.30	9.20

Combination Russet.

	Doz.	¼ Gr.	Gr.
Large	1.50	4.50	18.00
Small	.80	2.30	4.80

Mason's Stove Polish.

	Doz.	¼ Gr.	Gr.
	.45	1.20	4.80

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Polish, Stove.

Rising Sun, large pkg, per gr 6.25
Do 5-gross lots..... 6.00
Do Small pkg, per gross.. 3.85
Sun Paste, lg. ¼ gr bx per gr 5.00
Enameline, No. 4 tins, per gr 5.00
Do No. 6 tins, per gr.. 8.25
Do Liquid, pt-tins, bx 3 dz 2.25

X-Ray Stove Polish.



Small, 3 doz. to case, per cs 1.50
Large, 3 doz to case, per cs 2.50
(½ doz. free with each case.)

Polish, Metal.

Electro Silicon, 1 gr in case per doz ..... .80
Brilliantshine, ½ pts, per doz .95
Brilliantshine, pts, per doz.. 1.80
Brilliantshine, qts, per doz.. 3.15
Do, ½ gal., per doz..... 6.00
Do 1 gal tins, per tin.... .85
U. S. Metal Polish, qts..... 3.67
" " pts 2.00
" " ½ pts..... 1.25
U. S. Metallic Polish Paste, lb. package, doz..... 3.35
½-lb. package, doz..... 1.67
3-oz package, doz..... .50
Barkeeper's Friend, pwdr, gr. 21.60

Seeds.

Anis ..... .15½
Canary ..... .07
Caraway ..... .15
Celery ..... .17½
Coriander ..... .11
Cumin ..... .18
Flax, ground ..... .06
Flax, whole ..... .06½
Hemp, sacks ..... .06½
Millet ..... .06½
Mustard ..... .10
Poppy ..... .15
Rape, Cal..... .06
Bird gravel, 2s, per doz..... .85
Bird Seed Mixed, 48 1s, doz .80
Red Ribbon, 60 1s,..... .6½

Original sacks ½c less.

Sheep Dip.

Little', 10-gal tins, per gal.. 1.20
Little's, 5-gal drums, per gal 1.20
Smith's, 10 ½-gal tins, gal .95
Smith's, 5-gal drums, per gal .95

Shoe Blacking.

	Doz.	¼ Gr.	Gr.
No. 1	.25	.75	2.80
No. 2	.30	.85	3.25
No. 3	.35	1.00	3.85
No. 4	.45	1.40	5.45

Shoe Dressing.

Boss, 3 dz to cs, per gr..... 9.00
Russian, 3 dz to cs, per gr..12.00
Shinola, per gross.....10.00
16 Shinola outfits of brush and dauber, no charge.
Shinola paste, case of 3 doz 2.50
3 solid brass scoops, no charge.

Bixby's Polishes.



Jet Oil, doz..... .85
Jet Oil, 3 dz bx, 5 Bixola free 2.55
Royal Polish, 1 doz in box.. .85

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Metal Polish, 4 oz bottles, doz 2.55
Shoe Satin, 1 dz (sml comb'n) .75
No. 5 Shoe Satin Pste, 1 doz .80
No. 5 Shoe Satin Paste, 1 doz .40
No. 10 Satinola Paste, 1 doz .80
No. 10 Satinola Paste, 1 doz in box .80
Satinola, combination, sml, dz .75
Satinola, combination, lrge, dz 1.25
Shoe White Cream, per doz .85
Ermino White Paste, per doz .80

Bixby's.

"BEB," size M., ¼ gr. box.. 1.25
"BBB," size B, per ½ gr. box 2.50

Twine.

Cotton, 4-ply, 100-lb bales, lb .25
" 3-ply, 100-lb bales.. .25
" 2-lb cones, per lb.. .25
Hemp, 8-oz balls, pr 3-lb pkg .25
Do. 4-oz balls, pr 3-lb pkg .25
Sack, 4-ply, 12-lb pkgs, lb.. 24

Binder Twine.

Pure Manilla, 650 ft to lb, pr lb 14½
Manila, 600 ft to lb, per lb. .13½
Standard, 500 ft to lb, pr lb 11½
Sisal, 500 ft to lb, per lb.. .11½

Wax.

Fruit, 25 1-lb pkgs, per box .90
Mint Wax, per box 1.50
Japan, per lb .20
Beeswax .38
Pure Ref. Paraf., 40 1s, lb .09½
" " " 20 1s, lb .09½

Wax Strings.

12-in., 10 pkg, 100 stgs each 1.60
14-in., 10 pkg, 100 stgs each 1.75

Department 25.

WOOD AND WILLOW WARE
AXE HANDLES.

This Dept. is corrected by
The Heyman-Weill Co.

Ex, 36-in., doz $2.50
No. 1, 36-in., doz 1.45
No. 2, 36-in., doz 1.35

Baskets.

	Per doz.
Cal., Open, Spruce, No. 3	.85
Cal., Open, Spruce, No. 4	.90
Cal., Open, Spruce, No. 5	1.25
Cal., Satchel, Spruce, nest, 0-5	1.35
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-41	.71
German Market, nest of 4	1.40
Clothes, Oval, Wil., No. 2	7.75
Clothes, Oval, Wil., No. 3	9.00
Japanese Telescopee, nest of 5, size 18x12x7	1.25
Same, size 20x13½x7	1.50
Same, size 24x15x10	1.90

Bowls, Wooden.

	Per doz
Maple, No. 1, 11-inch	.75
Do No. 2, 13-inch	1.60
Do No. 3, 15-inch	2.75
Do No. 4, 17-inch	4.25
Do No. 5, 19-inch	6.00
Do No. 6, 21-inch	6.75

Brooms.

	Per doz
No. 7 Special	4.00
Little Lady	3.65
Dandy	3.10
Cooks' Choice	2.35
Ladies' Pride, No. 1	2.85
Toy, string	1.00
Common Whisk	1.00
OO Whisk	1.30

Brushes.

	Per doz	
Dust	2.25	12.00
Scrubbing	.55	3.00
Dandy	1.50	5.75

Shoe Brushes.

No. 415, black tampico No. 59 .95
No. 25 Mixed Center 1.75
No. 603, all black 2.00
No. 335, black and white 3.50
No. 7, bristles 3.90

Stove Brushes.

	Per doz
551 tampico, handles	.00
No 41, Black Bristle	1.90
No 411, Black Bristle	2.25

Ox Fibre Brushes.

	Per doz
Scrub Cat, 10½x2½ in face	1.50
Do Rat, 8½x2½ in face	1.25
Do Mouse, 6¼x2½ in face	1.00

Can Openers.

King, doz .76
Sprague, doz .45

Carpet Sweepers.

Bissell's, per doz. 25.00 to 27.00
Standard, per doz 23.00

Cheese Safes.

Round, 22-in. each 2.25
Square each 4.00

Clothes Lines.

Hemp, 40-foot, per doz 1.00
Hemp, 60-foot, per doz 1.55
Cotton, 40-foot, per doz .80
Cotton, 60-foot, per doz 1.20
Sash Cord, 60-foot, per doz. 1.75
Sash Cord, 90-foot, per doz. 2.60
Wire Cord, 50-foot, per doz. 1.00
Wire Cord, 76-foot, per doz. 1.60
Wire Cord, 100-foot, per doz. 2.10

Clothes Line Pulleys.

Galv. Iron, with eye $0.50
" " with hook .60

CLOTHESPINS.

Common, per box of 5 gross .65
U. S. Patent Spring, per gr. .60

CORKS.

Wine, pt size, per M $4.20

Demijohns.

(Discount of 40% and 10%)

½ gal $5.75
1 gal 7.50
2 gal 13.50
3 gal 16.00
5 gal 24.00

Dust Pans.

No. 1 Japan, doz .75
Covered, doz 1.30
Janitor, doz 2.50

Dusters.

	Per doz
China, fancy colored	.90
Standard Turkey, No. 10	2.15
" " No. 12	2.90
" " No. 14	3.60
" " No. 16	4.60
" " No. 18	5.30

DOOR MATS, COCOA.

	Per doz
Light, No. 1, 14x24	4.40
Do No. 2, 16x27	6.00
Do No. 3, 18x30	7.75
No No. 4, 20x33	9.50
Medium, No. 1, 14x25	5.50
Medium No. 2, 16x27	7.00
Medium, No. 3, 18x30	8.75
Medium, No. 4, 20x33	10.50
Extra, No. 2, 16x27	10.00
Extra, No. 3, 18x30	13.00
Extra, No. 4, 20x33	15.50
Extra, No. 5, 22x36	19.00
Keystone Steel Mats, sq. ft.	.30

Faucets.

	Per doz
Cork Lined, No. 0	.45
" " No. 2	.45
Cork lined, No. 3, doz	.90
" " No. 4	.60
" " No. 6	.75
" " No 8	.90

Ironing Boards.

4-ft., per doz 4.40
4½-ft., per doz 5.00
5-ft., per doz 6.00
5½-ft., per doz 7.20

LAMP BURNERS.

Opposition.

0 or E, per doz $0.50
1 or A, per doz .60
2 or B, per doz .75

LAMP CHIMNEYS.

Electric—In Cartons.

No. 2, 6 doz in case, per doz 1.10

Lantern Globes.

Packed 5 doz in case .70

Aurora Rochester.

	Per doz
No. 1, 6 doz in case	.75
No. 2, 6 doz in case	.90
No. 3, 6 doz in case	2.00

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Macbeath Pearl Top.

No. 1 or A, 6 doz in case.. .85
No. 2 or B, 6 doz in case.. 1.05

La Bastie.

	Per doz
No. A, plain bulk, 6 doz in cs	1.22
No. B, plain bulk, 6 doz in cs	1.53
No. A, crimp bulk, 6 dz in cs	1.32
No. B, crimp bulk, 6 dz in cs	1.68

Common Chimney.

	Per doz
No. 0 or 'E, 6 doz in case	.40
No. 1 or A, 6 doz in case	.45
No. 2 or B, 6 doz in case	.65

LEMON SQUEEZERS.

Ball, per doz $0.85
Glass, No .1, per doz .50
Class, No. 3 (for oranges) dz 1.25

MOPS AND HANDLES.

	Per doz
9-lb. Mops	1.35-1.65
12-lb. Mops	1.80-2.20
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per doz
Wood, painted, 3 hoops	2.25
Wood, varnished, 3 hoops	2.50
White Cedar, 3 galv. hoops	3.25
Fibre	3.60
Galvanized, 8 quarts	2.05
" 10 quarts	2.30
" 12 quarts	2.55
" 14 quarts	2.90

SHELF PAPER.

	Per gross
Narrow, assorted colors	.12
Lace paper, per box	.30

TUBS.

White Cedar—No .0, 12.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Fiber—No. 0, $19.00; No. 1, $15.75; No. 2, $13.75; No. 3, $12.25.

Galvanized—No. 0, $5.85; No. 1, $6.95; No. 2, $7.95; No. 3, $8.85.

WASHBOARDS.

	Per doz
California, regular size	2.25
Little Lady, glass	1.85
Little Lady, zinc	1.10
Peerless, double	3.50
North Star	3.65
Crystal Glass	4.40

Washing Machines

Waverly 6.75
Matchless 7.25
Western 3.75
Majestic, family size, each 8.00
Snowball, family size, each 6.75
Leader, family size, each 7.00
Shelby, family size, each 7.75

WICKING.

	Gro.
Lamp, 0 or E, ¾-in	$0.10
Lamp, 1 or A, ⅞-in	.45
Lamp, 2 or B, 1-in	.70
Lamp, 3 or D, 1½-in	1.10
No. 1 Rochester	2.25
No. 2 Rochester	3.25
No. 3, Mammoth	10.50
Junior Rochester	2.00
Stoves, 3-in	2.00
Stoves, 3½-in	2.50
Stoves, 4-in	2.90
Stoves, 4½-in	3.50

WRINGERS.

Wood Frame.

Two top screws; iron tub clamps

	Per doz
Royal, 10x1¾ inches	17.50
Challenge, "	21.00
King Special "	22.50
Empire "	24.00
Century, 10 inches	28.00
" 11 inches	31.50
" 12 inches	35.00

Iron Frame.

Superior, 10 inches 29.50
" 11 inches 32.00
" 12 inches 37.00
Crescent 27.00

Ball Bearing.

Hitchcock 37.00

MISCELLANEOUS.

Barrel Covers, 17-lb. (flour barrel size), per doz
Barrel Covers, 21-lb. (sugar barrel size), per doz 2.00

48

Brooms, per doz 1.00 1.65
Butter Ladles, plain, doz .45
Butter Ladles, carved, doz .85
Butter Spades, doz .40
Dishes, oval, ½-lb. per M 1.50
" " 1 lb. per M. 1.75
" " 2-lb. per M. 2.25
Dishes, wire oval, ½-lb per M 1.00
" " 1 lb. per M 1.25
" " 2-lb. per M. 2.00
Egg Beaters, Dover .90
Measures, fiber, 4 pieces 1.00
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz 9.00
Lantern globes, in bbls 70@95
Mouse traps, 1 to 5 holes, doz 45@60
Mouse traps, "Sure Catch, dz .25
Traps, rat, "Blizzard" doz.. .75
Nest Eggs, per doz .90
Oil cans, glass, wire cover, 1 gal, per doz 4.00
Oil Cans, gal., glvnzd iron.. 2.15
Oil Cans, 5 gal., glvnzd iron. 7.50
Potato Mashers, per doz .75
Rolling Pins, per doz..1.35@1.50
Spoons, wooden, doz .75
Step Ladders, each per ft., 14-22 .40
Tacks, steel nailed, doz .
Tacks, Common, 2 oz., doz.. .11
Tapers, gas, 20 17-in., gro doz .75
Toothpicks, box .10
Twine Holders, hanging, doz 2.00
Spittons, fiber, 13-inch 6.25
Spittons, fiber, 12-inch 5.00
Spittons, fiber, cuspidor .15
Whips, per doz, from .75 to 3.00
Window Screens, 14-inch, doz 1.60
" " 18-inch, doz 2.00
" " 24-inch, doz 2.50

Department 26.

STATIONERY.

Corrected by the
Schwabacher-Frey Stationery Co.
42-44 Sutter St., San Francisco

Blank Books

Counter, 72 leaf, per grs. 5.00
Counter, 96 leaf, per grs. 6.00

Day and Ledger.

Cap, canvas, 200 pp., each .30
Cap, canvas, 300 pp., each 1.00
Crown Cloth, 150 pp., each .75
Crown Cloth, 300 pp., each 1.00
Cap, Im Leather Bnd, 300 pp 2.50

Writing Paper.

Tanglewood.	Boxes
Commercial Note, 3lb	.60
Commercial Note, 6lb	.90
Letter, 10-lb ex	1.00
Cap, 12-lb ex	1.44

Envelopes.

	Per M
XX, 5-in	.75
XX, 6-in	1.00
XXX, 10-in	1.80
XX, 6-in Baronial cream or white	1.50
XX, 6-in Baronial cream or white	1.60

Inks—Carter's or Diamond

Black, 2 oz 4.00
Red, 2 oz 4.00
Black, 4 oz per gro 9.00
" or Blue Blk, ½ pt doz 2.10
" or Blue Blk, pt
" or Blue Blk, qt

Lead Pencils.

	Gross
Cedar, rubber tip	1.00
Red penc'l, rubber tip, No. 1	1.00
Marking	1.00
Yellow, polish, rubber tip, No. 1	1.00
" " " No. 2	1.00
Black, plain, rubber tip, No. 1	1.00
2, 3, 4, "Office" Hex	1.00
Carpenters, 1 doz to bx, in bx	1.00

Steel Pens.

	Gross
Railroad, 1 gross in box	.90
Stub ex fine, med, broad	.60
Falcon	.60
Bank	.60
Reporter, fine	.60
Spencerian, No. 1 or 2	.60
Gillott, No. 404	.60
Gillott, No. 303	.60
Gillott, No. 604	.60
Turkish	.60

49

Department 27.

AMERICAN TOBACCO CO.

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb Cases)

Seal of N. C. 1⅔ oz foil.... 68
" 3⅓ " 61½
" 8 " 58¼
" 16 " 56⅛
" 1⅔ oz cloth 68
Seal of N. C., 3⅓ oz clth pchs 63¾
pouches 68
Seal of N. C. 16 oz decorated tin canisters 58¼
Old Eng. Curve Cut, 1⅔ oz curved tins 74½
Old Eng. Curve Cut, 3⅓ oz curved tins 74½
Old Eng. Curve Cut, 8 oz.. 72
Old Eng. Curve Cut, 16 oz.. 69
Continental Cubes,1⅔-oz tins 69⅓
Monte Critso Slabs, 3⅓ oz tins 74½
Van Bibber, sled plg, 1⅔ oz tins, 2½ lb cartons..... 70
Three Feathers, 1⅔ oz, 1¼ lb cartons, net..... 58¾
Pedro, 2½ oz foil..... 47½
" 2½ oz pouch..... 50¾
" 2½ oz assorted..... 49
" 16 oz decorated tin canisters 49½
Dixie Queen, 1⅔ oz foil..... 38¾
" 8 oz tins..... 42⅛
" 16 oz decorated tin canisters, 6 lb cartons, 30 lb in cases..... 42
Duke's Mixture, 1⅔ oz sacks 40
Arlington, 1⅔ oz foil..... 63½
Duke's Cameo, 1⅔-oz..... 41½
Duke's Cameo, 2½ oz foil.. 47¼
Melrose, 1⅔-oz foil..... 66⅔
Fragrant Vanity Fair, 1½ oz foil 93
Red Indian Plug Cut, 1⅔ oz and 3⅓ oz foil..... 39
Fashion, 1⅔ oz 38¾
" 16 oz canisters.... 42⅛
Fashion Pail 42⅛
Bull Durham, 1 oz..... 62
" 1⅔ oz..... 62
" 3⅓ oz 59
" 8 oz 57
" 16 oz..... 53
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb..... 24
Echo Plug Cut, 1⅔ oz(16-oz, 49) 47¾
Red Bell, 1⅔ oz..... 40⅛
" 16-oz pails..... 41⅛
Cornell Mixture, 3⅓-oz tin.. 83¼
Oriental Mixture, 3⅓ oz tin.. 93
Honey Dip Twist, 10 to lb.. 43⅛
Grizzly, 16 oz, 24-lb cases.. 54⅛
Five Bros. Pipe Smoking, long cut,paper pkgs, 3⅓ oz, 5 lb cartons, 30, 50 & 100 lb cases 37
Pride of Virginia, 1⅔-oz, 3⅓-oz and 8-oz tins, 2½-lb boxes, 10 & 25-lb cases... 75
Golden Cupid, 1⅔ oz foil, 25, 50 & 100-lb cases..... 60⅞
Sure Shot, 2s..... 33
Union Leader, 1⅔-oz foil.... 37½
" 3-oz pouch.... 39¾
" 8 and 16 oz canister 39¾
Union Leader, 16-oz milk can 39¾
Plaza, 1⅔-oz cloth, 5-lb cartons, case of 25 lbs, net.. 37½

Fine Cut Chewing.

Hiawatha, 2 oz, b'ght or d'k, 1 lb cart, 10-lb cs, per lb 59
Hiawatha, 5-lb cs, 1-lb carts 59
Hiawatha, 16 oz, b'gt or d'k, 5-lb pails, lb..... 59
Hiawatha, b'gt or dark, 10-lb pails, per lb..... 56
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb pails..... 44
Rose Leaf, 10 to lb, bright or dark, 1-lb cart, 5-lb drums 67
Tiger, 1⅔ paraffine bags, 5-lb moistenors 41

Cheroots and All Tobacco Cigarettes.

Old Vir Cheroots,5 in bundle.11.75
3½ in less than 1M lots
Old Vir Cheroots,5 in bundle.13.95
Bet the Acts Little Cigars, 10s tin 8.25

50

Bengal little cigars, 10s, (10 per cent in free goods).. 7.30
Royal Bengal, 10 in pkg, 100 in carton.....11.50
Van Bibber Little Cig., bundles of 10, boxes of 100....16.20
Sub Rosa cigarros, 10s, cartons of 500, per M..... 4.00

Stogies, Etc.,

Less 2% for cash.

Star Pittsburgh stogies 1-10s, 5 for 10c.....15.00
Florodora little cigars, 1-10s, 3 for 5c.....12.25
Red Top Stogies, 1-10s, 3 for 5c 12.50
Red Label Stogies(Jenkinson)11.65

Cigarette Paper.

Vanity Fair, 50 pkg in box .97½
Wheat Straw,50 pkg in bx,net1.30
Wheat Straw, 100 pkg in bx net 2.55
Wheat Straw, Interlock, 50 pkg in box.....1.15
Wild Oats, 40 pkg in box.. .90
Red Seal, 50 in box..... .25
Zig-Zag, 100 in box.....2.50
Riz la croix.....1.95

Plug Tobacco.

(Subject to discount 2%)

Battle Ax, 16 oz, 5 cuts, 12 and 24 lb bts, net..... 39
Big Gun, 16 oz, 3x12 smooth, bright, 6 sp, 16 lb butts,... 44
Boot Jack, 3x12, R & R, 5⅓ oz, 8 sp, 1, 4 8 and 12-lb and 2-lb fancy wooden bxs, net. 87
Bullion, 1x6, D T Nines, 6 to lb, 20-lb cads..... 50
Climax, 2x12, R & R, 16 oz, 6 sp, 6, 12 & 30 lbs (7 oz 7, 10½, & 21 lbs 48)..... 45
Climax, 3x12, thin, 7 oz, 7 and 14 lb 48
Cross Bow, 3x12, 14 oz, 4 sp, 14 lb butts..... 38
Drummond's Natural Leaf, 5⅓ oz, 5, 8 and 12-lb butts.... 63
Gold Rope, 7 to lb, 3, 6 and 12-lb boxes 56
Gold Rope, 14 to lb, 4 and 8-lb boxes 58
Horse Shoe, 16 oz. Smooth, 6 sp. 8, 12 and 24-lb butts.... 43
J. T., 2x6, 7 oz, R & R and Smooth, 2 sp, 10½ and 21 lb butts and caddies..... 39
J. T., 3x12, 14 oz, Smooth, 4 sp, 10½ and 21-lb butts.... 39
Newsboy, P. P. br or bulk, 5s 8, 16 & 24 lb..... 40
Nobby Spun Roll, 7 to lb, 3, 6 and 12 lb boxes..... 57
Old Honesty, 3x12, Smth, 15 oz, 6 sp, 7½, 15 and 30 lb..... 44
Old Peach and Honey, 6 to lb, 8 lb boxes..... 43
Piper Heidsieck, 5⅓ oz plugs, 2⅔x8 Pony Panel, 3-10c cuts, 4, 7, 14 lb..... 69
Red Cross, 12 and 24-lb butts, 18 oz, 3x12, embrossed 4 sp. 33
Saw Log, 2x12, R & R, 16 oz 6 sp, 24 lb..... 46
Saw Log, 3x12, R & R, 32 oz, 12 sp, 32 & 48 lb..... 46
Sledge, 16 oz, 4 sp, 3, 6, 12 and 24 31
Something Good, foil wrapped, R & R, 5½ to lb, 9, 13 lb butts 45
Spear Head, 16 oz, 6 sp, 6, 18 and 30 (7 oz, 48)..... 45
Standard Navy, 3x12, embossed, 4 oz, 4 sp, 14 and 28 lb 38
6 for 10, 10⅔ oz, 24 lb butts. 35
Star, 16 oz, 12, 24 and 52 lb butts 45
Tinsley's Nat. Leaf, 3x12, 16 oz, 6 & 12 lb..... 54

Twist Tobacco.

Granger Twist,hand made light pressed, 12 to lb, 12-lb half bushels and 15-lb grained pails 45
Red Ribbon Twist, 10 to lb, 16 lb ½ bushels and 8 lb packs 40
Honey dip Twist, 11 to lb, packed 5 lb..... 44

51

Smoking Tobacco.

Master Workman plug, 3x6, 10 oz, 10 lb cad..... 45
Finzer's Mixed Plug, 16 oz, 3x12, 5 sp, 5 and 10 lb.... 32
Ole Varginy, 3 oz plugs 2x4 bright, 10½ lb boxes..... 42
Sickle plug, 15 oz 3x12, 5 sp 7½, 15 and 30 lb butts.... 46

JOHN BOLLMAN & CO.

Cigarettes.

Net cash.

Fragnrant Vanity Fair..... 3.90
Duke's Cameo..... 3.90
Sweet Caporal..... 3.90
Virginia Brights..... 3.90
Pets (foil packages)..... 6.12
Richmond Straight Cuts, 10s tin and paper..... 6.12
Cairo, No. 27 and 27a, (cork tip 7.50)..... 6.50
Casino Gold Tip..... 9.00
Imperiales, 10s, 20s, 50s, 100s, with or without mouthpcs. 7.35
Sultans, 10s, 20s, 50s, 100s, Mais and Rice paper with mouthpieces 9 25
Abdallah, No. 3 gold tip..... 7.75
" No. 2..... 9.00
" No. 1..... 13.00
Princess Lillian, Cork tips...17.65
Turkish Trophies 7.75
Egyptian Deities, No. 1, 10s.25.50
" " No. 3, 10s, plain tips 17.60
Egyptian Deities, cork tips..18.15
Mogul, cork tip.....10.25

High Grade Smoking Tobacco.

Less 2% for cash.

Imperial Mixture, 2½-oz tin 1.10
Plum, 1⅔-oz foil, net..... .64⅛
Three Kings Mixture,3⅓-oz tins 1.30
Yale Mixture, 1-oz tin, 1¼ and 2½ lb cartons..... 1.35
" 1⅔-oz tin, 2½ lb cartons 1.60
Yale Mixture, 3⅓-oz tin, 2½ lb cartons 1.60
Lone Jack, 3⅓-oz bags, net 1.17½

Wills' English Smoking.

Capstan, mild.med. or strong, 3⅓-oz, per lb..... 1.60
Capstan, mild, med or strong, 1⅔ oz, per lb..... 1.75
Latakia, 3⅓ oz, per lb..... 2.10

Sundry English Smoking.

Pioneer, 3⅓ oz, per lb..... 1.45
" 8 oz, per lb..... 1.43
" 16 oz, per lb..... 1.40
Lambert & Butler's Log Cabin, 3⅓ oz, per lb..... 1.30
Smith's Glasgow Mixture, 3⅓ oz., per lb 1.70

J. B. PACE TOBACCO COMPANY

Scroll Tag, twist, 6 to lb (other sizes, 67)..... 66½
" light pressed, all styles 73½
Scroll Tag, cable coil, 3 and 4 oz 76
Corduroy Spun Roll, 6-lb bxs 56⅛
Mastiff Plug Cut, 1⅔ oz pchs or tin foil pkgs..... 68
Mastiff Plug Cut, 3⅓ oz pchs or tin foil pkgs..... 63
Mastiff Plug Cut,16 oz decorated tin 52½
Boston Smoke, 12s (24s, 48). 49

SURBRUG CO.

Grain, 1⅔ oz patent can.... .70
Golden Sceptre, 1-oz, 1-lb cart, per lb..... 1.20
Golden Sceptre, 1⅔-oz, 2½-lb cart, per lb..... 1.20
Golden Sceptre, 3⅓-oz, 2½-lb cart, per lb..... 1.05
Golden Sceptre,8-oz,5-lb cart, per lb 1.00
Golden Sceptre, 16-oz, 6-lb cart, per lb..... .95
Arcadia, 3⅓ oz, 2½-lb cts (1 1-lb cts 1.60)..... 1.56
" 1⅔-oz, 2½-lb carts 1.60
" 8 oz, decorated tin. 1.55
" 16 oz, decorated tin. 1.50
Crescent Club Mixture, 3⅓ oz .90

52

Cigarettes.

Milo Cork Tips 18.50
" Plain " 18.00
" Ladies' mouthpieces, 20s oval box..... 3.00
Egyptian Arabs No. 3 Cork Tips 7.40
King William, Egyptian, net18.00
Turkish Delight, sanitary tip 7.00

JNO. J. BAGLEY & CO.

Net cash.

Gold Shore, 2½-oz..... 46¾
Lime Kiln cut plug, 2 oz.... 59¾
" " 3⅓ oz.....59¾
" " 8 oz tins. 66⅔
" " 16 oz tins 64⅛
Sun cured 2½ oz foil..... 49
" 2½ oz pouch.... 51

WEYMAN BROS.

Less 2%.

Cut and Dry, 3⅓ oz papers.. 32¼

H. BOHLS & CO.

Fancy Mixtures.

White Navy Mixture, 1⅔ oz foil ..... .65
White Navy, 3⅓-oz foil, 5-lb cartons ..... .63
White Navy, 16-oz foil..... .60
London Dock, 3⅓-oz foil, 5-lb cartons ..... .80
Golden Gate, 3⅓-oz tin, 5-lb cartons ..... .85
Bright Virginia Pickings, 3⅓-oz tin, 5-lb cartons..... .80
Gold Bar, 3⅓-oz tin,5-lb cart. .90
Great Blend, 16-oz box, mild, medium and special..... 1.15
Great Blend, 8-oz box, mild, medium and special..... 1.20
Great Blend, 3⅓-oz box, mild, medium and special..... 1.25

Cut Plug.

Seal Rock, 1⅔-oz tins, 2½-lb cartons 25-lb ..... .74
Seal Rock, 3⅓-oz tins, 2½-lb cartons 25-lb ..... .74
Seal Rock, 8-oz tins..... .74
Peanut, 1⅔-oz foil, 5-lb cart .38
Old Chief, 8-oz and 16-oz.... .46
Seven Up, 16-oz pail, briar pipe with each tin..... .54
Seven Up, 16-oz pail, without briar pipe ..... .45
Seven Up, 2½-oz foil,5-lb cart .43
Seven Up, 2½-oz pouch, 5-lb cartons ..... .49

Long Cut.

case, per doz 1.80

R. A. PATTERSON TOBACCO COMPANY.

Less 2%.

Honest Labor, pch and tins, 2½-oz ..... .50
Lucky Strike, 1⅔ oz tins.... .75
" 3⅓ oz tins..... .75
Patterson's Seal, 1⅔ oz foil. .37
" 3⅓ oz pch.. .38
" 16 oz tin... .41

SNUFF.

American Snuff Co. .. ..

French, Rappee, 1⅔ oz bottles, per 3 doz..... 2.90
French, Rappee, 3⅓ oz bottles, per doz..... 1.80
French, Rappee, 16 oz jars, per lb..... .65
Maccaboy, 16-oz jars, per lb .60
Irish High Toast, 16-oz self-sealing fruit jars, 12-lb bxs .57
Scotch Lilienthal's, in bladders, per lb..... .60
Scotch Lilienthal's, in weasands, per lb ..... .62
Horse Shoe, 16 oz glass jars, lb..... .50
Horse Shoe, 2½ oz fibre cans .51
Horse Shoe, 8 and 16 oz cans .48
Horse Shoe, 1 oz and 16 oz cans ..... .56

Weyman Bros.

Copenhagen, 16-oz stone jars of 2 doz, per gross..... 5.64
" 1-oz tin, carts 6⅝

Attracting Trade.

WHAT REAL HUSTLE WILL DO.

"Don't sit down in the meadow and wait for the cow to back up to be milked. Get up and go after the cow" An extract from a speech at the Advertisers Exposition at Chicago.

There are too many fellows in the trade whose faith in their money and store is too great for their own good. They imagine if they offer a fine stock, in a handsome store, patrons will come without further effort. It's a mistake. "Get up and go after the cow."

Don't sit down by the front door and wait for buyers to come in to be milked. Go out and hunt the customers.

A grocer opened a store on the West Side in Chicago and for a day or two stood in the doorway waiting for "the cows to back up to be milked." Three of four drifted in by chance, but he had to have more milk, so he resolved to go after the rest of the herd, and made a house-to-house canvass covering a radius of five blocks of his store. He made the visits himself. At the end of the second day the one clerk needed an assistant. At the end of the third day both chief clerk and helper were "up to their ears" in orders. This grocer was a genial fellow and a good talker who won favor. In less than a month he built up a trade bigger than that enjoyed by some of the older grocers in the neighborhood who never had considered it necessary to "go after the cows."

Don't sit down behind the desk and wait for delinquent customers to come in to settle. Go out and collect accounts; preserve your credit; make good your opportunity to pick up bargains for cash.

Don't sit down if there is work to do. Keep everlastingly at it, if you want to forge ahead. Keep that motto—Do it now—ever before you. Hustle On rainy or dull days work on the shelf stock, re-arrange. Give the store a new face to win visitors.

And mind you—you don't have to go to Chicago's West Side to see enterprising grocer get results. Right here in San Francisco the same "cow" proposition is demonstrated time and again. And in the country it is demonstrated again. Examples may be found everywhere. Only the other day the writer was brought face to face with a remarkable case of personality. The man in point happens to be a butcher but will neverthless prove interesting and profitable in view of the fact that we want a little evidence for the skeptical. Going into the Western Addition of this city with competition on nearly every block at the end of five years he controlled the biggest trade in the locality. After a lapse of a period of 4 years more he owned 2 stores and a huge ranch in the country. Two years ago this same man had amassed enough capital to tour with his family his native, Germany. And he was on a dull street at that. Nor does this somewhat exceptional story end here. His successor has been in this line of business for twenty years but presented the actual spectacle of letting the business dwindle and pine away till at length it was reduced to the same hand to mouth proposition as the other shop in the locality. And here again our German friend rebuys his business and is rapidly rebuilding it. The writer has heard several coments like the following passed from house wife to housewife in that locality. "Be sure and go to Mr. ——, Jimmie." The same is applicable in the grocery trade. In the country there is no excuse for a grocer to have people being supplied from the city. Neither is there any excuse why an established country merchant's business should be impaired at the inroads of opposition. Any merchant who is a victim of these things has himself to thank. He is one of those ancients that insist that these "young" fellows can't hurt his old "friends" or that say, if I can't get trade in the store I can't get it outside the store. He is mistaken. He is modern. He'll have to get busy or he'll be a dead one. If you want any milk you have to get it yourself. You'll have to hustle and hustle the right way.

Do YOUR Share

Every Dealer in Groceries Should Join the California Retail Grocers and Merchants Association. HE OWES THIS TO HIMSELF. The Same Influence that made the Legislature of 1907 willing to give us FOUR LAWS would make the Wholesalers and Manufacturers Willing to Grant any Fair Request.

Here Is What You Can Do

1. Get Better Laws. 2. Collect Bad Bills. 3. Induce Manufacturers to Protect Profits. 4. Make Wholesalers, Etc., Stop Selling to Your Customers.

REMEMBER: The State Grocers Association Does Not Do These Things For You. It Helps You Do Them For Yourself With the Help of Other Grocers. If You Are Willing Help, Send Us Word. (The Dues are $3 per Year).

California Retail Grocers and Merchants Association

A. A. JOST, Sacramento, Pres. FRANK B. CONNOLLY, San Francisco, Sec'y.

AARON H. POWERS, Field Manager

1714 Webster St. San Francisco, Cal.

Clerk's Corner.

Kind Words Make Friends.

How many of us ever stop to consider how little it costs and yet how much good, a kind word of approbation or encouragement means. In these days of hurry and rush after the almighty dollar, we all are prone to forget that the other fellow is human as well as ourselves we do not give a sharp reply with the intent of hurting somebody, but rather it is an expression of our own particular feelings at the time; thus, because we are "feeling sore," we unintentionally hand it to the other fellow, who in turn passes it along, making a sort of endless chain of bad feeling.

How much better it would be if the first sharp answer were never given. No good can come of it, and yet much good might have come if the answer had been of a kindly nature. An instance of the harm of a sharp reply came under the writers observation recently. A lady shopping in a large grocery store, the wooden ware department.

The lady was met by the floorwalker who after learning her wants, lead her to the part of the floor in which t article she desired was kept, and calling a clerk, he told the lady's wants. The clerk, who was a new one in that department took down the article requested, but could not give the selling price. Therefore, he was abliged to go to the head of the store for this information. The head was "sore;" perhaps somebody had given him a sharp answer; at any rate he turned on the clerk and "called him down" sharply for not knowing the price.

The clerk went back to his customer, and with the unjustified and surly rebuke of the proprietor rankling within him, he was in turn sharp, insolent and indifferent to the lady. The customer soon left the store, indignant and hurt. and resolved never again to trade there. Thus we have a sequence of events, each one of which seared and could do no good, and which in the end did mischief.

A kind word, instead of a sharp or surly one, is the kind to utter. Keep the grouch down. Patience may cease to be a virtue at times, but kindness never ceases to be in place at a times.Attracting Trade . . . . . .

A week of exceedingly hot weather in southern California has had the fefect of reducing the crop of sugar beets. It is estimated that the Los Alamitos crop will be more than a thousand tons short, and that of the Chino district will probably be proportionately less. The Oxnard district being nearer the ocean, was not affected to the same degree as the others.

Griffon Catsup—No deals.

BEAUTY AS AN AD

A Case Proving Again That "A Thing of Beauty is a Joy Forever."

There is a store in Boston which deals exclusively in dairy products. The management of this store conceived the idea of starting a milk counter in one corner of the store for the purpose of serving to the thirsty passer-by a goblet of milk right fresh from the cow for 5 cents per glass.

So a young wholesome-looking man was placed in charge of the milk counter and the proprietors waited for business. But business didn't come. The milk counter was a failure. Its maintenance really represented a loss in money to the store. Fresh milk was coming in daily, but none was going out.

A member of the firm thought he saw light, so he advertised for a pretty girl to run the milk counter. She came—she came in bunches. There were several dozens of her. The firm member in whose hands had been placed the destiny of the milk counter was a good judge of beauty. From the total of fair applicants for the place he chose the fairest maid of all. She was a comely, buxom lass with brown hair, liquid brown eyes and a complexion which would make a ripe peach want to hide itself. The firm furnished her a tailor-made outfit and moved the milk counter over in front of a big plate-glass window where all who passed might see her. There she stood in all the radiant beauty of the dairymaid of song and story. The little white cap and white apron and her sleeves reefed to the elbows gave a finishing touch to the picture.

Men who hadn't tasted milk since their nurse-bottle days gravitated toward that milk counter. Clerks who disliked fresh milk to such an extent that it choked them came up to that counter, laid down their nickels and took their medicine like sports. Business grew to such an extent that the dairymaid couldn't take care of it, and another pretty assistant was added to the milk counter.

Beauty may be only skin deep, but it sells the goods.

Yuba City.—Dr. E. V. Jacobc of Meridian, who owns extensive holdings in that vicinity, has planted 40 acres to coffee and the reports from the new plants are that they are in a thriving state of growth and promise well at harvest time. Should the coffee grains thoroughly mature Sutter will boast of the only coffee plantation on the Pacific Coast.

VISALIA, California.—The best sugar factory at this place began operations for the season on July 6th. The beets are reported to be of better quality than those of last year and the crop is larger, being sufficient to supply this 350-ton plant for a run of 4 months.

The canning plant of the Antioch Asparagus Company was totally destroyed by fire last Sunday. A large quantity of box material was stored in the building and was also burned. The loss is placed at $45,000, and the plant was insured for about one-third its value.

Ft. Smith Refrigerators—Cold and dry.

Greer's Washing Ammonia

It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

310 Sacramento St., San Francisco
Telephone Temporary 3898

Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast.
SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer,** Trade Mark.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

YOUR EVERY WANT IN

PAPER

Can Be Supplied by

A. Zellerbach & Sons

421 JACKSON STREET
San Francisco Cal.

U. S. Metal Polish

POLISH.
Qts. .....$3.00 per doz
Pts. ..... 2.00 per doz
½ Pts. ..... .90 per doz

PASTE.
1 lb.....$3.00 per doz
½ lb..... 1.75 per doz
3 oz..... .50 per doz
Barkeeper's Friend Powder, gross.....$18.00

U. S. METALLIC POLISH PASTE

Is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. For sale by all dealers. Also the Savoy Alkali Floor Powder, containing no grease.

J. T. WILSON,
Pacific Coast Agt., 2871 16th St., S. F.

Manufacturers' List.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When a grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco, 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer, who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schilling's.

Schillings Best, ¼-lb. cans	$ .15
Schillings Best, ½-lb. cans	.25
Sshillings Best, 1-lb .cans	.45

Rumford.

Rumford, ½-lb. cans	.15
Rumford, 1-lb cans	.30
Rumford, 3-lb cans	.75
Rumford, 5-lb cans	1.25

Crescent.

	To Family Trade	To Restr., Etc.
3-lb tins	.70 each	6.75 per doz
¼-lb tins	.10 each	$1.10 per doz
½-lb tins	.15 each	1.60 per doz
1-lb tins	.25 each	2.65 per doz
5-lb tins	1.00 each	10.50 per doz

Sun Baking Powder.

1 lb	.45	¼ lb	.15
½ lb	.25		

CEREALS

Cal. Flapjack Flour (Del Monte Milling Co.) 2 lb. package	.15
Cream Flaked Oats (Del Monte Milling Co.) 15c, two for	.25
Excelsior Flaked Oats	
Excelsior Oats (Del Monte Milling Co.) straight	.10
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 1-2 lb. pkge	.25
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 lb. package	.20
Peacock Brand Buckwheat (Del Monte Milling Co) 1 1-2 lb. pkge	.15
Shredded Wheat Biscuits, 15c or two	.25
Triscuit, straight	.10

TEA.

Tree, (M. J. Brandenstein & Co.)	.50

COFFEE.

Golden Gate (J. A. Folger & Co.) 1 lb. cans	.40
M. J. B., (M. J. Brandenstein & Co.) 1 lb	.40
M. J. B., (M. J. Brandenstein & Co.) 3 lbs	1.00

COTTOLENE.

Small size pails	$ .30
Medium size pails	.60
Large size pails	1.35

FLOUR

Globe Mills.—A-1, $1.55; Banquet, $1.45; Silver Star, $1.40.

Del Monte.—Delmonte, $1.55; Waldo, $1.40.

Port Costa.—Port Costa, $1.55; Starr's Extra Choice, $1.45; Mayflawer, $1.40.

Stockton Mills.—Crown $1.55; White Navy, $1.40; Triumph, $1.40; Bear, $1.35.

Sperry Mills.—Horace Davis, Patent Roller, $1.60; Golden Gate, $1.50; Drifted Snow, $1.55; Sperry, $1.55; Royal, $1.45; Eagle, $1.40; First Grade Flour, 1-8th, 85c; 10-lb. sack 45c.

American Milling Co.—Colonial, $1.50.

Bay City Mills (1st and Clay Sts., Oakland)—"Bay City," $1.50; "White Foam." $1.50.

Diamond Milling Co.—Diamond Patent, 49-lb. sacks, $1.50; Diamond Family, 49-lb. sacks, $1.40; Sky High, 49-lb. sacks, $1.35.

Phoenix Milling Co., Sacramento.—(Bay Territory office, 17th & Wood St., Oakland. B. E. Bryan, Agent.)—"Phoenix," $1.55.

Mapleine.

2 oz	.35
4 oz	.60
16 oz	2.00
32 oz	4.00
Gallons	15.00

OLIVE OIL.

Purity (Chas.P.Grogan), Half Pts.	$ .25
Purity (Chas.P.Grogan) Pints	.50
Purity (Chas.P.Grogan) Quarts	.90
Purity (Chas. P. Grogan) Half Gal.	1.75
Purity (Chas P. Grogan) Gallon	3.00

SAUCES.

Catsup, Bishop's (Bishop & Co) 1-2 pints	.15
Catsup, Bishop's (Bishop&Co.) pts	.25
Chili Sauce, Bishop's (Bishop&Co.) 1-2 pints	.15
Chili Sauce, Bishop's (Bishop&Co.) pints	.25

SOAPS.

Sapolio.....10c, 3 for 25c

FRUIT GROWERS PROTEST.

The Fruit-Grower's Protective Association of California is voicing the indignation of the fruit packers and shippers of the State against the action of the Washington authorities in the Department of Agriculture ignoring the requests that an increased amount of sulphur may be used in the preservation of dried fruits over and above the amount prescribed by the recent pure food act. Despite indignant complaints the only answer obtainable from Washington is that Secretary Wilson is out of town and no action can be taken.

The complaint of the association, which met this week at the offices of Henry Cahen at 209 California st. in this city, is that the pure food act allows the use of but .070 of 1 per cent in the drying and preservation of fruit. The growers claim that .250 are necessary to obtain the best product, and that the use of sulphur fumes have worked no injury to consumers in the past and would not in the future.

One week ago the association organized in the offices of the California Promotion committee, where the campaign to have a reconsideration of the law by the Washington department originated. At the meeting this week it was suggested that the association invite every grower in California to wire Washington for instructions as to the suggestion of a way in which they may dry their fruit properly and yet conform with the law. There are more than 8000 fruit-growers in the State interested in the matter, and the association considered the advisability of asking them to wire Washington as individuals or as affiliated associations.

The most serious features of the departmental ruling is that it comes upon the state in the midst of the fruit season, when there is no time to change or modify present methods, or to change or alter labels and cartons on hand in time to meet the demands for the handling of the 1907 crop. The governor, senators and congressmen and the trustees of the Grower's and Packer's association have been and are making every effort to obtain a suspension of this decision for a sufficient length of time to permit the handling of this year's product, being convinced that the situation can be met to the satisfaction of the department and without distress to the industry if time is given in which to meet it. If in the midst of handling the great product, this order is allowed to stand in force, the entire state will suffer irreparable injury.

The present state of affairs is deplorable, for growers throughout the state fear to sulphur and the packers and shippers hesitate to accept delivery, fearing inability to ship to eastern buyers.

A. Schilling & Co. report that the tea business as they find it is good and shows an increase. Local conditions do not seriously affect them. They have their new tea-firing machine installed now and consider it a strong point of their plant. The construction is original and is kept secret by the company. Considerable improvements are also going forward in the coffee machinery.

CHINO, California.—The season has been backward in this section of California and the crop of beets is a little below the average; nevertheless, the condition is fair and there is promise of an outturn of 12 tons per acre. It is expected that the factories at Chino and at Oxnard will start up for the season about the middle of August.

Grifton Catsup—No deals.

Cable Address "Cluffeck." Tel. Temporary 2860

William Cluff Company, Inc.

WHOLESALE GROCERS

Importers and Exporters of Cigars and Tobacco

Spear and Mission Sts. San Francisco, Cal

OFFICERS AND DIRECTORS.

RETAIL GROCERS AND MERCHANTS
Association of Alameda Co.

President, John Mitchell.
1st Vice-President, J. L. Woodworth.
2d Vice-President, O. B. Palmer.
3d Vice-President, F. C. Koerber.
4th Vice-President, A. J. Nor.
5th Vice-President, J. E. Frazier.
Secretary, Geo. MacDonald.
Treasurer, H. D. Cushing.

Directors.

H. Hauch, A. J. Nor, H. D. Cushing, G. Hoffman, J. Hopkins.

Manager Collection Dept.

M. K. Webster.

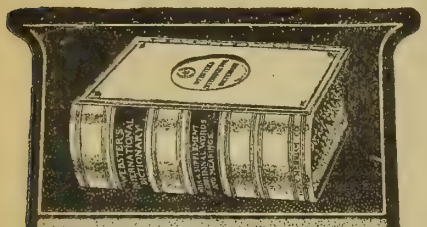
Association meets the 1st and 3d Monday of each month at 8 o'clock, p. m., at 419 12th St., Oakland.

NOTICE.

Whenever any prices in the Manufacturers' List, printed on Page 12 of the "Advocate," are cut, members should notify Secretary MacDonald as promptly as possible. (His telephone is Oakland 151.) Mr. MacDonald will at once take steps to have the cutting stopped.

OAKLAND MEETINGS.

The Alameda County Grocers' Association will hold its meetings on the second Monday of each month.



WEBSTER'S INTERNATIONAL DICTIONARY

THE ONE GREAT STANDARD AUTHORITY.

Can it truly be said of any other book than WEBSTER'S INTERNATIONAL DICTIONARY that it is:—
The Standard of the Federal and State Courts? The Standard of the Govt. Printing Office? The Basis of nearly all the Schoolbooks? Indorsed by every State School Supt.? Universally recommended by College Presidents and Educators? The Standard for over 99% of the Newspapers?

UP TO DATE and RELIABLE.
2380 Pages. 5000 Illustrations.

Should You Not Own Such a Book?

WEBSTER'S COLLEGIATE DICTIONARY. The largest of our abridgments. Regular and Thin Paper editions. Unsurpassed for elegance and convenience.
1116 PAGES AND 1400 ILLUSTRATIONS.

Write for "The Story of a Book"—Free.

G. & C. MERRIAM CO.,
SPRINGFIELD, MASS., U. S. A.
GET THE BEST.

SCIENTIFIC STORE KEEPING.

The Part Played by Labor-Saving Store Equipments.

Most up-to-date merchants now realize that general utility, space saving, labor saving and handsome store equipments are necessary for the scientific retailing of foods, and as a result there has been an increasing demand for fixtures of this character in the past five years.

Previously we were familiar with the old-style open cracker and sugar barrels, the open bin for cereals, dried fruits, spices and other foods generally kept in drawers in bulk quantities, where they were like to deteriorate from exposure and handling. The consumers have been in favor of a more sanitary way of handling goods, have changes from their old routine way of doing business by giving them their trade.

Nowadays every grocer is stirring to have the surroundings of his store of such a character as to excite favorable comment on the part of the buyer immediately after entering his place, and by having the goods displayed in such a tempting manner as to induce people to buy. In order to do this the appointments in the store must be of a kind that facilitate the showing and handling of goods, as well as keeping them from the dust and dirt always prevalent in a store, and from mice, insects and "tasters."

A grocer with modern, up-to-date equipments, where such goods as crackers, dried fruits, cereals and all farinaceous goods are shown in bins, under glass, and teas, coffees and spices and other merchandise presented in an attractive way in bins made with mirror fronts, and other paraphernalia to beautify the store, making the surroundings pleasant—is the man who is doing the most business to-day, while the old "foggy" who cannot keep abreast with the times, and is satisfied to do business under conditions that have been in use for the past fifty years, is gradually losing business to "the other fellow."

Fixtures of this character not only beautify the store, but reduce the store help to a minimum. The writer knows of an instance where there is a store doing business in Philadelphia on one floor, 40 by 80, and handling from 800 to 1,200 people daily with eighteen clerks. This could never be done under the old methods of retailing. There are experts in this store-equipment business to-day who make a specialty of furnishing new stores and remodeling old ones, who have studied the subject completely and are able to advise to the merchant's profit, and who change the appearance of a store so much in a day that the customers who come in the next day to buy often wonder if they are not in the wrong place.

Take it to yourself. If two stores, side by side, were doing business, one merchant keeping his goods clean and free of contamination, presenting to the purchaser goods in the best possible manner, and the other just the reverse — prices being equal where would you spend your money? These are points well worth considering, and the sooner the grocer begins to realize that he has to do just the same as the druggist started to do twenty years ago to retain trade and make new customers, the better off he will be.

The Walker Patent Pivoted Bin Company of Philadelphia, have fitted many stores recently, and have probably fitted as many individual stores as any other concern that we know of in that line of business. We understand that they issue a very handsome catalogue showing some of their many stores and also the different styles of fixtures that they manufacture, which they send on request to possible purchasers.

KELLEY-CLARKE CO.

23 Market St., San Francisco

IVORY SOAP
LENOX SOAP
P. & G. NAPTHA SOAP
K. C. BAKING POWDER
PROCTOR & GAMBLE CANDLES
ORANGE CITY RUSKS
PEARLO GUM
HONEYSUCKLE MILK

Back to the Old Stand

HAAS BROS.

WHOLESALE GROCERS

Importers and Commission Merchants

100 California St.

(Corner Davis)

San Francisco California



An Auto? No!

Peanut and Popcorn Seller. Catalog show'em $8.50 to $950.00. On easy terms.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

ITEMS OF INTEREST.

It is learned that the bill passed by the last Legislature providing for the submission to the people at the next general election of a plan for the issuance of $1,000,000 of bonds for the condemnation of land at that point has a serious defect that may make the bill invalid. It was recently discovered that one whole line in the body of the bill was dropped out during its sojourn in the office of the State Printer, and the purposes of which the bill was intended, may be delayed for four years to come.

Santa Ana.—Another lot of land has been added to the holdings of the Union Oil Co. between Whittier and Fullerton. This consists o f 700 acres of the Meyer's ranch, west of the Mùrphy gusher territory and near La Mirada Station. This land has not been tested for oil, but its location with reference to other leases now producing and the fact that in drillign years ago a strong flow of gas was encountered, leads to the belief that the territory is in the belt.

Benicia. The Glen Cove Oil Refining Co., composed of Eastern capitalists and represented in the Coast by Davis Fleisher, of San Francisco, has sold its interest to the Standard Oil Co. Work had already been started on putting up tanks and also a large hotel for the accommodation of workmen, and a wharf franhcise secreted from the county. All work has ceased and in all probability this puts an end to the future of the project. It was ever thus..

Gilroy. The cannery has been completed, ready for business as soon as peaches are ripe, at which time the season will open, to run continously until the frosts set in. During this time all kinds of fruits and vegetables will be canned. The proprietors of the cannery, Biceglia Bros., have leased 700 acres of land lying along the Pacheco creek from the Malarin Ranch Co., on which land they will raise vegetables. They have also a large tract of the Bloomsfield ranch leased on which they have planted tomatoes.

San Diego.—San Diego has been chosen by nothern capitalists as the location for a canning factory, to exceed the size in any similar industry in the State. A number of Los Angeles and San Pedro capitalists are interested in the enterprise and have had representatives in this city for some time investigating the possibilities of the city for the undertaking such as they are contemplating. The company will seek concessions from the Mexican government relative to sending fishing fleets into the Gulf of California. and a vast amuont of fish will be brought to this place and canned for shipment east.

Vasilia. The Earl Fruit Co., has, up to last week, shipped 65 cars of plums out of this city this season. Peaches are now being commenced on, and it is expected that fully 75 cars of them will be sent out possibly more..Quite a number of the Crawford a nd Foster variety have already been packed, and the Albertas are now in s eason.

Kunzite, a rose pink stone of remarkable lustre, is a new California gem.

John T. Kelly
W. H. Kelly
Tel. Temp'y 1862

KELLY BROS.
WAGON COVERS & BOAT SAILS
TENTS, AWNINGS, HAMMOCKS
18-20 Clementina St. Bet. First and Second Sts. San Francisco

Cable Address "CLUFFECK." Telephone Temporary 2860

William Cluff Company, Inc.

Wholesale Grocers...

Importers and Exporters of Cigars and Tobacco.

Spear and Mission Sts.

San Francisco, Cal.

HAAS BROS.

Wholesale Grocers---

Importers and Commission Merchants.

100 CALIFORNIA STREET
(Corner Davis)

San Francisco California

Seasonable Suggestions

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

PUSH THE GOODS
PROTECTED BY AGREEMENTS
CUT OUT
AS FAR AS POSSIBLE
ALL GOODS
DEMORALIZED
BY PRICE CUTTERS

"Reading maketh a full man"--merchants are no exception.

Good judgment is often mistaken for old fogyism.

Advertise differently from all the other grocers.

Kind words make friends, but sharp and surly ones none.

Remember, "Only a bad workman quarrels with his tools."

In advertising, lies many a success, but not in advertising lies.

Many a man's talent lies in hiding the fact that he hasn't any.

Don't "sleep" on your job—keep right after the slow payers.

The show window, like food products, should be true to name.

"Nothing is settled till it's settled right"— and not always then.

Now's the time to make things look busy in the cheese department.

It's hard for the girl who throws herself at a man's head to make a hit.

You've heard it before, but all the same it pays to keep a neat, clean store.

That man has failed who has not been able to keep a good opinion of himself.

Stick to your work as the shoemaker does to his last and you may win out at last.

Make delinquents come to time, you are sure to be a heavy loser in the long run.

Have the order clerk ask his trade about scrub brushes. This is their busy time.

The Brazilian government, was recently buying at the rate of 125,000 bags a day.

You never correctly describe what you have not seen and seldom what you have seen.

Mistakes will happen, but see to it that the same mistake does not happen several times.

The man who seems the busiest is not always the one who is really doing the most.

More attention will be paid to your circular if it is folded in an envelope and addressed.

Less hard work and more thought would help many men to rise above the dead level.

There's more danger of trouble from an unreliable delivery boy than all the clerks combined.

The quantity of lemons on the Chicago wharves unsold numbers a total of 298,000 boxes.

A fall cleaning in the store is every bit as good as the time-honored "spring cleaning."

The advertising of a retail business requires much thought and no little expenditure of time.

A pretty safe road to success is the one that leads to the nearest savings bank every pay day.

Before you sit down to write a grocery ad. spend five minutes in thinking over the poposition.

Talk to your customer in your ad vertising just like you would if you had her face to face.

People who grow weary of themselves think they are weary of life and of the whole world.

You cannot hide from the example of the bad, without being deprived of the counsel of the good.

It is said we are a "be-diamoned" nation. The ladies, it seems, are unreasonable in the diamond habit.

The more it is investigated the better does the food supply compare in quality with oth r lines of goods.

Courtesy, cleanliness, promptness and profits are the inseparable companions that spell success for the grocer.

In salesmanship, a smile is a little thing, yet it has brought more customers, than have price or merit in merchandise.

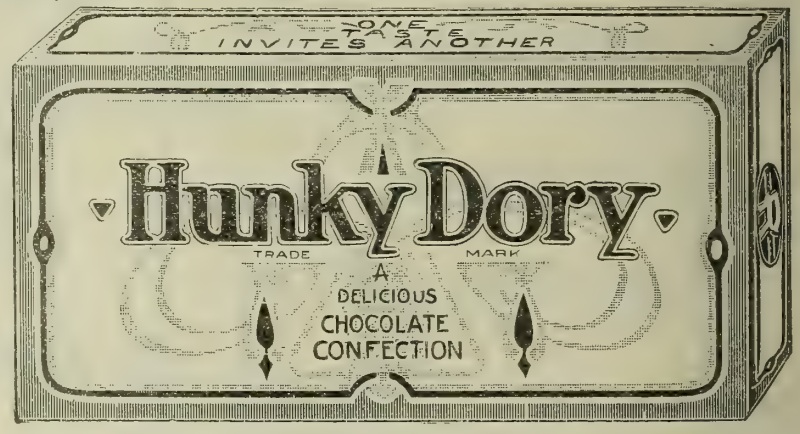
Latest reports of the Agricultural Department shows the tobacco crop of the United States to be worth about $54,000,000.

Act like a winner. Don't go around with your failures written all over your face. Cut out the hang-dog, apologetic air.

Patronize our advertisers. We want them to get results for money expended. They favor you; why not favor them?

"He that lendeth loseth double" applies to the merchant who gives credit too readily and loses both an account and customer.

Have You Stocked?



A dainty sweetmeat dipped in fine chocolate, having a combination of flavors that is just right, gives it that delicacy and sweet aroma so delightful to lovers of good confections, so delicious that

One Purchase Insures Another
"One Taste invites Another."

Hunky Dory, the biggest repeater and winner that ever issued from the House of Reliable Confections, always put up in Triple-proof packages of pleasing and attractive design—keeps the contents in perfect condition.

In two sizes, 10c and 25c packages.

Packed for shipping in Cases of 50 10c packages
" " 20 25c "

DODGE, SWEENEY & CO., Agents

SPEAR & HARRISON STS., SAN FRANCISCO

Keep alert for methods to improve your conditions. Invite suggestions and weigh them carefully before turning them down.

There was never in the history of this country a more auspicious time for a young man to get to the front than right now.

Prosperity of a speech, like that of a jest, lies in the ear of the audience. Consider whether speaker or hearer most enjoys the talk.

Success is the child of Audacity.

Don't worry. Worry has turned more hair gray in one year than hard work will do in ten years.

If you don't like your job get out and let some one else have a chance at it. That's giving both yourself and your employer a square deal.

It is always opportune to sell a little better qaulity if possible, and not only opportune but good policy because there is profit in good goods.

Suggest new and seasonable goods for customer's consideration. This will bring more purchasers than merely asking, "Is there anything else?"

In England the consumption of tea at five o'clock each day is four times as great as the total tea consumption of the United States at all hours of the day.

Sell the customer what he wants. When you press the claims of "something else" when you actually have the thing he wants, you are hazarding a sale.

They are saying, jokingly, in the trade now that unless a man's a millionaire he can't afford to eat canned asperagus. Prices are the highest on record.

On the Pacific coast, San Francisco shows an increase of 22 millions in imports and a decrease of 6 millions in exports, imports having advanced from 34 millions in 1897 to 56 millions in 1907, and exports having receded from, nearly 40 millions in 1897 to about 33 millions in 1907.

....., 1907.

California Retail Grocers' and Merchant's Association,

1714 Webster St., San Francisco, Cal

Gentlemen: Being desirous of uniting with the other merchants of California to better trade conditions, and being willing to do our share, we hereby make application to be received as a member of the

California Retail Grocers' and Merchant's Association.

and enclose **Three ($3.00) Dollars** to pay our dues for one year from date.

Address .....

Signed .....

Purposes and Accomplishments

OF THE

California Retail Grocers' & Merchants' Association

OFFICIAL PAPER—Retail Grocers' Advocate.

Plan of Operation.

Prior to 1900, different associations of merchants of California had asked for various laws, from time to time, and had always failed to secure results through lack of organization. These failures caused the Retail Grocers' Association of San Francisco to invite other similar associations to send delegates to a convention in September, 1900. At this convention, it was decided to form an organization to be known as the

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION.

This Association was organized to enable the grocers of California and other merchants to co-operate in order to accomplish results by their united action that they could not secure singly. Each Association sends delegates to an annual convention. These delegates decide the policy to be followed and elect officers to carry out their plans. Every individual member has the right to attend the annual convention as a delegate.

The next **State Convention** will be held at Sacramento, on September 10th, 11th and 12th, 1907.

ACCOMPLISHMENTS.

LAWS SECURED.—Prior to the Legislative Session of 1907, the combined efforts of the merchants affiliated with the California Retail Grocers' and Merchants' Association secured the following results:

Permitting the Attachment of the Wages of Public Officials.

Making a Wife's Separate Property Responsible for Family Bills for the Necessaries of Life. Property owned before marriage or received by will, exempt.

Making a Guarantee of Purity a Sufficient Defense for a Dealer Charged with Violating the Pure Food Law.

We also secured the passage of the following laws through both houses of the Legislature.

VETOED BY GOVERNOR PARDEE.

Making an Account Date from the Time of the Last Item and making a Payment Renew an Account. Vetoed by Governor Pardee.

Allowing Merchants to Form Mutual Fire Insurance Companies. Vetoed by Governor Pardee.

Declaring Trading Stamps Illegal. Declared Unconstitutional by the Supreme Court.

SESSION OF 1907.

At the Legislative Session of 1907, the work at Sacramento was particularly well organized, and, although we were very short of funds, we secured the passage of the following laws **ALL OF WHICH** were approved by Governor Gillett and **THEY ARE NOW LAWS.**

1. **Making the time in which an open book account outlaws FOUR years instead of two.**
2. **Allowing the formation of Mutual Fire Insurance Companies.**
3. **Making the passing of a check WITH INTENT TO DEFRAUD a State's Prison offense.**
4. **Providing that the dealer shall not be held responsible for the purity of goods GUARANTEED TO HIM AS PURE.**

WE HAVE MORE LAWS TO GET. We want your influence.

We have, by united action, convinced the manufacturers of flour in several localities that the trade wanted them to stop senseless cutting. This has added many dollars to the profits of the grocers.

We propose to unite, where it is considered desirable, so that, as a body, we can:

(a) Protest **EFFECTIVELY** when any manufacturer allows his goods to be cut. **We want your influence.**

(b) Protest **EFFECTIVELY** when a wholesaler or manufacturer sells to a party who would otherwise buy from one of our members. **We want your influence.**

(c) Protest **EFFECTIVELY** when a wholesaler or manufacturer sends out "short" packages to members. **We want your influence.**

We are helping members collect bad bills (and saving them lawyer's fees) by a set of collections letters which always produce splendid results when properly used.

Our paper, **The Retail Grocers' Advocate,** which we own, is the medium which makes it possible for us to secure the results outlined above..

ALL THESE THINGS COST MONEY—You could not get them for $300 a year alone. We think you ought to pay your share ($3 a year) in annual dues. **DON'T YOU?**

California Retail Grocers' and Merchants' Association.

DENATURED ALCOHOL PLANT.

Oxnard Factory Will Use Huge Quantities of Beets and Other Vegetables.

OXNARD, July 21—The first subscribed stock was paid for Saturday in what is to be the first industrial alcohol plant in the west, and, so far as is known, the first in the United States devoted to the manufacture of denatured alcohol as an exclusive industry. It will be established in the heart of one of the richest beet sugar districts in the United States, which feeds the Oxnard sugar factory for a number of months each year. The new industry, it is thought, will do even more than the sugar industry has done in the placing of the agriculturist in a position to be assured a more ready market and a better price for his product, besides lessening the price to him of many manufactured articles. It will enable the manufacturer not only to compete in the home market with foreign manufacturers of many staple articles of commerce, but will open new fields to exploit which have been exclusively monopolized heretofore by countries enjoying the use of tax free alcohol.

The process through which the local manufacturers hope to create a great furor in the industrial world has been patented by Robert Grauer, who has the right of manufacture in the United States. His discovery is so simple that it is almost startling. It consists of making a mash of the beet, potato or other vegetable from which the alcohol is to be manufactured, adding to this wet wheat bran, which is all that is necessary to cause the alcoholic fermentation.

Robert Grauer immediately interested capitalists in his discovery and a company to be known as the American alcohol and sugar company was organized and capitalized with a capital stock of $1,000,000, the larger part of which has been subscribed. Grauer has taken the p osition of consulting chemist for the company. He has written recently a book on the subject of alcohol and has left for Germany to procure and design plans for the factory. He is a member of the famous Wilhelm Grauer family, which has been largely instrumental in the introduction of the alcohol industry in Germany, Austria and France.

Upon his return the plans and specifications will be submitted to the board of directors of the company and the work of construction of a factory will be begun within the sight of the American beet sugar plant. Alcohol will be manufactured from the beets that have always been used hitherto in the manufacture of beet sugar.

Many of the stockholders of this remarkable undertaking are farmers who have become wealthy raising sugar beets and lima beans and have a sufficient holding of the beet lands to supply a large alcohol factory in the form of sugar beets.

The plant to be built by the American alcohol and sugar company will have a capacity of handling 100 tons of sugar beets a day, basing the data upon the calculations of experienced European distillers. The process patented by Grauer and known as the Palmer process also simplifies the distillation many per cent.

Alcohol is used extensively in the manufacture of dyes and other byproducts from coal tar. Its use in the manufacture of smokeless powder, it is said, will reduce the cost of manufacturing that product more than one-half. One of its most important uses is in the manufacture of varnishes and lacquers, where the gums that are employed are dissolved in alcohol.

This use of alcohol is very important and affects many industries. The ether of commerce is manufacturer exclusively from alcohol by the use of sulphuric acid and heat.

Ft. Smith Refrigerators—Cold and dry.

WILL PROTECT PRICES.

Manufacturers of New Articles Sends State Grocers' Association Notice of His Desires.

Another convert to the argument of hundreds of California retailers that they are entitled to a fair profit on the goods they distribute for the manufacturer, made himself known this week.

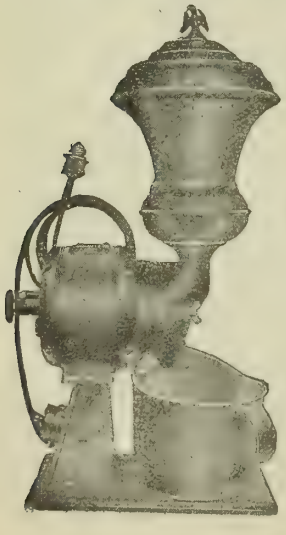
The California Retail Grocers' and Merchants' Association is in receipt of the following notice:

"I wish to announce that I guarantee to protect the retail selling price of FLY STICKEM, which is now retailing in all stores at 15 cents each or two for 25 cents. C. A. ARENTS, 561 Lincoln Ave., Alameda.

All manufacturers who take this step are entitled to the most hearty co-operation of the trade, since, by such action, the desire to see the grocer succeed and profit is clearly demonstrated.

Mr. Arents has also been consistent in his recognition of the value of the **Advocate's** advertising columns and we hope that our readers will show their appreciation of this fact by sending for a free sample of this new sundry—it is a practical article and worthy of investigation.

LASH'S
Kidney and Liver
BITTERS
CURES DYSPEPSIA
1731 Mission St., S. F., Ca'



Royal Electric Mills

Enable the following well-known Grocers to give Steel Cut Coffee to their trade

Ed Broderick, Fillmore near Hayes
Golden Bros., 14th and Church
H. Faber, Steiner bet. Ellis and O'Farrell
J. L. Meinert, 4th Ave. and California
A. Johnson, 22d. and Capp
Reidt & Schwartau, 24th and Castro
Lackmann Bros., Steiner & Herman
F. W. Meyer, Geary and Devisadero
Doyle & McGown, Haight St. bet. Ashbury and Clayton
T. Salomon, Eddy and Pierce
J. C. Owens, Haight and Masonic
A. H. Boreke, California and Lyon
H. Hellburg, 9th and Bryant
J. Von Husen, 18th and Tennessee
Schleef & Creyer, Powell and Jackson
C. H. Venku, Sacramento and Walnut
Gohl & Nelson, 15th and Church
C. Stelling, 29th and Church
H. Heitmann, Mission St.
Frobose & Tierney, 17th and Douglas
Jacobs & Otto, 11th Ave. and Church
P. A. Boein, 8th Ave., and Pt. Lobos Road
Aug. Krome, Bush and Franklin
McBride & Belinge, 1515 Polk St.

Beck Hardware Co.

73-75 Clementina St., Near 2nd and Folsom Sts San Francisco,

McCASKEY'S NEW ADDRESS.

W. A. Hawley Permanently Located in Oakland.

The McCaskey Register Company of Alliance, Ohio, through their coast agent, Mr. W. A. Hawley, wish to announce to friends and patrons of the McCaskey Account Register, that they are now permanently located in their new offices in the St. Regis Building, corner 25th and Grove Sts., Oakland, where they are prepared to carefully and promptly attend to all the wants of the trade in way of orders for registers and supplies. Owing to the recent strike troubles which have so seriously crippled car service in the city of San Francisco and in order to accommodates county merchants, Mr. Hawley decided it was for the best interests of his Company to locate in Oakland where viisting merchants may find no inconvenience in calling to have their wants supplied.

Mr. Hawley reports register sales for the month of June amounting to almost $6,000 for his agency.

During the last fiscal year our trade with our Latin-American neighbors aggregated nearly $600 million dollars. The following countries comprise Latin America: Mexico, Central America, all of South America except British and Dutch Guiana, and all the West Indies, save those under English, Dutch or Danish control.

CALIFORNIA

WINE ASSOCIATION

Main Offices,

108 Townsend St.

Near Third St. San Francisco.

All products guaranteed under the Food and Drugs Act of June 30, 1906, and the Laws of California.

California's Best Advertised Product

GHIRARDELLI'S

Chocolates and Cocoa Satisfies Everybody

THE DEALER
Because it Cannot be Sold for Less than a Fair Price:

THE CONSUMER
Because it is always Pure, Fresh and of Full Strength.

In order to protect our Trade Mark and Also Protect the Dealers who Distribute our Goods, we have fixed the following as the minimum prices of the goods listed below:

Ghirardelli's Ground Chocolate, 1-lb. tins....30c
" Ground Chocolate, 3-lb. tins.....80c
" Cocoa, ½-lb. tins.....25c
" Eagle Chocolate, 1-lb. tins.....25c

(More may be charged when the dealer finds it necessary.)

We sincerely trust that the Retail Trade will appreciate our Good Will and will lend their aid in our efforts to maintain the above prices

D. GHIRARDELLI CO.

AMUSEMENTS.

AMERICAN THEATRE.

Richard J. Jose is the feature of the American Theatre this week. He has, without doubt, one of the most remarkable voices the world has known, and the audience never tires of listening to his silver notes. Jose is one of the features of the "Isle of Bamboo," the Chinese musical success, which is receiving its first presentation in San Francissco. The show is formed of catchy music and humorous situations. There are many pretty stage pictures and a multitude of pulchritudinous stage girls, who satisfy the desires of an audience looking for musical burlesque.

THE DAVIS.

"The Taming of the Shrew" is drawing good houses to the Davis. Darrell Vinton assumes the leading role of this comedy which is recognized as one of the most effective of Shakespearian comedies. The play is well staged and Mr. Vinton is assisted by a very good company. Next week **"Monte Cristo"** will be produced.

CENTRAL THEATRE.

Herschell Mayall this week assumes the dual part of Dr. Jekyll and Mr. Hyde in a strong dramatization of Robert Louis Stevenson's great novel. This rather grewsome play seems to be perennially attractive and draws large audiences to the Market St. Theatre who are treated to even more than the usual thrills and shudders. Mr Mayall is strongly supported and the play is presented with careful attention in detail.

NEW ALCAZAR.

Herbert Kelcey and Effie Shannon are repeating last week's success at the New Alcazar. The play this week is **"A Coat of Many Colors."** The story is one of considerable interest and each part is placed in efficient hands. The staging is of the best and those various minor details necessary for a finished performance are carefully looked for.

NOVELTY.

Melodrama has taken possession of the Novelty Theatre on O'Farrell and Scott streets. The **"Struggle of Life"** is the production of this week and will be followed next week by **"The Streets of New York."**

CHUTES.

This pleasure ground of San Francisco is once more running in full blast. All the various concessions are operated and moving pictures are shown in the theatre. There is a particularly large crowd on Sundays in spite of the car strike.

Quality in lieu of free goods—that's Griffon's.

LARGEST IN THE WORLD.

California Fruit Canners Association Start Their New Plant at Foot of Montgomery Street.

The new cannery of this company, the largest fruit and vegetable establisment in the world started operations last Friday with upward of 600 workers. That number will be increased to fully 1200 within the next three weeks, when the heavy fruit shipments arrive in this city. The plant is located at the foot of Montgomery ave. occupying the entire block, four 50-varas, bounded by Jefferson, Hyde, Leavenworth and Beach sts. facing the bay, and commanding a water-front of 415 feet, and a depth of 275 feet, with a 5-story building. It has a capacity for the season of over 800,000 cases, or about 20,000,000 cans. The prospect for a heavy pack this season is quite favorable, as much fruit is ripening along the river, which will be gathered by boats plying the bay and rivers, and delivered on the wharf at the cannery, saving hauling across town, and avoiding much damage to the fruit.

HAMILTON, California.—The sugar campaign at Hamilton is expected to begin about August 1st. The best crop tributary to the factory at this point is expected to be larger and of higher test than that of last year.

THE "ADVOCATE" GAUGING RODS HAVE ARRIVED!!

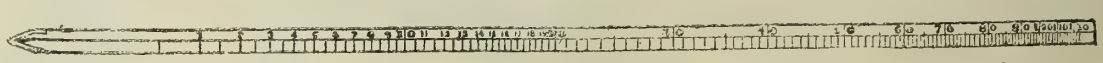
Send Your Order In At Once.

There is no question but what every merchant should have his own measuring instruments on which he can rely for protiction. Oil and vinegar are frequently overgauged and unless a merchant has a set of gauging instruments he cannot tell whether he is paying for oil or vinegar that is charged to him at, say 25 gallons, when as a matter of fact the barrel will only hold 48 gallons. This is a trick frequently practiced as these concerns know that few dealers have measuring instruments.

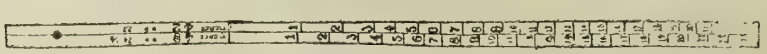
The long stick is used to determine the actual capacity of the barrel while the small one shows the amount that is lacking in the barrel. Protect yourself as many readers of this paper have, by buying a set of the Advocate gauging instruments which are sold at a normal figure. It is advisable to have two sets, one for vinegar, molasses and syrup and another for oil if it is bought in barrels as one set should not be used to gauge both oil and vinegar or molasses.

We will deliver the gauge rods to you at your store at these prices, cash in advance: 1 Guage and 1 Wantage Rod $1.45; 2 Guages and 2 Wantage Rods, $2.80; 3 Guages and 3 Wantage Rods, $4.20.

Cuts in this advertisement show both the gauge and wantage rods. Complete directions for using will be mailed free with each set.



Gauging Rod



Wantage Rod

Get a set of gauge and wantage sticks, then you'll know to a certainty when you buy what you get for your money. Remit by postal or express order, draft or check. SEND ORDERS TO

Retail Grocers' Advocate, 1714 Webster St., San Francisco, Cal.

ADDRESSES WANTED.

Parties Whose Whereabouts Are Desired by Various Merchants of California.

Every reader of the **Advocate** is requested to glance over this list. If you find any one there you know, send us his address.

If you are seeking the address of some customer, send his name, occupation and last-known address, and we will see if we can help locate him for you.

Note—Only employes of the **Advocate** will know who is inquiring for these various parties.

Note—We give only the last known address.

(1) Austin, H. V., Reno (waiter.)
(1) Brennen, Will, Goldfield, Nevada (miner.)
(2) Benjoin, M., Redding.
(3) Bowden, H., Sacramento.
(1) Burton, Chas E., San Francisco, (carpenter.)
(2) Cummings, W. M., Redding.
(2) Chase, Frank, Redding.
(1) Collins, Fred W., Stockton, (carpenter.)
(3) Collings, J. B., Sacramento.
(3) Eubanks, B. F., Sacramento.
(1) Edwards, Joseph, San Francisco, (miner.)
(3) Gowell, Sacramento.
(2) Harvey, J. D., Redding.
(3) Lockridge, J., Sacramento.
(2) McGee, Jas., Redding.
(2) Pasco, Tony, Redding.
(2) Pefley, W. L., Redding.
(1) Paltana, J., Redding.
(1) Smith, J. W.,Sacramento(laborer.)
(3) Stepp, C. A., Sacramento.
(3) Stephens, O. L., Sacramento.
(3) Waggoner, A. H., Sacramento.
(1) Ward, W. H., Stockton, (miner.)
(1) Williams, W. H., Redding (miner.)
(2) Welch, V. G., Redding.
(2) White, H. D., Redding.
(2) Whelihan, F. P., Redding.
(2) Wertz, J. L., Redding.
(4) Colford, Geo. W., Stockton.
(4) Baker, Lewis, O'Farrell & Jones, San Francisco.
(4) Cannon, Wm., Stockton.
(4) Dowen, Clarence J., West Oakland.

Mrs. M. Meyer.
Josiah S. Corbett.

CHAMPAGNE IN THE U. S.

The falling off in importations of champagne into the United States, recently noted by the Bureau of Statistics of the Department of Commerce and Labor, appears to be due, in part at least, to the fact that more than two million bottles of genuine "champagne" wine is now annually produced in the United States. The importations of champagne in the calendar year 1906 fell 81,444 quarts below the imports of 1905, while for the nine months ending with March, 1907, the falling off was 165,612 quarts compared with the corresponding months, of the preceding year; and the single month of March, 1907, showed a decrease of 31,920 quarts compared with March, 1906.

New York state is by far the largest producer of American champagne, the industry in that state being chiefly in Orange county, in the southeastern part of the state and Steuben county, in the western section of the state. A consensus of estimates by the producers and dealers indicates that probably two-thirds of the American champagnes of the genuine, or fermented in the bottle variety, is produced in New York state, the other one-third being produced chiefly in northern Ohio, Missouri and California. The area in which conditions are suited to the production of champagne is estimated as sufficiently large to render possible an enormous increase in production, the growth being at present limited by the fact that large sums of capital are required for its successful and profitable production. (Cal. Fruit Grower.)

SAN FRANCISCO GROCERS' PICNIC

A nice, orderly crowd went over to Schutzen Park on Wednesday to attend the picnic of the San Francisco Retail Grocers. The day was perfect and hundreds of people who have attended grocers' mid-week picnics annually during the past twelve years. were present and had a good time Although not many grocers attended the picnic, those that went had a good time. Among those present were C. Claussen, John Owens, Tom Corcoran, J. J. Hayes, J. H. O'Brien, Henry Holmann, Henry Wreden, H. Raase, C. Rawe, J. M. Sullivan, Dick Frische, Julius Berendsen, J. Salomon, J. T. Harley, D. Steffens and scores of travelers. The affair was a decided success financially.

A Stockton report says that the onion yield throughout the section immediately surrounding that city has netted the growers over $125,000. It is estimated that 50,000 bags have been shipped. Prices paid ranged from $1.70 at the opening of the season, to $3.15 for the choicest quality as the season advanced.



THE LEGIONS OF
CAESAR
WERE NOT NEARLY SO NUMEROUS AS THE VAST MULTITUDE WHO DAILY FORTIFY AND COMFORT THE "INNER MAN" WITH A "WEE NIPPIE" OF

HUNTER
BALTIMORE
RYE

THE
AMERICAN GENTLEMAN'S
WHISKEY

CHARLES M. REYNOLDS CO.,
Agents ... California and Nevada,
912-914 Folsom St., San Francisco, Cal.



GROCERS' PICNIC.

Los Angeles Purveyors of Life's Necessities Quit for a Day.

Our Los Angeles friends are going to have a real picnic on August 8th.

We received an invitation a few days ago.

It reads:

DER GROCERS PICNIC

For der 6th Time

Will Be Pulled off at Der Best Beach in Southern California—PLAYA DEL REY,

THURSDAY, AUG. 8th.

Get Yourself Ready and Go Along

The Biggest and Best Picnic of the Season. More Contests with Bigger Prizes.. A Band of 15 pieces with Rag-Time Music.. A Fine Orchestra for Free Dancing all afternoon.. Boat Races, Bathing, Fishing, Country Store—a jolly day for jolly people.

BALL GAME.

See Wheeler's unique ball team; every player will represent some well known brand of goods.. The game will be accompanied by the band at the ball park.

Get your ticket at 4th and Hill streets morning of picnic. Only holders of grocers tickets can be admitted to the dance, ball games, and other sports.

Cars Leave Every Five Minutes 4th & Hill Street Station

Los Angeles Pacific R. R.

Public Invited. Tickets 50 cts.

It has been discovered that turpentine has wonderful virtues. Moths will leave if it is sprinkled about. Turpentine and soap will reomve ink stains from linen. Gilt frames can be cleaned with a sponge moistened in turpentine. It will exterminate roaches if sprinkled in their haunts. A few drops added to the water in which clothes are boiled will whiten them. An equal mixture of turpentine and linseed oil will remove white marks from furniture caused by water. Ivory knife handles that have become yellow can be restored to their former whiteness by rubbing with turpentine. Carpets can be cleaned and colors restored by going over occasionally with a broom dipped in warm water in which a little turpentine is added.

A new metal last week attracted considerable attention in Germany, and which gives promise of becoming of no little importance to many branches of industry, has received the name of "alzin," the name being a compounding of the first letters of aluminum and zinc, of which it is composed. It is claimed that it equals cast iron in strength, but that it has a great superiority over iron in that it does not rust easily and takes a very high polish.

There is more than $36,000,000,000 of invested corporate capital in the United States, Canada and Mexico. Of this vast amount the steam railroads represent nearly $16,000,000,000, public utilities $8,000,000,000 and mines and industries $13,000.000,000.

Quality in lieu of free goods—that's Griffon's.

"NEVER IN THE WAY."

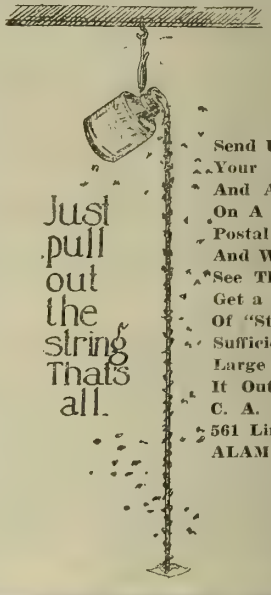
Every Grocer
Should Handle

"Fly Stickem"

Because
1—Profit exceeding 100 per cent Protected
2—Guaranteed For Twenty Years
3—Money-Back Goods
4—A Proven "Repeater"
5—Out of The Way
6—Sanitary
7—Clean
8—Co-operation Of Manufatcurer

"The Proof of the Pudding is in the Eating."

HOW IT WORKS.



Send Us Your Name And Adress On A Postal Card And We Will See That You Get a Sample Of "Stickem" Sufficiently Large To Try It Out For Yourself
C. A. ARENTS & CO
561 Lincoln Ave.
ALAMEDA, Cal.,

Further Reduction in Price

OF

MALTA-VITA

LISTEN

No change in size of Package or quality of goods.

Biggest and Best.

Per case of 36 Packages, $2.85.

One case FREE with five.

This makes the six cases cost you per case $2.37½, total $14.25.

Sold at 10c Per Package you realize $21.60.

It will easily out sell all other breakfast cereals at 10c.

Figure your profit.

We are going to keep Malta-Vita at 10c a package, but we are not always going to give you 50 per cent profit.

Send orders to your jobber at once.

MALTA-VITA PURE FOOD CO.

Battle Creek, Michigan.

CASTLE BROS.. Brokers, San Francisco, Cal. **Pacific Coast Agents**

M·J·B·Coffee

WHY PACKED IN TINS ONLY?



RED SEAL LYE.

Disinfectant, Water Softener, Cleanser. The Sifting top Can.

P. C. TOMSON & CO., Makers, Philadelphia, Pa.

Folger's Golden Gate Spices



Good Spices help win the favor of Lady customers. **Folger's Golden Gate Spices** will aid any high grade grocer in building up his Spice trade among housewives who demand the best. Summer or winter they are always the same. Ask your salesman the next time he calls or write us for quantity discounts.

J. A. FOLGER & CO., San Francisco.

Specialists in High Grade Goods.

PHOENIX FLOUR

The Whitest **The Best**

Made in Sacramento, Cal.

Up=to=date Machinery

Modern Ideas Coupled with the Thirty Years Experience at the same Location Has Taught Us What Kind Of Wheat To Blend.

RESULT: = PERFECTION

Agencies at Oakland, Eureka, Placerville, Red Bluff and Reno.

PHŒNIX MILLING CO. Sacramento, Cal.

B. E. BRYAN, Oakland Agent, 17th and Wood Sts.
Phone Oakland 8254

Are You Well Stocked With

THE

EGG-O-SEE COMPANY'S CORN FLAKES

If not Why not? Are we not Advertising in a way that will move the Goods for you? And are our Goods not backed up with quality as well? Push the goods of the manufacturer who helps you to sell them.

Egg-O-See and E--C--Corn $2.85 single case, $2.75 5-case lots

Every Jobber in the United States carries our Goods

Egg-O-See Cereal Co.

133 Hansford Bldg., S. F., Cal.

THE RETAIL
GROCERS ADVOCATE

E. D. EDDY, EDITOR. SAN FRANCISCO, CALIFORNIA, AUGUST 2, 1907. VOL. 12, NO. 30.

HANDLE
SPERRY FLOUR
and make a good
PROFIT!
The most popular brand on the Market.



Which Do You Have the Most Of?
?

Did you ever ask yourself the question?
The CASH you Have is Easily taken care of.
The ACCOUNTS you Have should be Cared for in an Equally Careful manner as they represent a Large part of the Cash or Profits you Expect but have not Gotten as yet.
When you charge Goods to your Customers, you are Loaning them MONEY and should keep your Records as Carefully and Correctly as a Banker.
There is only ONE Complete System for handling the ACCOUNTS of the Retail Merchant, that keeps his Records in an Up-to-Date manner.
It is THE McCASKEY ACCOUNT REGISTER SYSTEM.
Thirty Thousand of them in use. Wake up and Investigate.
A 64-page Catalog FREE. Write today.

WE CAN SHOW YOU
How Our Register Quickly Pays for Itself, and Quickly Earns You a Profit
W. A. HAWLEY, Sole Agent Pacific Coast,
ST. REGIS BUILDING 25th and GROVE STREETS. OAKLAND, CAL.
BRANCH AGENCIES: Los Angeles, Cal.; Sacramento, Cal.; Spokane, Wash.; Portland, Ore.; Seattle, Wash.; San Jose, Cal.
THE McCASKEY REGISTER CO., 34 Rush St., Alliance, Ohio, Manufacturers of the Celebrated Multiplex Duplicating Carbon Back Counter Pads, also Single Carbon and Folding Pads.

The Advocate Endorses the McCaskey Account Register.

M·J·B·Coffee

WHY PACKED IN TINS ONLY?



RED SEAL LYE.

Disinfectant, Water Softener, Cleanser. The Sifting top Can.

P. C. TOMSON & CO., Makers, Philadelphia, Pa.

Folger's Golden Gate Teas



The choice of flavor is a matter of taste

Is it good business policy to push the sales of bulk teas of doubtful origin in place of teas of known quality and purity?

Folger's Golden Gate Teas please consumers, pay grocers a good profit and increase tea sales. Six flavors.

Japan	Ceylon	English Breakfast
Oolong	Gunpowder	Black and Green

Packed flavor tight, in dust-proof sanitary cartons.

J. A. FOLGER & CO., San Francisco.

Importers of Pure Teas.

THE

RETAIL GROCERS ADVOCATE

Published Every Friday by the

CALIFORNIA
RETAIL GROCERS
AND
MERCHANTS
ASSOCIATION

EARL D. EDDY, Editor and Manager.
Paul A. Carew, Assistant.
James G. Cassidy, George E. Place, Trav. Representatives

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AGENTS, MNFRS.
R. A. Holcombe & Co., 50 Clay St.
W. A. Hawley, 1201 Gough.
Beck Hardware Co. 604 Mission
Kelly-Clarke Co., 23 Market.
John H. Spohn Co., 50-52 Clay St
Fred F. Hobbs Co., Hansford Bldg.
The C. B. Jennings Co., 41 Clay St
Johnson-Lock Mercantile Co., 213 Sansome St.
P. E. Lenfesty, 49 Hartford St.
Castle Bros., 1444 O'Farrell St.

AMMONIA.
Pacific Ammonia Bottling Co.

AUTOMATIC WEIGHERS.
Bond Scale Co., 49 Hartford St., S. F., 1640 San Fernando St., Los Angeles

BAKING POWDER.
"Royal," Johnson-Locke Mercantile Co., Agts., 213 Sansome St.
A. Schilling & Co., 2d and Folsom
"Rumford," Rumford Chem. Wks., Providence, R. I.
Crescent "Egg-Phosphate." John H Spohn Co., Agts.

BANKS.
Swiss-American Bank.

BREAKFAST FOODS.
Egg-O-See, 135 Hansford Block.
E. C. Corn Flakes, 135 Hansford Block.
Malta Vita.
Nutrito, 859 Franklin, Oakland
Pettijohn, American Milling Co

BITTERS.
Lash's Bitters Co., 1721 Mission

CANNED GOODS.
Burt Oney Canning Co., Dodge Sweeney & Co., Distributors.

CATSUPS.
Pacific Vinegar & Pickle Works. 161 Sacramento St.
'Sniders," John H. Spohn Co., Agts
'Griffon's," California Fruit Canners' Association.

CEREAL FOODS.
American Cereal Co., 23 Market St.

CHEESE CUTTERS.
"Perfection," Levenson Co., Agts.

COCOANUT.
Franklin Baker Co., Johnson-Locke Co., Agents.

COFFEE, TEA, ETC.
J. A. Folger & Co., Spear & Howard Sts.
M. J. Brandenstein & Co., Mission near Spear.
A. Schilling & Co., 2d and Folsom.

COFFEE MILLS.
F. F. Wear, D. S. A. Pac. Coast.
Hobart Mills, 137-139 Telegraph Ave., Oakland.
Royal," Beck Hardware Co., Agts., 604 Mission St.

COMMISSION MERCHANTS.
Dodge-Sweeney & Co., Hathaway Wharf, S. F.
Scatena, L. & Co., 104 Washington. Phone, Temporary 243.
Scheer, Morehouse & Grandi. Hathaway Wharf and 33 Clay St.

CONFECTIONARY.
"Hunky Dory," Dodge Sweeney & Co., Agts

DELICACIES.
Rathjens, P. F., 1315-1319 Pacific.
Wieland Bros., 309-311 Davis St.

EVAPORATED MILK.
Carnation, John H. Spohn Co., Agts., 50-52 Clay St.
Alpine, F. F. Hobbs Co., Agts., Hansford Bldg.
Borden Condensed Milk Co., Johnson-Locke Co., Agts., 213 Sansome St.

FLOUR.
Crown Mills, 416 Jackson St.
Del Monte Milling Co. Lombard and Montgomery. Phone, Temporary 1089.
Globe Grain & Milling Co. Chestnut and Montgomery. Phone, West 161f
Bay City Mills, J. C. Westphal & Sons, Props., 1st and Clay Sts., Oakland
American Milling Co., 14th St
Phoenix Milling Co., Stockton
Sperry Flour Co., 112 Spear St.

GINGER ALE.
D. Steimke & Co., Union and Octavia

INSECT POWDER.
Buhach

LYE.
"Red Seal

MAPLEINE.
John H. Spohn Co., Agts., 52 Clay St

McCASKEY ACCOUNT REGISTER
W. A. Hawley, Agt., 1201 Gough St.

OIL TANKS, ETC.
Beck Hardware Co. 604 Mission St
E. F. Wear, "National," 137 Telegraph Ave Oakland.

OLIVES AND OLIVE OIL.
Chas. P. Grogan, 1144 Albion St Los Angeles

PAINTS, OILS & GLASS.
W. P. Fuller & Co., Mission and Fourth. Phone, Temporary 940
Whittier, Coburn & Co., Sansome St.

PAPER.
A. Zellerbach & Sons 421 Jackson St

PASTE.
Cleveland Macaroni Co., Golden Egg Brands

PEANUT SELLERS.
Kingery Mfg., Co., 106 E. Pearl St. Cincinnati, Ohio

PICKLES, ETC.
Pacific Vinegar and Pickle Works, 161 Sacramento St.
Reed Pickle Works, 1507 Folsom

POLISHES.
X-Ray Stove Polish. R. A. Holcombe & Co., Agts., 50 Clay St.
U. S. Metal Polish. J. T. Wilson. Agt 2871 16th St

PROVISIONS.
Cudahy Packing Co., 45 Clay St
Western Meat Co., 17th and Harrison
Swift & Co., 5th and Townsend

PRUNES
Los Gatos Cured Fruit Co., Los Gatos

ROOT BEER.
Chas. H. Hires Co., Philadelphia.

RICE.
W. T. Welisch & Co., Monadnock Bldg.
New Orleans Rice Co., 104 Front St.

REFRIGERATORS.
Murray & Wadsworth, Agts., "McCray," 431 433 Polk.
Ft. Smith Refrigerator Works. Beck Hardware Co., 73 Clementina St.

SAFES.
Parcell's Safe Co., 523 Market.
Richardson Bros., 131 Fifth.

SOAPS.
"Sapolio," J. P. Gillespie, Agt.
Babbitt's Brands, C. B. Jennings Co. Agts., 41 Clay St.
Cudahy Packing Co., 45 Clay St.
Fels Naptha.
Grandma's Wonder

SODA WATER.
D. Steimke & Co., Union and Octavia

SYRUPS, ETC.
Long Syrup Refining Co., 8th and Brannan.

STATIONERY.
Schwabacher-Frey Co., 42 Sutter St.

TEA AND COFFEE BAGS (Air Tight)
James Hermann, 2975 Pacific Ave

TOBACCO.
American Tobacco Co., J. M. Gamble representative, 23 Market St

VINEGAR WORKS.
Pacific Vinegar & Pickle Works 161 Sacramento St.
Western Yeast & Vinegar Works, 405 11th. Phone, Special 274

WHISKEY
The Rothenberg Co., 7th and Franklin Sts., Oakland.
Wichman, Lutgen & Co., Everett and Harrison Ave., Alameda.

WOODENWARE.
Hyman, Weil & Co., 46 Kansas St

WHOLESALE GROCERS.
Haas Bros., 100 California St
Lennon, John A., 918 Eddy Phone Emergency 10
Morris Bros. & Co., 215-217 Drum
J. H. Newbauer & Co. 430-432 5th
Wm. Cluff Co., Spear and Mission Sts

YEAST.
Golden Gate Compressed Yeast Co., Washington and Fillmore Sts

36 Carloads of

Hires Rootbeer

SOLD

on the Pacific Coast today; more than was sold all of last year, or in any one year before. HIRES is growing more popular each year. This certainly is a HIRES YEAR. (HIRES has been a success for thirty-two years).

JOHN H. SPOHN CO.

Pacific Coast Agents — San Francisco, Cal.

The "Perfection" Cheese Cutter

IS THE BEST.



THE "Perfection"

Because it combines simplicity of operation with perfect accuracy.
No necessity for figuring and consequent mistakes.
Place the cheese in position and the **Cutter does the rest.**

Sole Manufacturers

AMERICAN COMPUTING CO.
701 Indiana Avenue — INDIANAPOLIS, IND.

Levenson & Co., San Francisco, Distributors

THE RETAIL GROCERS ADVOCATE

EARL D. EDDY, EDITOR. SAN FRANCISCO, CAL., AUGUST 2 1907. VOL. 12. NO. 30.

Plan Big Convention.

State Directors Arrange Outline of Important Meeting.

WORK AND PLAY COMBINED.
A Fine Coffee Mill Given the State Association by Frank Wear.

A convention o f more than ordinary interest and value is being arranged by the State Grocers' Asociation for Sept. 10th, 11th and 12th.

The Sacramento grocers are bending every effort to assure the delegates who attend an unusually good time.

At the regular meeting for July of the State Grocers' Asociation, there were present President Jost of Sacramento, F. W. Aubry of Stockton, L. Warnke of Alameda and Messrs. King, Doyle and Connolly of San Francisco.

Mr. Connolly, who had been appointed with Mr. Pearson of Stockton and Mr. Duncan of Oakland, as a committee to prepare an outline for the convention, submitted a program that met with the approval of all the delegates present.

The program included provision for the entertainment of the ladies of the delegates who might attend.

While certain details were left unfinished, a general outline of the program can be given as follows:

FIRST DAY.

The delegates will be welcomed by the leading citizens of Sacramento. The officers will report the work that has been done by the Association and also outline plans for the future. The first day's work will be to acquaint each delegate present with the actual condition of the Association and give him a full knowledge of what, in the light of past events, he has a right to expect in the future.

In the evening, there will probably be a reception with music, etc., at Elks Hall, the most beautiful of its kind west of Chicago.

SECOND DAY.

The morning of the second day will be devoted largely to reports as to local matters from the delegates present. Some one will be called upon from each locality to make a report and each delegate will be supplied with a list of those things which the convention would like him to speak about. There will be several interesting papers each one of which will be discussed by the delegates present, when the speaker has finished.

The first number for the afternoon will be a paper on some subject of general interest and a disucssion of the same which will occupy the delegates from two or three o'clock. At three there will be an excursion which will take up the rest of the afternoon.

In the evening the delegates will assemble and all will proceed in a body to the pavilion where there will be a n unusually interesting exhibit given by the State Fair, and the grocers will be the special guests of the State Agricultural Society for the evening.

THIRD DAY.

This will be devoted entirely to work.

In the morning the Committee will make their reports. It is the purpose of the Directors to have each resolution carefully considered and discussed before it is put to vote. The

(Continued on page 7.)

SEE PAGE 15

for account of the

BIG GROCERS MEETING

with the

BEER BOTTLERS

Held Last

Wednesday Evening, July 31st.

Under the Auspices of the

ASSOCIATED RETAIL GROCERS

of San Francisco.

POINTS TO WATCH.

SEE PAGE ELEVEN

Hold Important Meetings.

San Jose Grocers Plan For Better Things And Elect State Delegate.

ALAMEDA COUNTY WAKING UP

Valuable Suggestions Brought Out at Conference of Leading Retailers.

The last week has seen four important meetings of grocers.

On Wednesday evening, July 31st, the Associated Retail Grocers of San Francisco conferred with the beer bottlers about refusing to sell dealers that cut below a fair price.

On Monday evening, July 29th, leading grocers of Oakland, Alameda and Berkeley, got together and planned for making a more effective association for Alameda County.

On Friday evening, July 26th, the leading grocers of San Jose came together to plan a strong organization for Santa Clara County.

On Thursday evening, July 25th, the State Directors met in San Francisco to plan for a big State Convention.

San Jose Grocers Plan.

The meeting in San Jose was held in order to plan for better condition. The grocers of that city recently sent word to the State Secretary that they wanted advise and help.

Mr. Powers went to San Jose last Friday and found that they wanted a live Secretary who could give his entire time to the Associations work.

A meeting had been arranged for Friday evening. State Secretary Connolly left his business to attend that meeting.

About twenty of the leading grocers of San Jose were present. Some of those attending were not members of the Association.

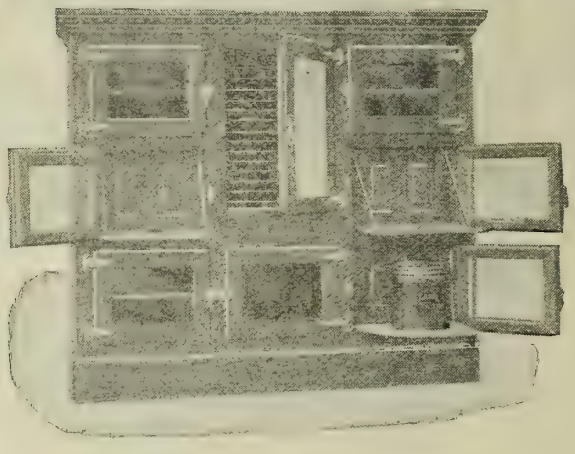
A general business meeting was held and then Mr. Powers was introduced.

Mr. Powers pointed out that in San Jose, the grocers had never had a secretary who had to give his whole time to the work.

"The chief value of the Association," Mr. Powers explained, "lies in its enabling men to make their influence felt.

"When one man protests to a man-

Fort Smith Refrigerators



STYLE No. 7686

The Following Well-Known GROCERS are Using the Above Style Refrigerator

E. Broderick	715 Fillmore St.,	S. F.
Rathjen Co.	Lombard and Fillmore	S. F.
H. Hellberg	Ninth and Bryant	S. F.
McCarthy Bros.	Bush and Baker	S. F.
Kohn Bros	1201 Turk St.	S. F.
F. Stuermer	18th and Danvers St.	S. F.
C. Stelling	29th and Church	S. F.
J. M. Hanley	2300 Sutter	S. F.
Maxwell & Streckenbach	1302 18th St.	S. F.
Fred Pielhop	249 Courtland Ave.	S. F.
Fay Gro. Co.	3rd Ave. and B St.	S F.
J. Vennekohl	1839 Eddy St.	S. F.
Southern Heights Gro. Co.	1471 18th St.	S. F.
W. A. Rogers	900 I St., corner 10th Ave.	S. F.
H. Heitman	2248 Misison St.	S. F.
H. Dinslage	3375 Sacramento St.	S. F.
Miller & Lawlor	Guerrero & Clinton Park	S. F.
C. F. W. Miller	239 Brighton Ave., Ingleside	S. F.
J. Straub	101 De Montford Ave., Ingleside,	S. F.
J. Soltaro	Park and Central Ave.	Alameda
Martin Eggers	Fruitvale Av. & Boulevard,	E. Oakland
W. Zeller		Palo Alto
Sonoma Co. Fruit and Produce Co.		Santa Rosa
C. D. Fontana		Copperopolis
Rossi Bros.		Stockton
Drury & Bartholomew		Stockton
J. Rohrer		Stockton
Hall Bros.		Stockton

We make all Styles and Sizes for the Grocery Trade.

REMEMBER - - - - - - - - - - If We Make It It's Made Right

BECK HARDWARE CO.

SAN FRANCISCO — Phone Temporary 978 — LOS ANGELES

73-75 Clementina St. Near 2d and Folsom — 247 Central Avenue.

ufacturer against his allowing some well known cut-throat to slash the price of his goods, the manufacturer can't afford to take action because he knows he will incur the enmity of the cutter and he don't know that any body but the one kicker cares a particle.

"If a hundred grocers entered protest, the manufacturer could not afford **NOT** to take action because the enmity of the 100 men would be worse than that of the cutter and he knows cutter would not be harsh if he felt the manufacturer was doing what was forced on him.

"It was this policy that has secured for the grocers a profit of 25c per sake on flour. It has secured a fixed price on Ghirardelli's chocolate which will be changed to 35c on August 15th. It has secured the grocers laws."

Mr. Powers then explained in detail what the members might do if they acted in harmony. He explained the necessity of paying enough to get a good man and then advised that they have the secretary act for all the cities of the Santa Clara Valley. The do, would be as follows:

1st—Unite the grocers in a compact principal things this secretary would body to demand protection and to back up concerns that maintain prices.

2d — Help in collections through State Association letters.

3d—In the issuance of a black list.

4th—To make common action possible in other matters and increase good fellowship.

Every dealer present expressed hope that the results could be achieved. Mr. Powers was urged to advise with the Alameda County Grocers and report results.

Mr. Connolly told the San Jose merchants of the efforts being made to secure price protection. He also told of the other work of the State Grocers Association and of the plans for the Convention at Sacramento.

It was decided to send a delegate to the State Convention and Mr. H. E. Jones was elected for the place.

PLAN BIG CONVENTION.

(Continued from page 5)

reports of the various delegates will be resumed in order that each community will be heard from. There be several valuable papers.

The afternoon will be opened with a consideration of the questions that have been submitted in the question box. The selection of the next Convention city a nd the election of officers will follow.

The evening will be devoted to an elaborate banquet.

It can be readily seen that a programme such as this will bring out many thought or enormous value and great interest, and at the same time the entertainment proposed by the Sacramento grocers in such as will make each delegate remember the Sacramento Convention, as a very interesting experience,

ITEMS OF INTEREST.

The new vinegar factory at Petaluma is nearing completion and will be ready for operation at an early date.

W. C. Tillson & Co. of Salem, Ore., announce that they intend to start a fruit cannery at Salem, adjoining their big packing house there.

Tulare.—The excavations for the foundation for the new beet sugar factory at Corcoran are being dug and contracts have already been signed for about 4000 acres.

Sam F. Scott, the produce baker, has left San Francisco to enter the firm of John Stewart's Produce House, of Concordia, Kan., as a partner and assistant manager.

The Huntington Beach Canning, Pickling & Produce Company has put up over 100,000 gallons of saurkraut, and is now canning beans at the rate of 18,000 cans per day.

Manager Beekhuis of Hanford is running his cannery with a force of 350 hands and yet the force is short. Peaches are coming in in splendid shape and the quality he says is better than ever.

San Pedro.—W. W. Thompson of Los Angeles and Ed. Rogers of Iowa were here looking over the field for a location for the Maple Grove Sugar and Syrup Co., and if a suitable place can be found these gentlemen will build a factory.

Santa Ana.—Fred Heintz, an Eastern expert sugar manufacturer, was here recently looking for a location for a site for a sugar factory. About $500,000 will be needed for coustruction of a 500-ton plant, and Santa Ana people will be expected to subscribe stock to amount of $150,000. Not less than 4000 acres of beets will be available in order to insure the factory.

Fire destroyed the buildings, machinery, seeds and records at the State experimental farm near Yuba City, entaling a property loss of $25,000. The records cannot be replaced and their loss undoes all the work since the farm was established three years ago. Selected seeds for future experiments and all of this season's crops of grains were also destroyed. The farm is in charge of A. J. Gaumlitz.

F. A. Lang of the Pacific Pea Packing Co. of Oakdale reports that his cannery is doing a big business, at present being engaged in packing peaches; the peaches will be followed by tomatoes, and by that time the second crop of peas will be ready for canning. He states that the principal problem he has to contend with is lack of labor. He wants a large number of girls at once.

The new San Francisco plant of the California Fruit Canners' Association, the largest fruit and vegetable cannery in the world, started operations July 15 with upward of 600 workers. That number will be doubled within the next three weeks when the heavy fruit shipments begin to arrive. The cannery has a capacity of over 800,000 cases. It took considerable energy to get this big plant ready for work so early.

Watsonville.—The first result of the Chamber of Commerce is the location of a $100,000 plant here. Jones Bros. & Co. of Louisville, Ky., have located their plant on the Pacific Coast. The officers of the company are: E. B. Kreiger, president; J. H. Shanks, secretary; C. Dierfield, vinegar-maker. The investment of this company will be at least $100,000. They have now several loads of machinery on the road here, and will in the course of the next year erect an ample building.

A labor famine is said to be causing serious loss to canneries in and near Marysville. Companies operating there began to advertise extensively weeks ago for women and girls to work during the fruit season, but there is reported a shortage of 500 hands. now. Peach canning is now going on, and fruit is ripening so fast on account of the continued warm weather that the present force is unable to handle it quickly enough to prevent spoiling. In face of the fact that canneries are paying $70 per ton for peaches this season the situation is decidedly serious.

If you have a sour-faced clerk, get rid of him. No one, no matter how "grouchy" he is, likes to be waited on by a man who has not a pleasant look on his face.

Sanipure Milk

An Artificial Mother's Milk for Infants and Invalids. The only Perfect Substitute for a Healthy Mother's Milk—All Jobbers.

PACIFIC COAST
CONDENSED MILK COMPANY
Seattle, Wash

JOHN H. SPOHN CO.
Agents
San Francisco, Cal.

The most remarmable year in the history of the coffee industry ended June 30. The record shows the greatest crop ever harvested, reaching a total of over 24,000,000 bags, of which 16,654,000 bags were received at the ports of Porto Rico and Santos, Brazil.

What people remember is what they are interested in. If, therefore, you are interested in much, you will remember much. Widen the range of your interests. It may be asked; How am I to become interested in new subjects? To this the answer is: Learn something about them.

Have you a gluttonous horse in the stable, a horse that likes to grab a full mouth of oats then swing his head all over the stall and drop two-thirds of it? The self feeder is a mighty good thing for such horses. It is easily made by slanting the far side of the feed box and putting in a false partition that reaches almost to the bottom. ,

The increase in the foreign commerce of the United States for several years past has been much greater with Pacific than with Atlantic ports. In ten years (fiscal) Pacific ports have increased their proportion of imports 111 per cent, Atlantic ports 79 per cent; while in exports Pacific ports show an increase of 56 per cent, and Atlantic only 46 per cent of an increase is reported.

These are days when you do not feel at all at peace with either yourself or the rest of the world. You have been working hard for a year, up early and through late, and you are tired out. Make up your mind to take a rest and you will find that a week's vacation will prove one of the best investments you can make. It is a debt you owe yourself, and what the recreation costs you will be repaid many fold in renewed energy.

According to the census the average maple-sugar output of the Dominion is about 18 millions of pounds, with a money value of about $1,800,000, or say 10 cents per pound. Canada supplies nearly one-half, or, to be more exact, over 42 per cent, of the world's production of maple sugar and syrup and among the Canadian provinces Quebec is the largest maple sugar producer, turning out about 14 millions of pounds. Ontario furnishes about four millions, while some of the other provinces furnish small quantities.

The United States Geological Survey reports the production of salt, during 1907, in the United States, as follows: Salt, barrels California, 806,788, $291,328; Idaho, 1,574, $1,867; Kansas, 2,198,837, $681,022; Louisiana, 1,179,528, $268,005; Michigan, 9,936,802, $2,018,760; Nevada, 11,249, $6,420; New York, 8,978,630, $2,098,686; Ohio, 3,236,785, $789,237; Oklahoma, 9,893, $4,965; Texas, 360,733, $170,559; Utah, 262,212, $169,635; West Virginia, Massachusetts New Mexico, Pennsylvania and Virginia 989,294, $100,082, 28,172,380, $6,658,350.

Good men are needed in every business house. If you haven't a good job it is really your own fault. If you are not prominent it is because you are too easily satisfied with yourself. There are plenty of positions paying $10,000 a year, and it is no harder to fill a $10,000 a year job thana job paying one-tenth as much. The difference is this: The man who holds the big job acknowledges his weak points and tries to improve on them. He does not stubbornly stick to his "fool notions." Look yourself over. Watch the men who have succeeded.

ROYAL



BAKING POWDER

Absolutely Pure

A Cream of Tartar Powder, free from alum or phosphatic acid

Makes Home Baking Easy

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

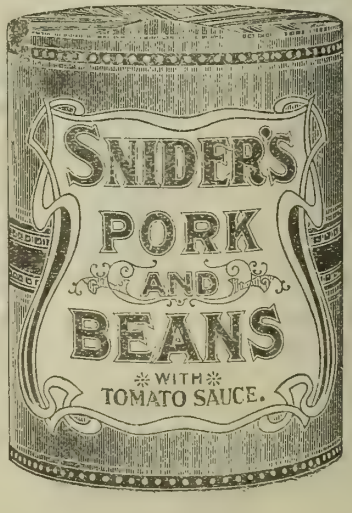
SNIDER'S

Pork and Beans

LEAD BECAUSE THEY ARE THE BEST

All Leading Grocers Sell Snider's
Ask Your Jobber.

John H. Spohn Co., Agents, San Francisco.



Schilling's Best

is at home wherever

grocers are

alive to their interests.

ASSOCIATION ROSTER

California Retail Grocers and Merchants' Association.

President, A. A. Jost, Sacramento.

Vice-Presidents--1st, George B. Doyle, San Francisco; 2nd, F. W. Aubry, Stockton; 3rd, Chas. A. Mottaz, Los Angeles.
Treasurer, C. B. Pearson, Stockton.
Directors—F. B. Connolly, San Francisco; John W. King, San Francisco; H. K. Duncan, Oakland; L. Warnke, Alameda; F. F. Dustin, Redding.
Secretary, F. B. Connolly, San Francisco.

Associated Retail Grocers of San Francisco.

President, George B. Doyle.
First Vice-President, James S. Irvine.
Second Vice-President, J. W. King.
Secretary, Frank B. Connolly.
Directors: Joseph A. Stulz, Herbert S. Elliott, Gus Lehrke, P. A. Buckley and B. A. Schmidt

PACIFIC COAST.

Retail Grocers' Association.

President.

F. B. Fancher—Sacramento, Cal

First Vice-President.

J. R. Newberry—Los Angeles, Cal.

Second Vice-President.

Fred Dresser—Portland, Ore.

Secretary

H. Hauch, Alameda, Cal.

NATIONAL RETAIL GROCERS' ASSOCIATION OF THE UNITED STATES.

President, Charles J. Kramer, Little Rock, Ark.

Vice-President, Simon Clark, Duluth, Minn.

Secretary, John A. Green, Cleveland, Ohio.

Treasurer, Henry W. Schwab, Milwaukee, Wis.

Director, for three years, F. B. Connolly, California.

Director, for one year, A. W. Farlinger, Georgia.

Senior Director, L. F. Padberg, St. Louis, Mo.

Wichman, Lutgen & Co.

INCORPORATED

Importers and Wholesale Liquor Dealers

Sole Proprietors

GILT EDGE

WHISKIES

RYE AND BOURBON

Temporary Office and Warehouse

Cor. Everett nd Harrison Avenue, Alameda

Near Park St., Draw-bridge.

N. B.—Will move to 431-439 Clay St., and 428-434 Commercial St., San Francisco, 3-story and basement building being erected for the exclusive use of our firm.

We are now booking orders for 1907 PRUNES.

Have you ordered yours yet? They are pretty scarce this year. It looks like prices would be HIGHER. We can make it to YOUR ADVANTAGE to place your order NOW. Write for prices. Your enquiry will receive prompt attention. **Remember WE PUT UP THE**

BEST PRUNES

Los Gatos Cured Fruit Co.

Los Gatos **California**

Clean, Sharp-Cut and Nail-Eating Features

Ideal Tea Company, 17-19 East Santa Clara Street,
San Jose, Cal., Mar. 14, 1907.

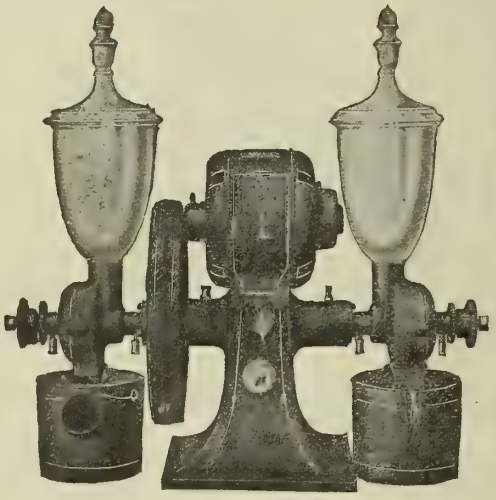
Frank F. Wear, Oakland.

Dear Sir: Have been using coffee mills for over 20 years and had experience with nearly all of them. Always wanted one a "little better" for the mill is a great factor in maintaining coffee trade. Our last purchase was one of your No. 2121 Hobart's and we do not hesitate to pronounce it the best we have seen. Are particularly pleased with the **clean sharp cut** of the granulating burrs, something we have always wanted and never found so near perfection as in our **Hobart.**

We "press the button," the Mill does the rest—and does it right, and its nail eating qualities stand alone. Would not consider ourselves up-to-date without it.

Respectfully yours,
C. M. SHELBOURN,
for Ideal Tea Co., San Jose.

It Is Better to Buy a "Hobart" Than to Wish You Had.



A Word
To the Wise is not Always Sufficient.

◆ ◆ ◆

Sometimes they have to be SHOWN.

Full Car-Load of assorted sizes, 1907 Model Mills to select from before advance prices go into effect Get your order in early as a car-load will not last long.

22 Styles and Sizes to Select from.



Hygienic Drip Pot

Upon application we will furnish information regarding our product that will assist you in becoming a recognized coffee : : :

LEADER.

WRITE FOR CATALOG.

King of Electric Coffee Mills

Branch Office: H. B. DIBBLE, Manager
10 Marshall Square, Opp. 8th St. and Market
Phone Market 461 San Francisco

F. F. WEAR

Dist Sales Agent Pacific Coast
Headquarters, 137-139 Telegraph Ave., Cor. 18th St.
Phone Vernon 255 Oakland, Cal.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

POINTS TO WATCH.

RAISINS.—
This week's raisin review is worthy of note,

CANNED TOMATOES.—
Local situation with respect to futures is growing stronger daily.

CHOCOLATE & COCOA.—
Goods of local manufacture will advance retail selling price within the days.

MUSHROOMS.—
Reports from France note packers there refusing orders for spots or futures.

MARTINS CHEESE.—
New Martin's Cheese is said to be programmed for an advance of ½c. per pound.

DRIED APRICOTS.—
This variety of fruit will shortly be absolutely unobtainable even at present high prices.

ADVANCES.—

Salt.
Twine.
Cloves.
Mustard.
Gasoline.
Mushrooms.
Dried Apples.
White Pepper.
Canned Fruits.
Engine Distillate.
H. & L. Axle Greese.
None Such Mince Meat.
Ackerman's Coffee Extract.

DECLINES.—

Naptha.
Lard Oil.
Swiss Cheese.
Neatsfoot Oil.
Limburger Cheese.
S. O. Co's Candles.
Brick Cream Cheese.
Grandpa's Wonder Soap.
Quaker Oats Co.s Goods.

AGAIN IN STOCK.—

Alpine Milk.
Carnation Milk.
Kermabon Sprats.

FREE DEALS.

Fairbanks Gold Dust.
With five and a half boxes at 4.65 one-half box free. Size 24x72. With ten boxes at 4.60 one box free. With 25½ boxes at 4.55 two and one-half boxes free. With fifty boxes at 4.55 fiv boxes free. Above deal is good for but a short period

Malta Vita—One case free with five.
Rex Lye—One case free with five cases.
Frazier's Axle Grease.—One case free with ten
Tobacco—Drop shipment 100 lbs. or more of an assortment of any of the following brands: Union Leader, Pedro, Dixie Queen, Fashion Sensation, Seal of North Carolina, Plaza Cube Cut, Three Feathers, Monte Cristo Slabs, Continental Cubes, Old English Curve Cut, Van Bibber Sliced Plug. Not less than 10 lbs. Pedro or more than 55 lbs. Union Leader permitted to each 100 pounds. Gratis with each 100 lbs., 5 pounds Union Leader or Pedro as retailer may elect.

Jello—One case free with each 12 cases. Deal limited to 48 cases. Ice cream powder made by the same company may be assorted with Jello in making up orders.

Snider's Catsup — With each five cases of Snider's Catsup, pints, one case of Snider's Catsup, pints, free. With each three cases of Snider's Catsup, pints, and two cases of Snider's Catsup, half-pints, one case of Snider's Catsup, half-pints, free. With each ten cases of Snider's Catsup, half-pints, one case of Snider's Catsup, half-pints, free. With each five and half cases of Snider's Catsup, half-pints, half case of Snider's Catsup, half-pints, free. With each ten cases of Snider's Catsup, quarts, one case of Snider's Catsup, quarts, free. With each five and half cases of Snider's Catsup, quarts, half case of Snider's Catsup, quarts, free. Deliveries on above deal to be made after September 1st, 1907, and before January 1st, 1908.

Murdoch's Starch—10 case lots assorted or straight at list, one case corn starch free. Crates of sixes count for two cases.

Rumford Baking Powder—Five per cent discount in five case lots; one case free in ten case lots.

X-Ray Stove Polish—5c size, 3 doz. $1.50 with 6 free; 10c size, 3 doz., $2.50 with 6 free.

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo Coun

PHOENIX FLOUR

The Whitest **The Best**

Made in Sacramento, Cal.

Up-to-date Machinery

Modern Ideas Coupled with the Thirty Years Experience at the same Location Has Taught Us What Kind Of Wheat To Blend.

RESULT: = PERFECTION

Agencies at Oakland, Eureka, Placerville, Red Bluff and Reno.

PHŒNIX MILLING CO. Sacramento, Cal.

B. E. BRYAN, Oakland Agent, 17th and Wood Sts.
Phone Oakland 8254

Are You Well Stocked With

THE

EGG-O-SEE COMPANY'S

CORN

FLAKES

If not Why not? Are we not Advertising in a way that will move the Goods for you? And are our Goods not backed up with quality as well? Push the goods of the manufacturer who helps you to sell them.

Egg-O-See and E--C--Corn $2.85 single case, $2.75 5-case lots

Every Jobber in the United States carries our Goods

Egg-O-See Cereal Co.

133 Hansford Bldg., S. F., Cal.

Bromangelon—One dozen free with each gross ordered. No free goods with orders for less than one gross.

SUGAR.

The week which has elapsed since our last report has shown no change in this line.

New York, July 25:—Willett & Gray report:

The Week.—Raws: Advanced 10c. Refined: Declined 05 c. Net cash quotations this date are: Molasses 3.19c. Centrifugals, 3.94c. Granulated 4.70c.

Raws.—The week under review has been quite satisfactory in its course to holders of raw sugars.

Very small stock of stored sugars remain unsold and the reduced amount of unsold sugar in Cuba give a strong suggestion that it will not be long before refiners are forced to seek further supplies from the full duty-paying countries, and for which supplies the foreign values must be paid. This fact as to raws should be considered by buyers of refined, also, who will continually be called upon to pay more for their supplies. The general conditions, tone and tendency all point to further improvement in due time.

Refined.—The action of the refined market has been also satisfactory to buyers. The coming time when Europe must be asked for supplies of Java or Beet raws at full duty price basis means a higher price to be paid for refined product and full stocks can be carried with safety.

The last day or two a change for the better has appeared in the consumptive demand which should continue through the present favorable weather, and the tendency is toward a hardening of prices.

New York, N. Y.—July 25:—Willett & Gray say:

Some Santos firms report that the quality of the current crop is very unsatisfactory. It may, of course, improve later on, but the reports go to confirm previous advices that the unfavorable weather has not only hurt the quality but affected the quantity also. Generally speaking the lower grades predominate in the stocks at Santos and Rio, and as there is a constant and increasing demand in those markets as well as here, for the higher qualities, it seems probable that the premium over the lower grades will continue to increase.

Stocks U. S., all kinds in bags Visible supply of world in bags 16,399,954, July 1, 1907; 16,551,768, June 1, 1907; 11,265,510, July 1, 1906. Stock U. S., all kinds, in bags 3,919,947, 3,987,116, 4,130,587. Stock Brazils in New York, July 24, 3,569,297 bags. Total Brazils in the United States, 3,705,743 bags. Total in U. S., other kinds, July 22, 338,212 bags. Deliveries of Brazils for the week ending July 20, 107,546 bags, against 70,197 bags last year. Receipts of Brazils for week ending July 24, 246,576 bags.

RICE.

New Orleans, L. A., July 26th.—Sieverd Milling Company, Ltd. report:

The representatives of this Company after a through, thoughtful and personal investigation of the entire Rice Belt, lead us to summarize as follows:

"First. It is our opinion that under the most favorable weather conditions, it will be impossible to produce a crop for the season of 1907 and 1908 of more than 4,500,000 bags.

"Second. We have no carry over or surplus from last season.

"Third. The existing strength of the present market is due entirely to lack of supplies and assortment.

"Fouth. There has unquestionably been an increase in consumption, hence the prevailing and abnormally high price now being obtained.

"Fifth. The aim and idea of the Sieverd Milling Co., Ltd., is to assist in securing a fair price to the farmer for his labors, as a producer, and to sell their manufactureed product to the jobbers at a reasonable price, in order that he in turn may sell to the retailer at a margin of profit that will enable said retailer to attract the business of the consumer.

"Sixth. It is the opinion of this Company that prices now prevailing for Rice are out of proportion to their worth and dangerously high. At the moment, we are [illegible] to cover up promptly at [illegible] goods will open up [illegible] are assured of the [illegible] and if the trade will [illegible] and want a [illegible] will adjust [illegible] which in our opinion, should be a basis of about 5¾c. f. o. b. New Orleans, for our very best grades of Extra Fancy Head [illegible] basis for the jobbers to carry a reasonable [illegible] and add-

Our registered guarantee under National Pure Food Laws is Serial No. 90



Registered, U. S. Pat. Off.

BAKER'S COCOA AND CHOCOLATE

48 HIGHEST AWARDS IN EUROPE AND AMERICA

WALTER BAKER & CO., Ltd.

Established 1780

DORCHESTER, MASS.

	Per Lb.
Premier [illegible] boxes	
Vanilla [illegible]	
German Sweet, 6 and 12 lb. boxes	
Breakfast [illegible] boxes	
Baker's [illegible]	
Caracas Sweet Chocolate	
Sweet [illegible] cans	

BANKING INSTITUTIONS.

LOCARNO PARIS NEW YORK SAN FRANCISCO

Swiss American Bank

Of Locarno, Switzerland

San Francisco, Main Office 1152 Fillmore St.

CAPITAL $600,000

SURPLUS AND UNDIVIDED PROFITS, $190,000

TOTAL ASSETS, $5,320,000

San Francisco Agents and Officers

Agents

HENRY BRUNNER, T. C. TOGNAZZINI, CHAS. MARTIN CO., B. G. TOGNAZZI, CHAS. MARTIN, Manager, A. A. [illegible], OTTO OTTESEN, Asst. Cashier, C. C. PEINI, Asst. Cashier.

ACCOUNTS OF BANKS, FIRMS AND INDIVIDUALS RESPECTFULLY SOLICITED.

RICE

Buy Right Direct from the Mills

Save Jobbers Profits

Largest Exclusive Rice Dealers on the Coast.

NEW ORLEANS RICE MILLING CO., 104 Front St., San Francisco

Samples Mailed on Request

mitted and conceded crop conditions."

We respectfully submit this information and unbiased opinion to the thoughful consideration of all those interested in the cereal.

New York, July 23rd:—Dan Talmage's Son's Co., report:

There is sufficient demand to fill broken assortments to keep things going in very satisfactory volume. There are no receipts to brace up depleted stocks, hence prices are firm, and cheerfully met by buyers to the extent of their wants. The conservative course pursued by the wholesale trade in general has had a healthy effect, in that stocks are being put into excellent shape to meet the New Crop when it arrives. Many, however have allowed their stocks to become too low and the frequent return of such to the market to supply imperative needs, has had a tonic effect.

Advices from the South note midsummer quiet on Atlantic Coast. At New Orleans the market is strong, and demand active, but restricted account of scanty supply. Ninety-five sacks of New Crop Rough have been received, and the Cleaned out-turn sold at record prices. That there is a waiting-demand, is evidenced by the spirited bidding for the small parcels offered yesterday. In the Interior—Southwest Louisiana and Texas-planters are watching the barometer with one eye, and the market with the other. It is hoped they will not contract commercial strabismus and rush their early cuttings in before fully ripe or perfectly cured; the former entailing waste in the milling and the latter creating a feeling of distrust as to carrying condition, being liable to heat if not perfectly cured before milling.

Cables and correspondence from abroad note strong and active markets with hardening tendency.

DRIED FRUITS.

Below will be found the latest advices relative to the use of sulpher in this commodity.

The market in a general way is without features Peaches are not growing to any extent and we understand that apricots have been cut off from the lists of many of the jobbers owing to the ridiculously small crop.

According to advices from Washington received by the California fruit interests recently from their representatives at that city, there is a strong intimation that, though the ruling which is so obnoxious to the fruit interests of the State has been made, there was no disposition on the part of the authorities in Washington to enforce it rigidly. The law is, in fact aimed more at the molasses factories of New Orleans than at the fruit packers in California. The Acting Secretary of Agriculture had promised that no interference will be made with the methods of drying fruit by passing sulphur fumes among the crates until the matter could be thoroughly investigated.

The representatives of the California fruit men, however, feel that the matter cannot be settled by the easy lenience of a department.

"A law is a law," said Albert Castle. When it has been made it is a law. No one can say that it is not going to be enforced. There is this to be considered, our Legislature has made the national Pure Food law a part of California State law, and though the national Government may not take action in the matter, the State may view it in quite a different light. Each State will have to settle the question in its own way."

The ruling prohibits the use of sulphur to an extent that leaves more than 35-1000 of free sulphurous acid in the finished product. The contention of the Californias was for 250-1000.

RAISINS.

The view of a couple of important factors in the trade is given in detail hereinbelow.

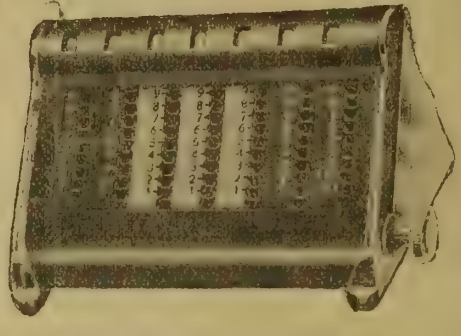
Commencing upon a recently published report to the effect that the sweat-box price of raisins had dropped to 5c. and that from all accounts the crop will be from 70,000 to 75,000 tons, L. L. Gray, president of the Fresno Home Packing Company, says in a letter to Seggerman Bros., who represent that concern in New York.

"From what source this article emanated, it is hard to tell, and the information is quite contrary to the actual facts. In the first place we have heard of no raisins being purchased at 5c. sweat box, but do know of purchases made at 5½c. sweat box within the last few days for quite a quantity, and growers rather reluctant to sell. Further fully 70 per cent of the raisin crop has been sold to operators

(Continued on page 31.)

$15.00 "GEM" MACHINE ADDING

FREE 10 Days Trial At Our Expense



FREE 10 Days Trial At Our Expense

The Machine You Hear So Much About

Over 5000 In Use

in the Grocery, Hardware and General Store Trade

Does the work of high priced machines, carries automatically, has automatic resetting device, totals visible, operation natural, folding holder, machine itself compact.

Address:

X. GANCHER,

AUTOMATIC ADDING MACHINE CO.

332 Broadway New York

Bottlers Back Down

Fail To Keep Promise To Attend Meeting of Associated Grocers.

RETAILERS WILL TAKE ACTION

Committee to Get the Trade Together to Promise Support For Friends.

"How many grocers present want the Beer Bottlers to refuse to sell to cutters?"

At this question every one of the grocers who filled Veteran's Hall on Wednesday evening stood up.

"You see, the sentiment is unanimous," said President Geo. B. Doyle to Mr. Barnert, Secretary of the Bottlers' Association who was present.

Then Field Secretary Powers said: Gentlemen, if you want the Bottlers to protect you, you must pay for it. They can't be expected to take a step that will result in their losing business. If the grocers push 10-cent beer when a price of 2 for 25c is fixed, the bottlers will lose business and the grocers will lose their protection. I do not think the grocers are so foolish as to kill the goose that lays the golden egg. The sentiment of those present will decide that.

"Will those gentlemen present, who are willing to agree to sell only beer that the bottlers protect and not to sell any beer that can be cut, stand up?"

Immediately every man was on his feet and there was great applause.

Meeting Largely Attended.

Although the meeting was slow in getting up, Veteran's Hall was packed by nine o'clock when President Doyle called the meeting to order. Numerous grocers who love sport were at the prize fight. Nearly 200 who were not present had sent word that they wanted to help.

President Doyle told how the grocers had stood together to push flour that was protected in price and had cut out flour that could be slashed by the cutters until they had lined the flour mills up.

He told how the machinery of the Association had been employed to induce the legislature to give the grocers laws that had been refused them when they had asked as individuals.

Mr. Doyle also told of how the grocers had shown other manufacturers the wisdom of protecting the trade in their profits.

John W. King then told of the necessity for a larger margin on beer than a 10c price would give. The bottlers had raised the price because the cost of doing business had been increased. Unless they stood by the grocers from whom they were getting thousands of dollars weekly to protect them from a few foolishly selfish or ignorant dealers, the grocers, **whose expenses had also increased,** would be forced to handle beer for less money. He for one could not afford to do this. As a consequence, he was losing trade.

Have Legal Right.

Secretary Frank B. Connolly explained that courts all over the Union had agreed that **individual manufacturers** had a right to protect the selling price of their goods if they acted independently. The manufacturers had a right to protect the selling price of their goods if they dated independently. The manufacturer had a right to ask any price he wanted for his goods. If part of his price was that the goods should not be sold below a certain price, he had a right to **refuse to supply any concern** that would not pay that part of the price and could **enjoin by law** any one who handled his goods from selling below the agreed price.

Grocers Want Protection.

A. H. Powers, field secretary, then told of the sentiments of grocers in regard to having the bottlers refuse to sell cutters.

"We interviewed about 200 leading grocers. With only one or two exceptions they said that they wanted the bottlers to protect them and that they would be glad to sell at 2 for 25c. **if the bottlers would make their competitors** maintain that price.

"We wrote to 400 more leading grocers. Out of nearly 200 replies, only one wanted the 10c price retained. About 150 said they would attend a meeting to confer with the bottlers if circumstances would permit.

Bottlers Promise to Come.

"The manager of each bottling concern in this city was invited to attend this meeting. Eight wrote saying they thought the movement was a good one and that they would be glad to help.

"The grocers were then summoned. Tonight, the secretary of the Bottlers' Association is here with a letter. In this letter, the bottlers say:

"We would like to see the grocers get a profit. **We find that there are as many do not want it as do want it.** We find a great many who would resent being dictated to by us with regard to the price. **Unless we can be sure** of the desire of practically all the grocers of the city in this matter, **we think it would not be wise to protect the price."**

Mr. Powers then told of the sentiment in different districts. In one neighborhood, one man out of 9 was the cause of a 10c price. In another, all fifteen grocers were in line; in another, the three grocers were getting profits but two **fish markets** were selling at 10c.

Among others who told why they wanted the bottlers to maintain prices were McCarthy Bros., H. Hollmann Co., John Hanley, Cameron, Eddy & Buchanan, John Lackmann, Dannemark Bros., Mr. Baumeister, Mr. Zimroth, Courtney & Correll, W. A. Rogers, Simon & Son and others.

After a long and spirited discussion, the votes recorded in the opening paragraphs were taken.

Twenty-two of the men present, located in twenty-two different parts of the city, then agreed to take an agreement to their neighbors for signature so that we could prove to the bottlers that the great mass of retailers **wanted a profit** on beer and would be willing **to stand by those who protected them.**

Eight of those present then joined the Associated Retail Grocers and the meeting adjourned.

The board of directors of the Merchants' Exchange of San Francisco, elected the following officers for the ensuing year: C. S. Laumeister, last year's vice-president, was chosen president, to succeed E. R. Lilienthal; G. X. Wendling, from the board of directors of last year, was elected vice-president, while Frank B. Anderson was re-electd treasurer, and T. C. Friedlander was again selected secretary.

Don't let prejudices keep you from adopting the ideas of others when you know they are sucessful. Prejudice should have no place in business.



The Eureka Insect Exterminator

is a preparation of eight different drugs and is so well compounded that it actually destroys insects, yet it is harmless to the human.

It kills Fleas, Flies, Ants, Moths, Bedbugs, Roaches, Lice, Mosquitos, Etc.

Price list, page 28.

For Sale by the Wholesale Drug and Grocery Trade
JOSEPH FUSCH, Manufacturer.

1797 Bray Ave.
Fruitvale, Cal.

Phone Merritt 2962

BAY CITY MILLS

GROCERS!

TRY OUR PATENT (Extra Family) ROLLER FLOUR
YOUR CUSTOMERS WILL THANK YOU.



Bay City Flour Mills, First and Clay Sts., Oakland

IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's best ones, that call for

HAND SAPOLIO

Always supply it and you will keep their good will.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicat enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cak

Wholesale Price List.

EACH DEPARTMENT OF OUR PRICE LIST IS CHECKED UP AND CORRECTED EVERY WEDNESDAY BY M. J. BRANDENSTEIN & CO., A. SCHILLING & CO., J. A. FOLGER & CO., SUSSMMAN, WORMSER & CO., J. H. NEWBAUER & CO., GUGGENHIME & CO., TILLMANN & BENDEL, WELLMAN, PECK & CO., CUDAHY & CO., WIELAND BROS., ROETHLISBERGER & GRASSOFF, WILLIAM CLUFF CO., WHITTIER-COBURN CO., W. P. FULLER & CO., STANDARD OIL CO., HOOPER & JENNINGS, M. PHILLIPS & CO., PACIFIC COAST BISCUIT CO., PACIFIC VINEGAR & PICKLE WORKS, HEYMAN-WEILL CO., AND SCHWABACHER-FREY CO., EACH FIRM TAKING THE DEPARTMENTS ASSIGNED, AS LIST INDICATES

No claim is made that this Price List contains an ironclad schedule of rates—good for a week. No such schedule could be obtained, even on actual cash sales. These prices are solicited for publication, and represent, at the time of going to press, the average prices demanded by the general run of jobbing houses for average amounts of goods on average conditions of purchase. Persons with cash, or undoubted credit, always get special low rates.
Subscribers will confer a favor by pointing out to us any particular error or omission.

	COL.		COL.		COL.		COL.		COL.
Abalones	18	Citron	35	Glue	42	Pails	47	Smoking Tobacco	40
Ammonia, Laundry	25	Clam & Clam Juice	18	Gum, Chewing	31	Paints, Dry	30	Snuff	52
Anchovies	17	Clam chowder	18	Ham	11	Paper Bags	41	Soda and Saleratus	20
Asparagus	9	Clothes Lines	46	Herring	16	Paper, Shelf	47	Soap, scouring	28
Ax Handles	45	Clothes Line Pulleys	46	High Grade Smoking To-		Paper, Toilet	43	Soups	36
Axle Grease	41	Clothes Pins	46	bacco	49	Paper, Wrapping	43	Spices	19-20
Bacon	11	Coal Oil	29	Honey	6	Paprika	19	Spittoons	48
Bar Sugar	3	Cocoa	32	Hops	35	Parafine Candles	41	Spoons, Wood	48
Barrel Covers	47	Cocoanut	34	Horseradish	40	Pastes	24	Sprats	18
Baked Beans	9	Codfish	16	Ink	48	Peanut Butter	35	Starch	30
Baking Powder	20	Coffees	1	Insect Powder	43	Pens (canned)	10	Stationery	48
Bags (paper)	41	Coffee Extracts	1	Ironing Boards	46	Peels	35	Stick Candy	30
Barley, Pearl	23-24	Condensed Milk	37	Jams	7-8	Pens, Steel	48	Stogies	50
Baskets	45	Condiments	37-40	Jars	4½	Pencils	48	Stove Polish	41
Bath Brick	41	Corks	46	Jellies	7-8	Pepper	19	Sugar	2
Beans, Canned	10	Cordago	42	Lanterns	46	Pepper Sauce	40	Sugar, Maple	4
Beef, Barreled	11	Corn, Canned	9	Lamp Burners	46	Pickles	37-38-39-40	Syrup	3
Beef, Extracts	33	Corn Starch	29	Lamp Chimneys	46	Pigs' Feet	11	Syrup, Extracts	4
Benzine	20	Cottolene	34	Lamp Wicks	46	Pineapples (canned)	9	Tacks	48
Binder Twine	45	Crackers	38	Lantern Globes	46	Plug Tobacco	50	Tapers, Gas	48
Blacking, Shoe	41	Cream of Tartar	21	Lard	12	Plum Pudding	36	Tapioca	24
Bloaters	16	Currants	5	Laundry Materials	25	Polish, Metal	41	Teas	1
Bluestone	41	Cuttle Bone	42	Laundry Starch	29	Polish, Shoe	41	Tobacco	49
Bluing	25	Demijohn	46	Lard Oil	30	Polish, Stove	41	Tobasco Sauce	40
Borax	26	Dishes, Wooden	48	Lead Pencils	48	Pork and Beans	9	Tobasco Sauce	40
Boullon Capsules	33	Door Mats	46	Lemon Squeezers	47	Pork, Barreled	11	Tomatoes	10
Bowls	45	Dried Fruits	7	Lemon Sugar	36	Potato Mashers	48	Tomato Catsup (bulk)	37-40
Brooms	45	Drops and Lumps	34	Lime Juice	35	Potted Fish	17	Tooth Picks	48
Breakfast Foods	21-24	Dry Paints	30	Linseed Oil	28	Preserves	7-8	Traps	48
Brushes	45	Dust Pans	46	Liquid Bluing	26	Provisions	11	Truffles	30
Butter Ladles	48	Dusters	46	Lobsters, canned	18	Prunes	7	Tubs	45
Candies	30	Eels	17	Lozenges	36	Raisins	6	Turpentine	29
Candles	41	Egg Food	42	Lubricating Oil	30	Relishes	39-40	Twine	45
Canned Fish	17	Egg Beaters	46	Lye	27	Rice	24-27	Twine Holders	48
Canned Fruits	5-6-7-8	Envelopes	48	Macaroni	27	Rolling Pins	48	Twist Tobacco	50
Canned Meats	13-14	Evaporated Milk	37	Macherel (salt)	14	Rope	44	Vegetables (canned)	9
Canned Soups	36	Extracts, Beef	32	Mackerel, tins	15	Sago	5	Vermicelli	24
Canned Vegetables	9	Extracts, Flavoring	19-20	Maple Sugar	4	Salad Oil	27	Vinegar	37-38
Can Openers	46	Extracts, Syrups	4	Maple Syrup	4	Salad Dressing	32	Washboards	47
Capers	33	Farin. Goods	21-22-23-24	Matches	45	Saleratus	20	Washing Powder	28
Castle Soap	22	Figs	6	Meals	21-22-23-24	Salmon (salt)	14	Wax	45
Castor Oil	29	Fine Cut Tobacco	49	Meats (canned)	13-14	Salmon (canned)	14	Wax Strings	45
Catsups	39	Fish and Cheese	15	Milk (condensed)	8	Salsoda	2	Whips	48
Catsups (bulk)	39-40	Fish (canned)	17	Mince Meat	8	Salt	36	White Lead	30
Caviar, Russian	15	Fish, Smoked	17	Mixed Candy	30	Sardines	14	Wicking	47
Cereal Coffee	31	Fish, Potted	17	Molasses	2	Salt Fish	14	Willow Ware, etc	45
Cereal Laxative	43	Flavoring Extracts	19-20	Mops and Handles	44	Salt Meats	11	Window Screen	48
Cereals	21-22-23-24	Flour	21	Mouse Traps	48	Saratoga Chips	22	Wringers	47
Cheese, for. & dom.	15	Fly Paper	42	Mushes	21-22-23-24	Sauces	39	Writing Paper	48
Cheroots	49	French Mustard (bulk)	19	Mushrooms	37	Sauces (bulk)	39-40	Wooden Ware, etc	45
Cheese Safes	46	Fruits, canned	5-6-7-8-9	Mustard (dry)	19	Sauerkraut	14	Yeast Cakes	39
Cigarette Papers	50	Fruits, dried	5	Mustard (bulk)	19	Seeds	4		
Chewing Gum	31	Fruit Wax & Strings	45	Neatsfoot Oil	30	Steel Pens	48		
Chicory	1	Fruit Jars	42	Nest Eggs	48	Shoe Dip	47		
Chimneys	46	Faucets	46	Nuts	4	Shelf Paper	47		
Chloride of Lime	26	Fruit Jar Cans	42	Oil Cans	46	Shell Fish	14		
Chocolate	33	Fruit Jar Rubbers	42	Oils	29	Shoe Dressing	47		
Chutney	33	Gasoline	29	Olives	27	Shoe Brushes	47		
Cider	30	Gelatine	35	Olive Oil	37	Shrimps	18		
Cigarettes	51	Ginger, Preserved	35	Oysters	15	Smoked Fish	17		

Department 1

COFFEE, CHICORY, ETC.

This Dept. is corrected by M. J. Brandenstein & Co.; A. Schilling & Co.; J. A. Folger & Co.

Green Coffee.	In bags	In drums
Mocha, Gen. Arabian	28	25
No. 2	21	23
No. 3	....	....
Mocha Liverato	23	....
Aden	21	....
Kona (Hawaiian)	12	16
Mexican	12	18
Java, Common	15	18
Java, brown pl'ntion	20	25
Java Mandheling	26	....
" Kroe	17	....
Caracol, prime w'shd.	13	16
Caracol, ordinary	12	13
Guatemala Prime	15	..
" Choice	14¼	..
" Good	12½	..
Costa Rica Prime	13	..
" Choice (La Cld)	13	..
" Good	11¾	..
Salvador Washed	13	..
" Unwashed	11½	..
Caracola Guatemala	15	..
" Salvador	13½	..

Roast Coffee.		
Salvador	17	20
Java	24	31
Mocha Aden	27	31
Prime w'shd. C.A blnds	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	13
Java Fncy Mndheling	33¼	33½
" Kroe	25¾	26¼
Mocha Liverato	31¼	31½
" J. S.	25¼	24½
Java & Mocha Fancy	32¼	32¾
" No. 2	25½	26
Guatemala No. 1	19	18½
" No. 2	18¾	16¾
Costa Rica No. 1	18¾	17¾
" No. 2	17	16¼
" No. 3	17	15½
" No. 4	15½	15
Kona Fancy	20½	23½
" No 1	16¼	16¾

Private Brands.

Lion, 100-lb .....
Hills Bros. Arabian Roast .26
Arbuckle's 100-lb. 17.37½

"M. J. B."

"M.J.B.," 60 1's in case.. .28
"M.J.B." 30 2's in case 27
"M.J.B." 24 3's in case 25

Schilling's Best Coffee.

In 1-lb cartons, in 50- or 100-lb cases. Can be assorted as required.

5-star ..	.36¼	1-star ...	.18¾
4-star ..	.29¼	2-star ...	.22¾
3-star ..	.25¾		

Folger's Golden Gate Coffee.

100 or 60, 1-lb tins	.24
50 or 30, 2-lb tins	.24
40 or 30, 2½-lb tins	.24
20 or 12, 5-lb tins	.24

Never sold in bulk

Chicory.

California	6¾
Belgian, No.	6¾
Belgian, No. 1	6¾

Coffee Extracts.

Bulk, per lb. 07
Vienna, ¼'s, 10-lb. bx....25
Vienna, ½'s, 10-lb. bx.....25
Ackermann's, ½-gross bxs, gross 4.00

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Department 2

This Dept. is corrected by M. J. Brandenstein & Co., A. Schilling & Co., J. A. Folger & Co.

Japan.

TEAS.

(Panfired, Sundried or Basket-fired)		
Extra Fancy	.56	74
Fancy	.44	55
Choicest	.39	43
Choice	.34	38
Fine	.24	33
Fair	.22	24

Green China

(Gunpowder Imperial or Young Hyson)		
Extra Fancy	.56	76
Fancy	.38	46
Choicest	.35	37
Extra Choice	.32	34
Fine	.25	31
Fair	.20	25

English Breakfast.

Extra Fancy	.67	80
Fancy	.51	66
Choicest	.35	50
Choice	.24	30
Fine	.20	22
Fair	.15	20

Oolong.

Extra Fancy	.58	$1 50
Fancy	.50	57
Choicest	.36	48
Extra Choice	.33	35
Fine	.27	32
Fair	.22	26

Ceylon and India.

Broken Orange Pekoe	.36	65
Broken Pekoe	.33	56
Orange Pekoe	.31	53
Pekoe	.27	46
Pekoe Souchong	.24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz, Cartoons. Never in bulk)

Japan, per lb	$0.45
do. 1 crown	.90
do. 2 crown	1.80
English Breakfast	.45
do. 1 crown	.90
do. 2 crown	1.80
Ceylon	.45
do. 1 crown	.90
do. 2 crown	1.80
Oolong	.45
do, 1 crown	.90
do, 2 crown	1.80

TREE TEA.

(Full weights only.)
Packed in 1 lb. and ½ lb. cartons.

Japan	37½	E. B Congou	37½
Oolong	50	Gunpowder	45
Ceylon	37½	Or'ntal Blnd	37½

Folger's Golden Gate Tea.

	4-oz.	8-oz.	12-oz.	16-oz.	5-lb.
Japan	43	42	41½	41	41
English Breakfast	43	42	41½	41	41
Ceylon	46	45	44½	44	44
Oolong	48	47	46½	46	46
Gunpowder	46	45	44½	44	44
Black and Green	43	42	41½	41	41

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Department 3.

This Dept. is corrected by Sussman, Wormser & Co., J. H. Newbauer & Co.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c; half barrels, 25c; boxes, 50c; 50-lb. bags, 10c.

Fruit Granulated	5.45
Dry Granulated, 100-lb sack	5.45
Beet Granulated	5.35
Confectioners' A	5.45
Cube	5.70
Crushed	5.60
Candy Granulated	5.55
Magnolia A	5.05
Extra C	4.95
Golden C	4.85
"D" Sugar	4.75
H. & E. Crystal Dominos	4.85
Bar, Barrels	4.95

California & Hawaiian Sugar Refining Co. Additional per 100 lbs: In bbls. and 50-lb bags, 10c more; half bbls. 25c more; boxes 50c more; for all grades:

Granulated Basis	5.45
Powdered	5.55
(A) Crushed	5.70
Berry	5.50
Extra Fine Granulated	5.45

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Coarse Dry Granulated	5.45
Confectioners' (A)	5.45
Confectioners' Crystal	5.55
Cubes	5.70
Bricks	5.70
Beet Gran., 100-lb bags only	5.35
Excelsior (A)	5.05
Extra (B)	4.95
Golden (C)	4.85
Yellow (D)	4.75

C. and H. "Higrade" Bar.

In 100-lb sacks	5.55
50-lb boxes	6.05
10-lb. tins, 10 in case	7.90
25-lb. tins	7.75
40-lb. tins	7.25
Barrels	5.65
Half barrels	5.80

Loug's Peerless XXXXXX

Do. bbls	6.95
Do ½ bbls	7.20
Do. 4-lb. tins, cases	8.50
Do. 25-lb, tins, 10 in case	8.40
Do. 10-lb. tins, 10 in case	9.05
Do. 8-lb. tins, 8 in case	9.05
Do. 30-lb. boxes	7.70

For Bakers' and Confections' Use.

Barrels	$6.25
Half bbls	6.50
Boxes, 30 lbs each	7.10

MAPLE SYRUP.

"Old Manse."

Gal. tins, ½ dz to case, dz	$14.00
½ Gal tins, 1 dz to case, dz	7.50
Quart tins, 2 dz to case, dz	4.25
Pint tins, 4 dz to case, dz	2.50
Jacket Cans, bulk, per gal	1.05
Glass Qts, 1 dz to case, dz	4.50
Glass Pts, 2 dz to case, dz	2.75

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Log Cabin Maple Syrup

Gallons, per doz	
Cans	
Half-gals, per doz	
Quarts, per doz	
Pints, per doz	
Bottles	
Quarts, per doz	
Pints, per doz	
Jackets, per gal	

Log Cabin Pen-O-Che Syrup

Cans	
Gallons, per doz	
Half-Gals., per doz	
Quarts, per doz	
Pints, per doz	
Bottles	
Quarts, per doz	
Pints, per doz	
Jackets, per gal	

MAPLE SUGAR.

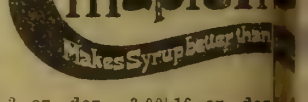
Toboggan Brand Maple Sugar

30 1-lb blocks (cases)	
60 ½-lb blocks (cases)	

Maltese Cross Brand Maple Sugar

Ass'td ¼s, ½s, 1s, per case	
Scalloped Cakes, 100 to case	

Syrup Extracts.



2 oz, doz	3.00	16 oz, doz	
4 oz, doz	5.25	32 oz, doz	
8 oz, doz	9.75	Gals, each	

Crescent Oil of Mapleine

1-oz., doz	2.70	2-oz., doz	
8-oz.,	15.00	4-oz., doz	
16 oz, doz	27.00	32 oz, doz	
Gals, each	15.00		

Hardesty's Maple Extract

1 oz, doz	$1.10	2 oz, doz	

MOLASSES.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	5 G	⅝ G	4 G	10 G	20 ½G	¼G
Fancy Open Kettle									
Pickaniny	.52	.54	.57	2.98	2.72	2.42	6.90	7.60	5.28
Belmont Plantation	.47	.49	.52	2.73	2.50	2.22	6.40	7.10	4.98
St. Clair Plantation	.41	.43	.46	2.43	2.22	1.98	5.80	6.50	4.62
Centrifugal									
Oak Grove	.37	.39	.42	2.23	2.05	1.82	5.40	6.10	4.38
St. Mary's									
Baking Molasses	.32	.34	.37	1.98	1.82	1.62	4.90	5.60	4.08
Hawaiian Island, Genuine.	.19	.21	.24	1.33	1.24	1.10			
Cane									
Black Strap	.17	.19	.22	1.23	1.15	1.06			

TABLE SYRUPS.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	5 G	4½ G	4 G	3 G	2 G	1 G	1¾ G	1½ G	20 1-G	20 ½G
Saratoga Drips, made from pur granulated sugar, packed: 12 1's, $6.28	.52	.54	.57	2.98	2.97	2.42	1.8	1.28	.72	1.34	1.21	1.08	6.90	7.6
High Grade Sugar Syrups. (Pure White)														
White Sugar Drips	.47	.49	.52	2.73	3.50	2.22	1.71	1.18	.67	1.24	1.12	1.01	6.40	7.1
(Delicious Flavor														
Perfecto	.44	.46	.49	2.58	2.36	2.10	1.62	1.12	10 1-gal. Jackets, crtd. per Crate.					
Sugar Syrups														
New Butter Scotch	.45	.47	.50	2.63	2.41	2.14	1.65	1.14	.65	1.20	1.09	.98	6.26	6.9
Victor	.40	.42	.45	2.33	2.18	1.94	1.50	1.04	.60	1.10	1.01	.90	5.70	6.4
Golden Gate	.38	.40	.43	2.28	2.09	1.86	1.44	1.00	.58	1.06	.97	.87	5.50	6.2
Cooking Syrups														
Carnation Drips	.34	.36	.39	2.08	1.91	1.76	1.32	.92	.54	.98	.90	.81	5.10	5.8
Golden Drips	.25	.27	.30	1.63	1.51	1.34	1.05	.74	.45	.80	.73	.68	4.20	4.9
Special Table Syrup													CASES	
Heliotrope	.38	.40	.43	2.28	2.09	1.86	1.44	1.00	.58	**Round Friction Top**				
								6 10-lb Tins, per case						
								24 3-lb Tins, per case						
								12 5-lb tins, per cse						

MAPLE SYRUPS.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	5 G	4½ G	4 G	10 1 G	20 ½G	24
Woodlawn, made from pure maple sap in the groves at Beauce, Canada, and 1's also packed: Cases: 12-1's, $13.44; 6-1's, $6.72; 12-½'s, $7.14; 24-¼'s, $8.10; 24-⅛'s, $5.10. Bottles: 12 qts, $4.60; 24 pts, $4.90.	.95	.97	1.00	5.13	4.66	4.14	11.20	11.90	8.7
Deer Lodge	.85	.87	.90	4.63	4.21	3.74	10.20	10.90	7.7
New England	.77	.79	.82	4.23	3.86	3.42	9.40	10.30	7.0
Canada Sap	.67	.69	.72	3.73	3.41	3.07			

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Department 4.

DRIED FRUITS, NUTS AND HONEY.

This Dept. is corrected by Guggenhime & Co., Tillmann & Bendel.

(Add ¼c for 50-lb. boxes and ½c for 25-lb boxes).

Apples.

Sundried, sacks	7
Evap. Fancy, 50-lb boxes	9
Evap. ex. choice, 50-lb box	8½
Evap. choice, 50-lb box	8

Apricots.

	1907 Crop
Choice Sacks	22
Fancy Sacks	23
Fancy, 25-lb. boxes	25

Blackberries.

In boxes, per lb.....none

Cherries.

Pitted, in boxes, per lb.....35
Unpitted, in boxes, per lb.12½

Currants.

In bbls	09½
Recleaned, in bbls	10½
Recleaned, 25-lb boxes	11¼
Recleaned, 50-lb boxes	11
Recleaned, 1-lb carts	11¾
Recleaned, 12-oz carts	10¾

Dates.

Fard, 14-lb, per lb	11
Persian, 65-lb case	07

FIGS (California)

Black, sacks	04½
Black, 25-lb boxes, per box	1.25
White, bags	04½
White, 10 1-lb. brks., pr box	65 90
White, 50-½s	2.00

FIGS (Imp. Smyrna.)

box	.90
Choice, 5-lb. bx., per lb	16

6

Nectarines.

	1907 Crop
White	16
Red	16

Peaches.

Choice, sks..11 | Fancy, sks..12½
Ex Ch'ce,sks11½

Pears.

Choice, ½s, in sacks.....10½
Ex. choice, ½s, in sacks.....10
Fancy, ½s, in sacks.....13

Plums.

Unpitted ... Pitted,black.11
Pitted, blchd11½ 100s-110s ..

Prunes.

	Sks.	bx. 25-lb.
20-40s	8¾	9¼
40-50s	7¼	7½
50-60s	6	6½
60-70s	5½	6
80-90s	5	5½
90-100s	4½	5

In cases of 125-lb tins.....
In cases of 12 5-lb tins...

Raisins.

	Box	½s	¼s 50lb.
6 Cr. Layers	3.50	2.75	....
5 Cr. Layers	3.00	3.25	3.50 ....
4 Cr. Layers			1.90
3 Cr. Layers			2.00
2 Cr. Layers			2.25
4 Cr. Loose			.10½
3 Cr. Loose			.10
2 Cr. Loose			.09½

Fancy Clusters, 1-lb cart per doz
Fancy Clusters, 5-lb cart per case
Unbleached Sultanas, 50-lb.... 8
Thompson's bleached Sult. seedless, 50-lb 11
Bleached Sult., sdlss..... 9
Seedless Muscatels, 50-lb cases 7¾

7

R. R., 36 16s	10½
Blue Bell, 50 1s (seeded)	10¼
Seeded, 12 oz. cartons	10½
Seeded, 12 oz cart	9
Seeded, bulk	11

1907 Crop F. O. B.

Clusters and Layers	20-lb bxs
Imperial, clusters, 6 c.	3.00 3.50
Dehesa, clusters, 6 c.	2.50 2.75
Fancy clusters, 4 c.	2.00 2.25
London Layers, 3 c.	1.60
London Layers, 2 c.	1.50

Seeded	Per pkg
Fancy, No. 16, 36 to cs	8¾ 9
Fancy, No. 12, 45 to cs. 7	7¾
Choice, No. 16, 36 to cs.	8⅜ 8½
Choice, No. 12, 45 to cs.	6⅝ 6¾

	25-lb bxs
Fancy bulk, per lb	8½ 8¾
Choice bulk, per lb	8¼ 8½

Loose Muscatels	50-lb bxs
Standard, 4 c.	7½
" 3 c.	7 ..
" 2 c.	6½ 6¾
Seedless	6¾

Seedless Sultanas	
Unbleached	6¾ 7
Bleached, standard	8
" choice	8½
" ex choice	9

Thompson Seedless	
Unbleached	7 7¼
Bleached, standard	
" choice	9½
" fancy	10
" ex fancy	10½

NUTS.

Almonds, Fancy, I. X. L. ...18
Almonds, choice soft shell Drake 16
Almonds, shelled, No. 1.....45
Almonds, shelled, No. 2.....35
Almonds, shelled, Jordan Imported .....
Almonds, Jordan, Dom....

8

Brazils, 100 lb sacks	18
Chestnuts, Italian	20
Cocoanuts, per 100	4.50 5.00
Filberts, 175 lb sack	11
Peanuts, California	06
Peanuts, Japanese	08
Peanuts, Eastern, hand picked	06
Peanuts, roasted	8@9
Pecan, polished	14@20
Pine	
Walnuts, soft shell, bleached	15½

HONEY.

Pure white sage, 2 5-gal tins, per lb .....
Light Amber, 2 5-gal tins .... per lb .....

White Clover (stained.)

5-gal. tin, per lb	07
2 dz 2-lb jars, per case	8.00
2 dz 1-lb jars, per case	4.25
24-qt. cans, per case	7.00
12 ½-gal. cans	6.60
6 1-gal. cans	6.00

Glass.

	Per Doz
Tumbler, 8 oz., 4 doz in case	1.25
Oval pints, 4 doz in case	1.25
1-lb glass jars, 2 doz in case	2.25
2-lb glass jars (with comb	2.50

COMB

Water White, 24 1-lb frames	16
Light Amber, 24 1-lb frames	14
Water White, 24 1-lb frames	15

BEESWAX.

Pure 30-31

Standard Jams.

Tumblers, 4 doz to case, doz.	
Tumblers, 2 doz to case, doz.	1 10
30-lb kits, per kit	2.20

Standard Jelly.

Tumblers, 4 doz to case, doz.	
Tumblers, 2 doz to case, doz.	1 05
30-lb Kitts, per Kitt	1 10
15-lb Kitts, per Kitt	75

DEPARTMENT 7.

N. B.—All these prices are on "futures" and only a small portion are now ready for delivery. Prices should be figured on a basis of 5 per cent above those quoted hereinbelow.

This Dept. is corrected by **Haas Bros.; Wellman, Peck & Co.**

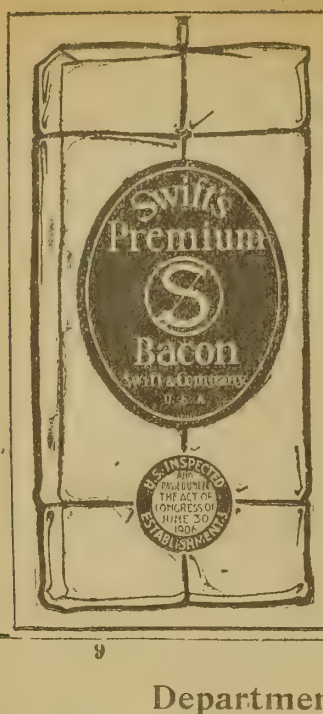
Canned Fruits

No. 3 Extra	No. 3 Special	No. 3 Extra	No. 3 Ex. Standards	No. 2½ Standards	No. 2½ Second	No. 2½ Water	No. 2	VARIETY	No. 2 Ex. No. 3 Grade	No. 2 Ex. No. 2½ Grade	No. 2 Ex. Standard	No. 2 Standard	No. 2 Water	No. 1 Tall
2 00	1 85	1 70	1 10	1 30	1 20	1 10	1 10	Apples			1 50	1 25	2 75	1 00
3 00	2 75	2 50	2 10	1 80	1 50	1 10	1 25	Apricots	8 00	7 00	6 50	6 00		7 00
3 50	3 25	2 80	2 60					" peeled	9 50	8 50	8 00			
3 50	3 25	2 80	2 60					" sliced	9 50	8 50	8 00			
								Assorted						
2 25	2 00	1 75	1 60	1 50	1 40	1 30	1 30	Blackberries			3 00	1 75	1 60	1
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (Royal Anne)	10 00	9 00	8 00	7 00	7 00	1 00
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (White)	10 00	9 00	8 00	7 00	6 00	1 00
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (Black)	10 00	9 00	8 00	7 00	6 00	1 00
2 00	1 75	1 60	1 35	1 25	1 10	1 05	1 05	Grapes (White Muscat)			3 75	3 50	3 00	90
2 50	2 25	2 00	1 80	1 65	1 15	1 30	1 10 unp 1 20 pld	Peaches (Yellow Free)	7 00	6 00	5 50	5 00	4 50	1 pld
3 00	2 60	2 10	2 15	1 85	1 65	1 40	1 10 unp 1 25 pld	Peaches (Lemon Cling)	8 00	7 50	6 50	6 00	5 50	1 pld
3 00	2 60	2 10	2 15	1 85				Peaches (Lemon Cling Sliced)	8 00	7 50	6 50	6 00		
3 00	2 60	2 10	2 15	1 85	1 65	1 40	1 10 upd 1 25 pld	Peaches (White Heath)	8 00	7 50	6 50	6 00	5 50	1 30
3 00	2 60	2 10	2 15	1 85				Peaches (White Heath Sliced)						
3 00	2 60	2 10	2 15	1 80	1 65	1 40	1 05 unp 1 20 pld	Pears (Bartlett)	8 00	7 50	6 50	6 00	5 50	1
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Green Gage)	7 50	7 00	6 00	5 50	5 00	1
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Egg)	7 50	7 00	6 00	5 50	5 00	1
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Gold Drop)	7 50	7 00	6 00	5 50	5 00	1
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Damson)	7 50	7 00	6 00	5 50	5 00	1
3 25	3 00	2 75	2 50	2 35	2 25			Raspberries						
3 25	2 75	2 60	2 50	2 25	2 15			Strawberries						

No. 1 Tall Cans sliced L. C. Peaches, Ex. $1.35; Ex. Standard, $1.25.

If shipped 6 cans to the case, figure Gals. —10c per dozen higher.

All No. 3, No. 2 and No. 2½ cans, 2 doz en in a case; No. 1 cans 4 dozen in a case; galoln cans, 1 dozen in a case.



Swift's Premium Bacon

A satisfied customer is an invaluable asset. Sell Swift's Premium Bacon and your customers will send in repeat orders. Every piece of Bacon is U. S. Inspected and Passed.

Swift & Company, U. S. A.

9 10 11 12

Department 5.

This Dept. is corrected by Wellman, Peck & Co.; Haas Bros.

JELLIES, JAMS AND PRESERVES.

	Griffon 16-oz. Jars		Cutting 16-oz. Jars		Rose No. 2 Tins.		Rose Picnic Tins		Tumeler Jelly 4-doz.Case
	Preserves	Jam Pure	Jam Pure	Jelly Blended	Jam Pure	Jelly Blended	Jelly Pure	Jelly Blended	Jelly Blended
Apple	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Apricot	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Apricot Marmalade	2 35				1 85				
Blackberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Currant	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Fig	2 35		2 00		1 85		97½		
Gooseberry		2 35		2 00		1 60		92½	90
Lemon		2 35		2 00		1 60		92½	90
Loganberry	2 35	2 35	2 00	2 00	1 85	1 60	97½		90
Orange	2 35	2 35		2 00	1 85	1 60	97½	92½	90
Orange Marmalade	2 35		2 00		1 85		97½		
Peach	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Damson	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Green Gage	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Quince	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Raspberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Strawberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Assorted Regular	2 35		2 00	2 00	1 85	1 60	97½	92½	90
Assorted Berries	2 35		2 00	2 00	1 85	1 60	97½	92½	90

PINE APPLES

	Per Doz
Johnson's Columbia	
2's sliced, 2 doz. in case	2 30
2's grated, 2 doz. in case	2 30
1's sliced, 4 doz. in case	1 15
1's grated, 1 doz in case	1 15
Gal coreless, 4½ lb to tin, ½ doz. in case, per lb	16
Gal., grated, 7½ lb to tins, ½ doz. in case, per lb	10
2's sliced, Baltimore, 2 doz case	2 25
1's cocktail, Baltimore ovals, 4 doz. case	1 25
Hawaiian.	
Extra sliced, 2 doz. 2½	2 50
" " 1 doz. 1s	none
" grated, 2 doz. 2s	2.25
" " 4 doz. 1s	1.40
	Per doz
Standard, sliced, 2½'s, 2 doz	2 00
" " 2s, 4 doz	none
" " 1s, 4 doz	1.35
Chunk 2's, 2 doz	2 25
Whole 2½'s, 2 doz	2 00
Crushed 2s, 2 doz	1 75
" 1s, 4 doz	1.25
" gals, ½ doz	6.25
Singapore.	
2 lb sliced	1.5522-oz., doz. 48.00
1-lb sliced	.952½ whole 2.25

Department 7.

This Dept. is corrected by Sussman, Wormser & Co., Wellman, Peck & Co.

CANNED VEGETABLES

Asparagus.

Mammoth	5.50
Large White	5.00
Medium White	4.75
White Tips	1.50

Beans

String, Extras	
Blue Lake, none	
Blue Lake, gal., none	
String, 2 lb. Standard	1.75
String, gal., Standard	4.50
Lima, Soaked	1 00

Baked Beans

Fancy Eastern	$
1-lb Tall tins	50
2-lb Tall Tins	80
2½-lb Tall tins	1 00
3-lb Tall tins	1 10

Corn

2s Maine, per doz	$1.35
Gallon, cut, Maine, per doz	none
Gallon, cob, Maine, per doz	5.50
Iowa, per doz	.90
5 case lots, Iowa	.85

Succotash.

Standard Maine	1.35

Peas

Petit Pois	2.00
2s Extra Fine Sifted	1.75
Standards	1.35
2s, Soaks	.90

Tomatoes

3s, Solid Pack	1.40
3s with peppers	1.45
2½s, Solid Pack	1.25
2½'s, Solid Pack with peppers	1.35
2½s, Standard	1.15
Gallon, Standard	3 25
Gallon, Solid Pack	4 00
Gallon Puree	3.25

Miscellaneous

Artichoke 2½s	$
Carrots, 2s	1.
Cabbage, 2s	1.1
Turnips, gal	4.00
Spinach, 2s	1.35
Spinach, gal	4 00
Beets, 2s	1.05
Hominy, Great Western, 3s	1.15
Pumpkin and Squash, gal	2.50

Department 8.

PROVISIONS.

HAMS.

Eastern Standard, 17-18	.17
" " 15-16	.17
" " 12-14	.17½
Picnic Hams	.10½

Boiled Hams

Skin on	.24½
Skin on	.25½

Breakfast Bacon

Eastern Standard, 6-8	.22
" " 8-10	.20
" " 10-12	.19

English Cured Bacon

Eastern Cure, 5-10	.18
Eastern Cure, 8-10	.15½

Dry Salt Bacon

Clear Medium Bacon	.1
Clear Light Medium	.1
Light Belly	.1
Extra Light Belly	.1
Bacon Backs	.1
Bacon Bellies	.1

Beechnut Packing Co.

Beechnut Sliced Bacon and in Glass.	1
1 doz No. 1 Jars	$
Erie Brand Chipped Beef in Glass, 1 doz No. 1 Jars	
5 case lots, less 5 per cent.	

Dry Salt Meats

Sides	.1
Bellies	.1
Backs	.1
Fat Backs	.1

Barreled Pork

	Bbls.	½-1
Spare Ribs	$	
Family Pork	21.50	1
Clear Pork	24.00	1
Big Pork	26.50	1

Barreled Beef

Mess Beef	10.00
Family Beef	10.50
Ex. Family Beef	11.00
Beef Tongues	23.00

Pigs Feet

Tierces, about 300 lb	$1
Barrels, about 200 lbs	1
½ bbls, about 80 lbs	
Kegs, about 25 lbs	
Kits, a bout 15 lbs	

Pure Leaf Lard

Tierces, about 350 lbs net	
½ bbls, about 100 lbs	
80-lb Wood Tub, 80-lbs. net	
60-lb Wood Tub, 60 lbs. net	
20-lb Wood Tubs	
50-lb Cans, one to a case	
20-lb Cans, 4 to case	
10-lb Cans, 6 to a case	
5-lb Cans, 6 to a case	
3-lb Cans, 20 to a case	

Golden Gate Lard.

Tierces, about 370 lb net	
½ bbls, about 150 lb net	
50 lb cans, 2 to case	
20 lb cans, 4 to case	
10-lb lb cans, 6 to case	
5 lb cans, 12 to case	
3 lb cans, 20 to case	
20-lb wood bkts	
60-lb tubs	
80-lb tubs	

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Compound Lard

Tierces, about 360 lbs, net....09¾
50-lb Cans, 1 to a case.....10
10-lb Cans, 6 to a case.....10½
5-lb Cans, 12 to a case.....10⅝
3-lb Cans, 20 to a case.....10¾

"Arrow" Compound.

Tierces, about 370 lb net.... 9¾
50 lb tins, 2 to case.....10¼

14

½ bbls, about 150 lb net....10¼
50-lb tins, 1 to case.....10¼
20-lb tins, 4 to case.....10½
10-lb tins, 6 to case.....10¾
5-lb tins, 12 to case.....11
3-lb tins, 20 to case.....11
20-lb wood bkts, 20 lb net..10⅜
60-lb wood bkts, 60 lb net10½
80-lb wood bkts, 80 lb net..10½

Suerene.

50-lb Cans .....None

Department 9. CANNED MEATS.

This Dept. is corrected by Cudahy & Co.

ALL PRICES ARE PER DOZEN	No. ¾ Tins 4 doz in case	No. ¾ Tins, 2 doz in case	No. 1 Tins, 2 doz in case	No. 2 Tins, 1 or 2 doz in case	No. 6 Tins, 1 doz in case	No. 14 Tins, ½ doz in case	No. 1 Tins, 1 doz in case
Corned Beef	....	.....	1 25	2 25	7 50	16 75	....
Roast Beef	....	.....	1 25	2 25	7 50	.....	....
Roast Mutton	....	.....	1 50	2 60	.....	.....	....
Brisket Beef	....	.....	.....	2 75	.....	.....	....
Boiled Beef	....	.....	1 25	2 25	7 50	.....	....
Chipped Beef (in tins)	....	1 25	2 10	.....	20 00	.....	....
Sliced Beef (in glass)	....	1 40	2 40	.....	.....	.....	2 40
Sliced Beef (in tins)	....	1 35	2 35	.....	22 00	.....	....
Sliced Beef (in glass)	....	1 50	2 50	.....	.....	.....	2 50
Chip Beef (in Tins)	....	1 85	.....	.....	.....	.....	....
Brawn	....	.....	1 25	2 25	.....	.....	....
Pigs' Feet	....	.....	1 40	2 60	.....	.....	....
Corned Pork	....	.....	1 25	2 25	.....	.....	....
Lunch Tongue	....	1 65	2 75	.....	.....	.....	....
Sheep Tongue	....	1 45	2 35	.....	.....	.....	....
Lambs' Tongue	....	1 45	2 35	.....	.....	No.1½	....
Luncheon Tongue	....	.....	.....	.....	.....	5 50	....
Sliced Bacon (in tins)	....	.....	.....	.....	.....	.....	2 50
Sliced Bacon (in glass)	....	1 55	.....	.....	.....	.....	2 50
Deviled Ham (Geinuine)	85	1 50	.....	.....	.....	.....	....
Potted Ham (Genuine)	85	1 50	.....	.....	.....	.....	....
Potted Tongue (Genuine)	85	1 50	.....	.....	.....	.....	....
Potted Meat (Ham Flavor)	40	75	.....	.....	No. 3	.....	....
Deviled Meat (Ham Flavor)	40	75	.....	.....	Tins	.....	....
Potted Meat (Tongue Flavor)	40	75	.....	.....	1 or 2	.....	....
Boneless Chicken	....	2 60	.....	.....	Dz. in	.....	....
Veal Loaf	.....	.....	.....	.....	Case	.....	....
Sandwich Loaf	....	95	1 80	.....	1 80	.....	....
Picnic Loaf	....	95	1 80	.....	1 80	.....	....
Chili Con Carne	No.¾	95	1 80	.....	1 80	.....	....
Beafsteak and Onions	95	80	1 30	.....	.....	.....	....
Hamburger Steak	....	90	1 65	.....	.....	.....	....
Frankfurter Bratwurst	....	90	1 65	.....	.....	.....	....
Minced Collops	....	.....	1 80	.....	.....	.....	....
Tripe	....	.....	.....	2 20	.....	.....	....
Sweetbreads	....	.....	.....	1 65	.....	.....	....
Vienna Sausage	....	.....	2 50	.....	.....	.....	....
Pork Sausage	....	85	1 35	.....	.....	.....	....
Oxford Sausage	....	.....	2 35	.....	.....	.....	....
Bologna Sausage	....	.....	2 10	.....	.....	.....	....
Sausage and Kraut	....	.....	1 10	.....	.....	.....	....
Stewed Kidneys	....	.....	.....	2 35	.....	.....	....
Corned-Beef Hash	....	90	1 55	.....	.....	.....	....
Lunch Sausage	....	85	.....	.....	.....	.....	....
German Lunch Sausage	....	1 00	.....	.....	.....	.....	....
Ox Marrow	....	.....	.....	2 90	.....	.....	....
Ox Tongue (whole)	.....	No.1½	No. 2	No.2½	No. 3	No. 6	.....
	....	6 25	7 50	9 25	11 25	20 50	.....
Chorizos	.....	.....	.....	.....	.....	.....	No. 5 10 00

Every Dealer

Who Consults this Department

SELLS CANNED MEAT

It Would Help Your Goods If He Read About Them

HERE

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Department 10. FISH AND CHEESE.

This Dept. is corrected by

Wieland Bros.; Roethlisberger & Grassoff.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$18.00
½-lb cans, 2 doz in case	10.00
¼-lb cans, 5 doz in case	7.50
⅛-lb cans, 6 doz in case	2.70
White Label Brand	none

CHEESE

Foreign and Domestic.

	new
New York State Factory	
Cheddars June make	18
Twins, June make	18
October make, Cheddadr's	19½
October make, Twins	19½
Cal. State factory flats	15½-16
Cal. State fctry, Young Am	17-18
Jack or Monterey	16-17
Brick Cream	18-19
Limburger, Eastern, lb	17
Swiss, imported, lb	30
Domestic Twins, new	22½
Roquefort, lb	42
Gouda, per lb	27
Sap Sago	22½
Pineapples, Eastrn, 6 in cs, cs	3 50
Pineapples, Eastn, 6 in cs, sml	2 50
Holalnd, Edam,med plain, dz	9 60
Holland, Edam, medium in bladders, per doz	9.50 10 00
P'ffr'd Edam, small per case of 12	34-35 pds 9.00
P'ffr'd Edam, med	33-40 f 9.75
Do Edam, large	44-45 10.50

Fancy

Camembert, Brie, Roquefort and Gorgonzola, jars...none
Parmesan C & B, sml bot doz 3 00
Parmesan C & B, lge bot, doz 5 00

Bayle's

Small ½-lb 1-lb. 2½-lb 5-lb
Deviled Cheese $1.00, $2.25, $4.00, $5.00, $9.00
After Dinner Cheese: $1.00, $2.40, $4.00, $4.50, $7.50
Roquefort Cheese: $1.00 ,$2.40, $4.00 ,$4.50, $7.50

MacLaren Imperial Cheese Co., Ltd

Imperial Cheese—
Club size, 2 doz jars, doz....$1.25
No. 1, size, 1 doz jars, doz.. 2.80
No. 2 size, ½ doz jars, doz.. 5.25
No. 3 size, ½ doz jars, doz.. 10.00
Individuals, 5 doz jars, doz.. .85
Roquefort Cheese—
Small size, 2 doz jars, doz.. 1.75
Large size, 1 doz jars, doz.. 3.25
Individuals, 5 doz jars, doz.. .85

SALT FISH

Pacific Codfish

Bundles, per lb	4½
Case, selected, per lb	5½
Boneless, 30-lb boxes, lb	5
Boneless, 40-lb boxes, lb	5½
Boneless Stripes, per lb	6
Boneless Blocks, per lb	7
Boneless Tablets, per lb	8½
Boneless Middles, per lb	7½
Boneless Middles, extra,per lb	10½

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Eastern Codfish

Gen. Georges, 8 fish to cwt	11 00
Gen Georges, 12 fish to cwt	11 00
Geo Cur Cod, case	8 00
Geo Cur Cod 10 fish to cwt	8 00
Gen Geo Middles, 60 lbs	1 75
Gen Geo, Tablets 25 lbs	1 15
Gen. Geo Blocks, 40 lbs	1 15

Shredded Codfish

Beardsley's shredded, 2 doz. in case 1 00

Norwegian Mackerel

Bloater, 1 to 150 fish	1 00
Bloater, ½ bbl, 60 to 85 fish	5 00
No 1, 150-160 fish	4 00
No 1, 75-80 fish	2 00
No. 2, 220-240 fish	4 00
No. 2, 110-120 fish	19.50
No. 3, 300-350 fish	5 00
No. 3, 150-175 fish	16.00
No. 4, 400-440 fish, bbl	7 00
No 4, 200-220 fish	13 00

Irish Mackerel

No. 1, 200-220 fish	none
No. 1, 80-90 fish	none
No. 2, 325-350 fish	none
No. 2, 130-140 fish	none
No. 2, 175-200 fish	none
No. 2, 180-190 fish	none
No 1, 10-lb kits, 15 lb	1 50
No. 2, 20-22 fish	1 30

American Bloaters

Shore Bloaters, 115-120 fish	none
Shore Bloaters, 45-50 fish	none
Extra No. 1, 120-130 fish	none
Extra No. 1, 50-55 fish	none
No. 1, 140-150 fish	none
No. 1, 60-65 fish	none
No. 2, 130-140 fish	28.50
No. 2, 55-60 fish	11 00
No. 2, 140-160 fish	none
No. 2, 60-65 fish	none
No. 2, 160-180 fish	none
No. 2, 70-80 fish	none
No. 2, 180-200 fish	none
No. 2, 80-90 fish	none

In Kits

Extra Mess, 7 to 8 fish each	$3.00
No. 1, kits, 8-9 fish or 15-17 fish	1 40
No. 2, kits, 8-9 or 20-22 fish	1.30

Salmon

King, bbls	none
Oregon Silversides, bbls	13 00
Alaska Red, bbls	13 00
Alaska Red, ½-bbls, 100 lbs	7 25
Alaska Red, kits	1 60
Belles, bbls	15.00-17 00

Tongues and Sounds, kits

10-lb 1 40

Tongues and Sounds,

½-bbls, 50-lb 11 50

New Herring, Pack 1906.

Holland.

Ex Sield Mixed, bbls	20 00
" " " ½ bbls	10 50
" " " Keg	1.20
Cheaper grade, mixed, bbl	16.00
" " " ½ bbl	8.50
" " Keg	.90
Ex Selected, Milchner, bbl	22.00
" " " ½ bbl	11 50
" " Kegs	1.35
Cheaper, Milchner, bbl	18.00
" " ½ bbl	9.50
" " Kegs	1.00
Labrador, round, 160 fish	7.50
Labrador Split, per ½ bbl	6.50
Pacific, ½-bbl	3.00

WIELAND BROS.

309-311 DAVIS STREET, SAN FRANCISCO.

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

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Smoked Fish

Neptune, Brand, 100s	$2.85
Neptune, Brand 50s	1.60
Dainty Brand, 50s	2.25
Bloaters, Grim., 100 box	$3.00
Bloaters, Grim., 50 in box	1.75
Bloaters, Cromarty	3.00
Yarmouth, 100 in box	
Halibut, chunks	.15
Herring, boxes, Eastern	.25
Herring, boxes, Washington	.20
Herrings, Neptune, boneless, boxes of 10s, net	1.35
Moir's Selected Red Herrings, 100's	1.00
Moir's Selected Red Herrings, 50's	1.25
Salmon ,per lb	10 20

Beardsley's.

Herring, boncless, tins, doz	1.50
Herring, boneless, small, doz	1.00
Herring, boneless, vacuum tumblers, 2 doz in case	1.95
Finnan Haddies, 30-lb boxes, per lb	13½

Potted Fish.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy Bloater Paste	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	.75
Ditto, fancy pots	4.75
Kippered Herrings	1.90
Kippered Herrings, Meirs	1.90

Department 11.

CANNED FISH.

This Dept. is corrected by **Sussman, Wormser & Co.; Tillmann & Bendel.**

	Doz.
Anchovies, in oil, 2 doz ½ pts., in glass, doz	5.00
Anchovies, 2 doz, ¼ pts, dz	3.00
Bloaters, Yarmouth C. & B. doz	4.50
Codfish Balls, 2-lb tins per. doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.35
Eels, smoked, 1-lb, per dz	2.85
Finnan Haddies, 2-lb ovl	2.25
Finnan Haddies, 1-lb, round, per doz	1.80
Sardelles, imp.,½-lb tins	2.50
Sardelles, imp. in glass	3.00
Sardelles, dom. 1-lb, glss	2 25
Sardelles, Ankers. ½ keg	3.00
Sprats	7.50 8.00

Mackerel

1-lb tins, 50 in a case

2-lb tins ,2 doz. in a case	
Gold Label ,1-lb tins	1.50
P. &. W., 2-lb soused	2.75
P. & W., 2- lb mustard	2.75
P. & W., 2-lb tomato	2.75
Underwood, 2-lb soused	2.85
Underwood, 2-lb tomato	2.85
Underwood, 2-lb mustard	2.85
Los Angeles, 2-lb soused	2.55
Los Angeles ,2-lb tomato	2.55
Los Angeles, 2-lb mustrd	2.55
Mt. Desert, 2-lb soused	2.25
Mt. Desert, 2-lb tomato	2.25
Mt. Desert, 1-lb soused	1.35
Blueback, 1-lb, fresh	1.10
4 doz., 1s, flat, oval	1.80
4 doz., flat, square	1.40

Crescent Mackerel

Soused, 18-oz tins, doz	$1.80
Tomato, 18-oz tins, doz	1.80
Mustard, 18-oz tins, doz	1.80

Mackerel in Oil.

Bezler's	3.00	4.00
Lemarchand	5.00	7.00

Salmon

Alaska Red, 1-lb tins, doz	$1.25
Alaska Red, 2-lb	none
Alaska Pink ,1-lb. tins	.95
Alaska Flats, 1 lb	none
Oregon Red, 1 lb	none
Oregon Red 2 lb	none
Oregon Pink, 1 lb	none
Oregon Pink, 2 lb	none
Oregon Flats, 1 lb	none
Columbia Riv, 1lb tls	none
Columbia Riv, 1 lb flats	none

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Sardines.

	Per case
French, ¼s, 18 m.m	9.50
" ⅛s, 22 m.m	12.50
Portuguese, ⅛s, 18 m.m	9 00
" ⅛s, 22 m.m	9.50
" ½s, 30 m.m	16.00
Norwegian, ¼s, 18 m.m	9.00

Sprats.

French, ¼s, 18 m.m	8.50
" 22 m.m	9 50

American Sardines

(¼s pkd 100 to cs, ¾s 50 to cs.)

¼ in oil, without key	3.80
¼s in oil with key	4.00
¼s in oil, per doz	.50
½s in mustard, per doz	.60
¼s in mustard, case	3.75
¾s in mustard, per doz	.95
¾s in mustard, case	3.25

SHELL FISH.

Abalones

4 doz in cs ,with shells, cs 6.00

Clams and Clam Juice

	doz
Doxsee Clams, 1-lb tins	$1.85
Doxsee Clams ,2-lb tins	2.75
Doxsee Clam Juice ,1-lb	.90
Doxsee Clam Juice ,2-lb	1.60
B&M Lunch Clams, flat	1.37½
Underwood Clams, 1-lb	1.05
Underwood Clams, 2-lb	1.65
P. & W. Clams, 1-lb tins	1.35
P. & W. Clams, 2-lb tins	1.65
Oxford Clams, 1-lb tins	.95
Oxford Clams, 2-lb tins	1.50
P. & W. Clam Chowder	2.25
Burnham's Clam Bullion, qts.	
Burnham's Clam Bullion,pts.	4.50
Burnham's Cl'm Bullion, ½ pts	2.40

Crabs.

½s flat, 4 doz, per doz	2.25
Minced, ½s flat, 4 doz	1.25
Picnic, 1s, 4 doz	1.15
" 2s, 2 doz	1.75

Lobsters

	Doz
Picnic talls, 4 doz, per doz	3.00
Picnic flats, 4 doz, per doz	2.80
½-lb. flats, 4 doz, per doz	2.60
¼-lb flats, 4 doz, per doz	1.40

Oysters

Oysters, Selects, 12 oz	$3.25
Oysters, Selects, 6 oz	1.75
Oysters, Standard, 10 oz	2.35
Oysters, Standard, 5 oz	1.25
Oysters, Standard, 8 oz	2.10
Oyster, Standard, 4 oz	1.15

Shrimps.

Shrimps, pickled, 1-lb	$1.35
Dunbar's Picnics, 1-lb, doz	1.35
Pride of the Gulf, 1-lb, doz	1.30
Dunbar's 1½-lb, doz	2.35
Pride of the Gulf, 1½-lb, dz	2.30
Pickled Shrimp, 1-lb, doz	1.35

The Advocate

has the

Largest Circulation

of

Any Trade Paper on the

Pacific Coast.

19 20

Department 12.

SPICES AND FLAVORING EXTRACTS.

Schilling's Best Spices — Nature's Best.
Square Tins. Never Sold in Bulk.

Small medium, large size have sifting tops except Mustard.

	Small size per doz.	Medium size pr doz	Large size per doz	Ex.Large size pr doz	Hotel size pr tin
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.80	1.35	2.40	4.00	.85
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	1.35	2.30	4.35	7.75	2.00
Cloves	1.10	1.90	3.50	6.50	1.35
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
White Pepper	1.10	2.00	3.75	6.75	1.50
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	**6 doz.**	**4 doz.**	**2 doz.**	**2 doz.**	**1 doz.**
Gross Weight	**21 lbs.**	**24 lbs.**	**23 lbs.**	**38 lbs.**	**54 lbs.**

Folger's Golden Gate Ground Spices.

High Grade—High Price.

Net Weight	⅛-lb per dz 4 doz to cs	¼-lb per dz 4 doz to cs	½-lb per dz 2 doz to cs	1-lb per dz 2 doz to cs	2½-lb per dz 2 doz to cs	5-lb per dz 1 doz to cs
Pepper	.75	1.15	2.15	3.65	.29	.28
Mustard	.75	1.15	2.15	3.65	.29	.28
Ginger	.75	1.15	2.15	3.65	.29	.28
Allspice	.70	1.10	2.05	3.50	.28	.27
Cinnamon	1.30	2.25	4.25	8.15	.65	.64
Cloves	.90	1.50	2.75	4.95	.40	.39
Cayenne	.90	1.50	2.75	4.95	.40	.39
White Pepper	.95	1.55	2.85	5.10	.41	.40
Nutmegs	1.60	2.65	5.15	9.75	.71	.70
Mace	1.75	2.90	5.40	10.25	.75	.74
Sage	.65	1.05	1.95	3.35	.21	.20
Thyme	.70	1.25	2.35	4.35	.32	.31
Marjoram	.85	1.40	2.60	4.80	.38	.36
Savory	.70	1.25	2.35	4.35	.32	.31

This Dept. is corrected by **A. Schilling & Co.; Tillmann & Bendel.**

In Original Packages.

Pepper, Black	14	18
Pepper, White	25	30
Ginger	13	19
Ginger, Gen Jam	15	21
Cinnamon, Ceylon	22	25
Cassia	16	24
Cassia	16	64
Cloves	20	36
Allspice	10	17
Nutmegs	30	65
Mace	80	90
Laurel Leaves, in bales		.07
Laurel Leaves, in small lots,		10

Paprika.

1 oz, doz	1.00	16 oz, doz	7.75
2 oz, doz	1.50	2½-lb tins.	
4 oz, doz	2.75	5-lb tins	
8 oz, doz	4.50	Bulk, lb	

MUSTARD.

Colman's, ¼s, per lb	.52
Colman's, ½s ,per lb	.48
Colman's 1s, per lb	.48
Colman's 5s, per lb	.43
Durkees ⅛s, per doz	.65
	1 30
Schilling's Best, small	.80
Schilling's Best, medium	1.35

Prepared.

Louit Freres, per doz	2.25
Imitation Freres, per doz	.70
Dusseldorfer, 1 doz pts, case	1.60
Eddy's Salad, small	.90
Eddy's salad ,medium	1.35
Eddy's large	2.00
Webbs, 2 doz. cs	.135
Heinz, 2 doz. cs	1.25

FLAVORING EXTRACTS.

Schilling's Best.

Triple Strength, Pure and Uncolored, Sprinkling Tops.
Full Measure. Never sold in bulk

	Lemon and Others	Vanilla and Rose		Lemon and Others	Vanilla and Rose
1 oz	1.30	1.80	8 oz	7.25	11.00
2 oz	2.00	3.00	16 oz	14.00	21.50
4 oz	3.75	5.75	32 oz	27.00	42.00
6 oz	5.50	8.50			

Folger's Golden Gate.

High Grade—High Price.

	Vanilla and Rose		Lemon and Others
1 oz	1.60	1 oz	1.25
2 oz	2.50	2 oz	1.85
4 oz	4.75	4 oz	3.45
6 oz	6.75	6 oz	4.75
8 oz	9.00	16 oz	12.00
16 oz	16.50	32 oz	23.00
32 oz	32.00	8 oz	6.50

Department 13.

BAKING POWDER, ETC.

This Dept. is corrected by **Hooper & Jennings; Tillmann & Bendel.**

Royal

	1 cs	5 cs	10cs
¼ lbs .cans	$1.38	$ 1.36	$ 1.34
6 oz. cans	1.92	1.89	1.87
½ lb. cans	2.57	2.52	2.50
12 oz cans	3.82	3.75	3.72
1 lb cans	4.95	4.85	4.80
2½ lbs cans	11.65	11.40	11.28
3 lb cans	13.60	13.34	13.20
5 lb cans	22.35	21.90	21.68

An extra discount of 1 % if packed in barrels.

Trophy

4 oz., doz	1.10	2½ lb, doz	9.00
8 oz., doz	2.00	5 lbs., doz	18.00
16 oz., doz	3.50	10 lbs, doz	31.50

Sun Baking Powder

16 oz, doz	$3.90	4 oz, doz	1.20
8 oz, doz	2.20		

Schilling's Best.

Never sold in bulk.

4 oz, gr	16.50	½ lb., doz	10.50
6 oz, gr	22.50	3 lbs, doz	12.00
8 oz, gr	28.00	4 lbs, doz	16.00
12 oz, gr	41.00	5 lbs, doz	20.00
16 oz, gr	53.00	10 lbs, doz	39.00

Folger's Golden Gate.

Guaranteed Pure.

4 oz. gr	16.00	2½ pat, dz	10.00
6 oz, gr	22.50	3 pat, dz	12.50
8 oz, gr	28.00	4 pat, dz	16.00
12 oz, gr	41.00	5 pat, dz	20.00
16 oz, gr	53.00	10 pat, dz	39.00

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CRESCENT.

	Per doz
¼-lb tins..	.65
½-lb tins..	1.25
1-lb tins...	2.00
3-lb tins...	5.50
5-lb tins...	9.00

Rumford Baking Powder.

½-lb can, 2 doz in box, doz.	$1.40
½-lb can, 4 doz in box, doz.	2.80
3-lb can, ½ doz in box, doz	7.50
5-lb can, ½ doz in box, doz.	12.50

Less 5 per cent in 5 case lots
One case ½s or less with 10 case lots.

K. C.

10 oz., dz..	.90	50 oz., dz..	4.25
15 oz., dz..	1.35	80 oz., dz..	6.50
35 oz., dz..	2.15		

Pure Cream Tartar.

100-lb bbls	.27	5-lb tins, dz	2.65
50, 25-lb bx	.28	1-lb tins, dz	5.50
5-lb tins, lb.	.40		

SODA.

Churches, A. & H., 30 or 60 1's	.05¼
Same, 60 ½s	.05½
Dwight's Cow Brand, 60 1s	.05¼
Same, 60 ½s	.05½

(12-oz. pkg. ½c more; 8-oz. package ¼c more; 5 cs lots. ¼c less.)

Department 14.
FARINACEOUS GOODS.

This Dep. is corrected by **Hooper & Jennings; Wm. Cluff Co.**

Miscellaneous Flours

California Family	5.00
Cal. Baker's Extra	5.00
Rye Flour	5.25
Rye Meal	5.00
Graham	5.00
Whole Wheat	5.10
Cereal	5.25
Sperry's	5.50
Gluten	5.50

Quaker Oats Co.

Quaker Oats, 36 2s	$3.85
Scotch Oats, 36 2s	3.85
Banner Oats, 30 5s	4.75
Saxon Oats, 20 5s	4.75
Zest, 20s	4.10
Zest, 36s	2.50
Arrow, 24s	3.00
Quaker Wheat Berries, 36 2s	2.85
Quaker Puffed Rice, 36 2s	3.00

EGG-O-SEE CEREAL CO.

Egg-O-See, 36 1s, per case	2.85
E-C Corn Flakes, 36 1s, case	2.85

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5 case lots either	2.75

CALIFORNIA MILLING CO.

Del Monte Rolled Oats, wood,	7.25
Del Monte Rolled Oats,, sacks, 2 90-lb	6.75
Alta Mills Rolled Oats, wood.	6.75
Alta Mills Rolled Oats, sacks, 2 90-lb	6.25
Del Monte Rolled Wheat, wood	4.30
Del Monte Rolled Wheat, 2 75-lb sacks	3.80

Case Goods.

	Per case
Self-raising Buckwheat Flour 20 cartons, 3½ lbs	$4.00
24 cartons, 3 lbs	4.00
40 cartons, 1¾ lbs	4.00
Cal. Flapjack Flour, 36 2s	4.00
Semola or Nutty Grains, 20 cartons, 4 lbs	3.60
Cal. Cream Flake Oats, 36 2s	3.60
Primrose Wheat, 36 2¾s	3.85
Farina, 24 cartons, 1-lb	1.80

American Milling Co.'s Cereals.

	Per Bbl.
Colonial Ex. Cream Rolled Oats, 180 lbs., (wood)	$7.25
180 lbs., 90-lb sacks	6.75
150 lbs., wood	6.00
Pacific Brand Rolled Oats, 180 lbs. (wood)	6.75
180 lbs., 90-lb sacks	6.25
Bohemian Rolled Oats, 180 lbs. (wood)	6.00
180 lbs., 90-lb sacks	5.50
Colonial Pearl Rolled Wheat, 150 lbs. (75-lb sacks)	3.80
Colonial Granulated Hominy, 200 lbs (wood)	7.75
Colonial Steel Cut Oat Meal, 200 lbs. (wood)	8.25
Brewster's Pat. N. Y. Buckwheat Flour, 200 lbs (wood)	8.25
Colonial Pearled Hominy, 200 lbs. (wood)	7.75
Colonial New Process Buckwheat Flour, 200 lbs (wood)	8.25

Case Goods.

Colonial Ex. Cream Rolled Oats, 36 2-lb pkgs	$3.75
Colonial Self-Raising Buckwheat Flour, 24 3-lb pkgs	3.80
Pettijohn's Breakfast Gem, 2-lb pkgs. to case	3.25

(All prices net.)

STERILIZED MEALS IN CARTONS PUT UP BY LOCAL MILLS.

ALL NET	Carton	Nt Case	Rtl Pr Pkg.
Buckwheat Flour	36-2 lbs.	$3.65	15c
Buckwheat Flour	20-5 lbs.	4.85	30c
Corn Meal, White or Yellow	36-2 lbs	2.35	10c
Corn Meal, White or Yellow	20-5 lbs.	3.20	25c
Cracked Wheat	36-2 lbs.	3.60	15c
Cracked Wheat	20-5 lbs.	4.60	30c
Graham Flour	36-2 lbs.	2.85	10c
Graham Flour	20-5 lbs.	3.90	25c
Hominy, Large	36-2 lbs.	3.60	15c
Hominy, Large	20-5 lbs.	4.60	30c
Hominy, Small	36-2 lbs.	3.60	15c
Hominy, Small	20-5 lbs.	4.60	30c
Oat Meal, Granulated	36-2 lbs.	3.65	15c
Oat Meal, Granulated	20-5 lbs.	4.60	30c
Steel Cut Oatmeal, A. B. C.	36-2 lbs.	3.75	15c
Steel Cut Oatmeal, A. B. C.	20-5 lbs.	4.85	30c
Pearl Barley, 1, 2, 3	36-2 lbs.	4.75	20c
Pearl Barley, 1, 2, 3	20-5 lbs.	6.20	40c
Rice Flour	36-2 lbs.	2.90	25c
Rice Flour	20-5 lbs.	4.60	30c
Rye Flour	36-2 lbs.	3.60	15c
Rye Flour	20-5 lbs.	4.60	30c
Rye Meal	36-2 lbs.	3.50	15c
Rye Meal	20-5 lbs.	4.50	30c
Split Peas, Yellow or Green	36-2 lbs.	4.45	15c
Split Peas, Yellow or Green	20-5 lbs.	5.70	40c
Whole Wheat Flour	36-2 lbs.	3.00	10c
Whole Wheat Flour	20-5 lbs.	3.85	25c
Gluten Flour	36-2 lbs.	4.80	15c
Gluten Flour	20-5 lbs.	6.00	40c
Farina	36-2 lbs.	3.95	15c
Farina	20-5 lbs.	5.35	30c
Lightning Taploca	24-1 lb.	2.00	15c
Cardinal Crushed Oats, Premium	20-5 lbs.	4.15	

The Advocate is the LARGEST EXCLUSIVE Retail Grocery JOURNAL west of CHICAGO.

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MISCELLANEOUS PACKAGE CEREALS.

Capital Mills Rlld Oats, 36 2s	3.60
36 2s	3.60
Grape Nuts, 1 & 2 doz, per dz	1.35
doz	1.35
Breakfast Gem, case 3 doz	3.25
Wheatine, 36 2s, per case	3.30
Germea, 20 4-lb. pkgs. per case	4.10
Germea, 20 2-lb. pkgs per case	3.20
Flaked Rice, 24 1's	3.00
Dr. Price's Wheat Flake Celery Food per case	2.85
Hecker's Farina, 24 2s, case	2.00
Pillsbury's Best Cereal Vitos, 36 2s	5.10
Cream of Wheat, 36 2's	5.25
Crespo, 36 2's	2.75
Snow Flake, 36 2's	2.80
Malta Vita, 36 1's	4.00
Our Mother's Mush, 36 2s	2.80
Twin Bros. Mush, 36 2s	2.80
H. H Robbins, Cr'mry Bkfst 36 2s	2.80
Carnation Wheat Flakes 20 5s	4.70
A B C Breakfast Wheat 72 2's	5.00
A B C Breakfast Wheat 36 2's	2.60
Nutro, 9s	2.80
Wheaton, 9s	5.20
Morning Meal, per case	2.80

Pancake Flours.

Uncle Sam, 36 2s	3.25
Encore, 36 2s	3.75
Grape Nuts, No. 22, per doz	1.35
Olympic Wheat Hearts, 20 5s	4.75
Olympic Wheat Hearts, 36 2s	4.75
" Pancake Flour, 20 5s	4.75
" " Cake Pastry Flr, 20 5s.	4.75

H. O. Cereals.

	Case
H-O Buckwheat, 2 doz. 3-lb pkgs, per case	3.75
H-O Pan Cake Flour, case	3.00
H-O Oats, 24 2's, per cs.	3.15
Korn Kinks, 36 2s	3.00
Force	4.50

Freight paid on country shipments of H. O. goods up to 25c per cent on 5 case lots.

RALSTON MILLS.

Ralston Breakfast Food 36 2s	4.50
Ralston Barley Fo'd, 36 2s	4.25
Ralston Health Oats, 36 2s	4.50
Ralston Hominy Grits, 36 2s	4.25
Ralston Health Crisp 36 2s	2.75
Ralston Select Bran, 24 3s	2.50
Ralston Pan Cake Flour 36 2's	3.75
Ralston Whole Wheat Flr 4 ½s	5.50

Capitol Mills.

	Per Bbl.
Ex Cream Rld Oats, 180 lbs.	$7.25
Ex Cream R'lld Oats, 180 lbs. (90-lb. sacks	6.75
Rolled Oats, 180 lbs.	6.75
Rld Oats, (90-lb. sks), 180 lbs	6.25
Rolled Oats, 180-lb. bbls.	6.00
Rolled Oats, 90-lb. sacks	5.50
Pearled Rld Wheat, 150 lb. s	4.30
Pearled Rld Wheat (75-lb. sacks), 150 lbs.	3.80
Granulated Hominy, bbls.	7.75
Pearled Hominy, bbls.	7.25
New Process Buckwheat Flour, bbls	8.25
Steel-Cut Oatmeal, "A" (fine) "B" (medium), "C" (coarse) bbls	8.25
Brewster's Pat. New Process Buckwheat Flour, bbls.	8.25

	Per Case
Self-Raising Bckwheat Flour 20-3½-lb. pkgs. in cases	3.80
Self-Raising Bckwheat Flour 24-3 lb. pkgs. in cases	3.80
Farina, 24 1-lb. pkgs in cases	1.60
Mills Ex. Cream Rld Oats, 36 2-lb. pkgs in cases	3.60
Pan-Cake Flour, 36 2-lb. pkgs in cases	3.80

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Farinaceous Goods in Sacks

Manufactured by Local Mills.

Per 100 lbs. in 10-lb. sacks.

Buckwheat Flour, Plain	$4.00
Buckwheat Flour, Extra	4.30
Bckwheat Flour, New Process	4.30
Bckwheat Flour, Self-Raising	5.40
Barley Meal Groats	3.60
Corn Meal, Yellow	2.75
Corn Meal, White	2.75
Corn Meal, Ex Cream Yellow	3.40
Corn Meal, Ex Cream White	3.40
Corn Flour	2.75
Cracked Wheat	3.50
Entire Wheat Flour	3.20
Farina	4.20
Flaked Pearl Wht, 7-lb & 10-lb	3.20
Graham Flour	3.00
Hominy, large	3.40
Hominy, small	3.60
Granulated Hominy	3.80
Oatmeal, plain	4.10
Oatmeal, extra	4.30
Oatmeal, steel-cut	4.20
Oat Groats	4.30
Pearl Grits	3.85
Pearl Barley, No. 1	5.40
Pearl Barley, No. 2	5.40
Pearl Barley, No. 3	5.40
Split Peas, Yell..o...w	5.00
Split Peas, Green	5.00
Rice Flour	7.20
Rolled Oats, 7-lb & 10 lb	4.20
Rye Flour	3.40
Rye Meal	3.20
Wheat Meal	3.40
Pearl Barley, No. 1, 25 and 50-lb. boxes	5.40
Split Peas, Yellow, 25 and 50 lb. boxes	5.00
Split Pees, Green, 25 and 50-lb. boxes	5.00

25-lb. sacks deduct 10 cents per cwt. from price of 10s.
50-lb. sacks deduct 20 cents per cwt. from price of 10s.

PASTES
Imported

Crown Macaroni, 25 1s. pr pkg	12
" Spaghetti, 25 1s. pr pkg	12
" Vermicelli 25 1s. pr pkg	12

Imported Style.

Bellac Macaroni, 25 1s. pr pkg	.10
" Spaghetti, 25 1s. per pkg	.10
" Vermicelli, 25 1s. pr pkg	.10
" Alphabet 25 1s. pr pkg	.10
Wash Macaroni, 25 1s. pr cse	1.80
" Spaghetti, 25 1s. pr cse.	1.80
" Vermicelli, 25 1s. pr cse	1.80

Golden Egg.

Macaroni, 48 ½s, per case	1.80
Alphabets	1.80
Spaghetti, 48 ½s, per case	1.80
Vermicelli, 48 ½s, per case	1.80
Noodles, 48 small, per case	1.80
Noodles, 24 " case	1.80

Marvelli.

Macaroni, cs 4 dz. No. 1 car. dz	1.20
Spaghetti, cs 4 dz. No. 1 car. dz	1.20
Vermicelli, cs 4 dz. No. 1 car. dz	1.20
Alphabets, cs 4 dz. No. 1 car. dz	1.20
Straight or assorted on above.	
No. ½, Extra, per box	.20
No. 1, Extra, per box	.25
No. 1, Extra, 25 lbs	1.10
No. 1, Extra, 50 lbs	2.10
No. 1, Extra, 100 lbs	4.00
Royal, 2s	none
Queen's Taste, 12 2s	none

Sago and Tapioca

Pearl Sago	.06
Pearl Tapioca	.06
Flake Tapioca	.06
Minute, 36-8	2.70
Instantaneous, 50-1s	5.50
Instantaneous, 36-8	2.75

Department 15.
RICE.

M. J. Brandenstein & Co.

Japan, Tucson Fancy Table	6.50
" Extra Fancy	6.00
" M. J. B., Double Diamond	5.25
Fancy Head, Carolina	6.50
Louisiana, Japan	4.85

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Japan Banzai 5.00
..... 5.00 5.50
Patna Head 7.00
Caro Head, MJB, 40 2s, r 20 5s.. 7.59
Imp. Japan MJB, 10 5-lb ....

3's.... 6.40
..... 5.65
ro. Head..... 5.40
Japan 3s..... 6.20

...ORY MATERIALS.
...Newbauer & ... Gillmore & ...
...absolutely pure.

per doz..$ 1.75
Qts., 1 doz to case, per doz.. 2.65
½ gals, 1 doz to case, per doz 4.50

Qts. 2 doz to case, per doz.. 1.10

D& A. D., ½s, per lb..... .27½
o A. C. R., ½s, per lb.. .22½

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Crown

German 4s per lb...12½ 13
... 4's per lb...14½ 15
Perfumed French, 1's per lb 27½
Do ... 4's, per lb.. .28½

Blueing, Liquid

Common, pts, 3 dz to case.. .85
" qt, 2 doz to case.. 1.25
" ½ gal, 1 doz to case 2.50

Borax

20-Mule Team, 1's cs of 2 ... $2 25
20-Mule Team, 12-oz cs ... doz 3.45
20-Mule Team, ¼'s cs of ... 3 84
... per cent in 5 case lots; ... 25 lbs in box ..... .09
Powdered, 25 lbs in box.... .09

Chloride of Lime

... 4's per lb....7¼
... ½'s 100 lbs..... 9
... 50 lbs, per lb 6½
Owl, 50 1s.....7

Potash

Per case
Babbitt's 4 doz in case..... 3.00
American, 4 doz in case..... 3.00

Lye.

Tom...n's Red Seal, 4 dz to case 4 00
Tom...n's 5-lb 12 to cs.. 4 50
American, 1s, 4 dz in case.. 3.05
Babbitt's Lye, 4 doz in case 3 10
Metropolitan 4 dz to cs.. 3 00
5-case lots.. 2 90
Banner, 1 case, 4 doz..... 3.60
... Bell, 4 dz 1s..... 2 85
... 48 1s 1 90
Golden Star, 4 doz to case.. 2.90
... Bell, case 1.45
Merry 2 85

... Soda

California 1 40
California, bbls 1 50

... 17.

... al by
Wm. ... & Bendel.

... Bros.

... . $3 35
A. B. Naptha..... 4.20
Crystal White 4.00
Fern 3.30
... (Floating) 3.90
Mechanics, 36 cakes in box.. 2.05
Mechanics, 50 in box (5c size) 1.90
Swansdown, 50 bars in box.. 2.00
Pine Tar, 100 cakes in box.. 3.75
Olive Castile, bx doz, pr gr.. 4.80
Mottled Castile, bx 1 dz cakes 4.80
Pure White Castile, 12, 15 or 20 bars to box 3.10
Spring Blossoms, bx 3, wrpd, gr 4.80
Beau Ideal, bx 3, wrpd, gr.. 5.20
Attar of Roses, bx 3, wrpd, gr 5.20
... Country Buttermilk, box 3 cakes, wrapped, pr gross 5.00
Elder Flower, bx 1 dz cakes 4.80
Turkish Elder Flower, bx 3, gr 5.20

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Turkish Oatmeal, bx 3, wrpd, gr 5.20
Oatmeal, bx 1 dz cakes, pr gr. 4.25
Witchazel, bx 1 dz cakes pr gr 5.00
Bart'nia Bouquet, bx 3 wrpd, gr 24.00
Sweet Narcissus, bx 3, wrpd, gr. 17.50
La Rosa, bx 3 wrpd, pr gr.... 9.00
Majestic Series Heliotrope Jasmine, Jcky Clb, Rose bx 3, wrp 9.00
Japan Bouquet, bx 3, wrpd, gr 9.00
Barbers' Cream, 6 lb bxs, pr lb .20

Standard Soap Co.

Gasene, 100 ..... 4 25
Top Notch, 100 10 oz..... 3.25
Yellowstone, 100 14 oz..... 4 00
Marigold, 100 16 oz..... 4 20
Radio, 100 10 oz 3.00
Magno, 100 10 oz 6 00
Gold Medal Borax..... 6 50
Purity, "Floating," 5c size 3 90
Do. 10c size..... 6 25
Do. 10c size, 20..... 1 30
Electric Mineral, 100 16 oz 5 50
Electric Mineral, 20, 16 oz.. 1 15
Peerless Kitchen, 100 10 oz.. 2 85
Peerless Kitchen, 20 10 oz ..... .65

Swift & Co.

Wool Soap, 10 oz., 100s..... 7.00
" 6 oz., 100s..... 4.00
Witch Hazel (Swift & Co.).. 5.00
Oat Meal (Swift & Co.)..... 5.00
White Ribbon 3.65
Swift's Pride 3.35
Swift's Naptha 4.00
Elko 3.55
Cream Laundry 4.25
Snap, 60, 16 oz..... 2.65
Snap, 100, 8 oz..... 2.25
Special, Grocers' Assmt (sells for $9.00, 80% profit)..... 5.00

Miscellaneous.

Mascot $2.65
Miller's Naphta, 100 14-oz.... 4.35
Mikado, 20 14 oz.....4.25
Mikado, 20 14 oz..... 1.05
Lenox, 100..... 3.35
Lenox, 20 ..... .75
Ivory, 100 10 oz..... 7.00
Ivory, 100 6 oz..... 4.00
Fairbank's Clairette, 100.... 3.35
Fairbank's Santa Claus, 100.. 3.35
Fairbank's Copco, 100..... 4.00
Fairbanks' Fairy Ovl, 5c.... 4.00
Fairy Oval, 10c..... 7.00
Sunny Monday, 100s..... 4 75

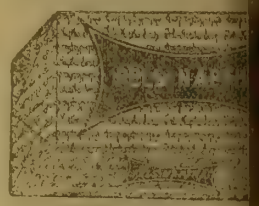


50 large.. 3.50
100 small 3 65

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Lifebuoy, Indry size, 60 ca...
" Indry size, 30 ca...
" toilet size, 100 ca...
" toilet size, 50 ca...
Sunlight, Indry shape, 10...
Welcome, Borax Indry ...
Cheerful, high grd Indry ...
Monkey Brand, 100 cakes...
Monkey Brand, 50 cakes...
Babbitt's, 100 .....
Striker's Kitchen, 100s, ...
Striker's Kitchen, 20s, ...
Star of Kitchen Sand So...
Gem of Kitchen Sand S...
Yacht Club Borax, 200s...
" " " 100s .....
" " " 20s .....
Nun Nicer Borax, 10 oz.
Blue Ribbon Borax, 7 oz...

The Genuine.



Price, per case...
Packed 100 bars in Case

Castile Soap

Notre Dame .....
White Virgin, lb.....
White, Conti .....
Mottled, imported .....

Clover Leaf White .....

SAVON.

Gilt Edge, 100, 16 oz.....
" " 20s .....
Royal, 100, 14-oz.....
" 100 12-oz .....
" 100 10-oz .....
Vermont Long Bar Laun...
100-lb cases .....
Packed either 100, 80, ...
bars to case.

Scouring Soap

Bon Ami, 3 dz to cs, per ...
Sapolio, ½ gross box, per ...
Sapolio, hand, ½ grs bx, pr ...

WASHING POWDE...

Gold Dust, 24 3's, per c...
Gold Dust, 100 10 oz...
Swift's Pride, 12 oz.....
Swift's Pride, 24 4s.....
Lavarine, 36 1 lb, pr. c...
Lavarine, 100 5c pkgs...
Pearline, 100 6 oz pkgs...
Babbitt's 1776, 6 oz.....
Kleeno, 72 1s.....
Kleeno, 24 3s.....
Kleeno, 100 ½s.....

BABBITT'S BRANDS.
ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!

B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.

D. S. B. JENNINGS CO., Agents, 41 CLAY STREET, S. F.

Peet's Seafoam, 24 3s..... 3.75
" " 100 12 oz..... 3.75

Grandma's Borax, powdered 24 3s 4.50
" " 60 3¼'s 2.40
One case, large size, free with 5 cases, large or small.

Department 18.

STARCHES.

This Dept. is corrected by **J. H. Newbauer & Co.; Wm Cluff Co.**

Kingsford's Oswego.

Silver Gloss 12 6-lb bxs..9
" 40 1-lb pkgs..8½
Corn, 40-lb boxes.....8

NATIONAL STARCH CO.

Lily, Sioux and Niagra Brands.

Corn, 40 1s.....6
Gloss, 48 1s.....6¼
Gloss, 12 6lb.....7
Laundry (bulk), 50s.....5

None Such Brand.

Corn, 40 1s.....6
Gloss, 48 1s.....6
Gloss, 12 6s.....7
Gloss, 50-lb [illegible].....4¾

Owl.

Corn, 40 1s, per lb.....5
Gloss, 40 1s, per lb.....5½
" 12 6s, per lb.....6

Murdoch's Oswego.

Oswego Corn, 40 1s.....7¼
Velvet Gloss, 40 1s.....7¾
" " 12 6s.....8¼

Blue Ribbon.

Gloss, 48 1s.....
Gloss, 12 6s.....
Corn, 40 12s.....

Miscellaneous

Celluloid, 60 ¾-lb pkgs.pr bx 1.75
Elastic, same, per box..... 5 00
Pop Corn Starch, 40 1s..... 6 50
China, 80s 6.00

Department 19.

OILS, PAINTS, ETC.

This Dept. is corrected by **Whittier-Coburn Co.; W. P. Fuller & Co.**

Coal Oil

Water White, bulk.....10½
Water White, 150 deg bulk..11½
Special Water White, bulk...12½
Pearl, cases, 2 5s.....17½
Astral, cases, 2 5s.....17½
Star, cases, 2 5's 17½
Ex. Star, cases, 2 5's.....20½
Argo, bulk 19
" case 26
Elaine, cases, 2 5s.....26½
Eocene, cases, 2 5s.....20½

Gasoline and Benzine

86 deg. Gasoline, bulk.....30
86 deg. Gasoline, cases....37½
Benzine, bulk 12
Benzine, cases 19
Stove Gasoline, bulk.....18
" " case 25
Gasoline, 86 deg., bulk.....30
Same, cases, 2 5s 37½
Red Crown Gasoline in bulk..18
Red Crown Gasoline, in cases, 2 5s 25
Motor Gasoline, bulk.....18
Motor Gasoline, in cases, 2 5s..25
No. 1 Eng. Dist. Iron Bbls. or Drums 09½
No. 1 Eng. Dist., cases, 2 5s..16½
No 2 Eng. Dist. Iron Bbls or Drums 08
No. 2, Eng. Dist., cases, 2 5s..15
V. M. & P. Naptha, in bulk..10
V. M. & P. Naptha,cases,2 5s.17½

Turpentine.

Strictly Pure, cases, 2 5s....53
" drums of iron bbls..76½

Linseed Oil

Pure, raw, bbls.....55
" boiled, in bbls.....57
" raw, case, 2 5s.....61
" boiled, case, 2 5s.....63

Castor Oil

Baker's AA, cases, 2 5s..... 1 30
No. 1, cases ,2 5's..... .70
2 oz 65
4 oz 90

8 oz 2.00
2 5-gal tins, per gal..... 1.30

Lard Oil

	Bbl.	Case
Strictly pure	.85	91
Sup. Win., str.	.75	81
No. 1	.60	66
1 oz		.45
2 oz		.55
4 oz		.85

Neatsfoot Oil

Cooper's	.80	85
Extra	.70	75
No. 4	.60	66

Lubricating Oils

	bbls	Case
Star Cylinder Oil	.60	65
Columbia Cylinder	.40	65
Gem Cylinder Oil		..
Ruby Cylinder Oil		..
Star Machine Oil	.30	35
Star Dynamo Oil	.30	35
Star Spindle Oil	.50	55
Star Sep'tor Oil	.50	55
Red Engine Oil	.27	32
600 M Cylinder	.45	50
EFY Cylinder	.80	85
Med. Ruby Eng.	.30	35
Castor Machine	.23	28
Auto-Cylinder	.60	65
Gas Engine	.30	35

Miscellaneous Oils

Union Salad Oil	.70	76
Pure Sperm Oil	.70	75
No. 1 Polar	.40	45
ihCna Nut Oil,ordinary	.—	75
China Nut Oil, No. 1	.—	90

White Lead

Whittier, in kegs	7¾	8½
Pioneer, " "	7¼	8¼

Dry Paints

English ,Paris White, bbls.		$1.60
Whiting, barrels		1.20
Prince's Min'l B'wn, bbls.		1.65
Yellow Ochre	1.50	1.65
Eng. Ven. Red, bbls.	1.50	1.75

Department 20.

This Dept. is corected by **Pac. Coast Biscuit Co.**

CANDIES.

Lozenges

(5-lb. boxes)

XXX Peppermint, pals.13 .16
Thin Peppermint..... .16
TT Peppermint ..... .16
Musk, fluted, pails.... .22
Cinnamon, Lemon, Sassafras, Rose..... .18
Midget fruit ..... .20
Conversation and hrts. .15
Liliput Conv. & herts.. .17
Midget Conv. Lozenges. .18
Crown T. T. Loz. 24 5c pkgs .80
Aurora Lozenges, 24 5c pkgs .80
Cough Troaches, 5-lb bx .25
Eagle Wafers, Peppermints ,Wintergreen.. .25

Mixed Candy

(30-lb pails)

Plain Mixed 9½
Royal Mixed..... 12½
Grocers' Mixed..... 10½
Yankee Mixed 13
American Mixed..... 13
Fancy A Mixed 15
Fancy C Mixed..... 11½
French S. Mixed 16
French No .1 Mixed..... 18
French Extra Mixed..... 20
Lady Mixed 15
Broken Mixed 9½

Steam Panwork

Anise Seed 22
Aromatic Cachous..... 18
Assorted Berries..... 16
Assorted Dragee..... 14
Assorted Imperials..... 16
Assorted Small Seeds..... 22
Bird's Eggs 17
Boston Baked Beans..... 17
Burnt Peanuts..... 18
Burnt Almonds..... 25
Caraway Seed ,smooth..... 22
Caraway Seed, pearled..... 22
Celery Seed..... 22

Cinnamon Beans large red15
Cinnamon Beans, imperial17
Coriander Seed, pearled..22
Jelly Beans, pails..12½ 14
Jelly Bird's Eggs.....17
Jelly Cranberries.....17
Jelly Limes.....17
Jelly Raspberries.....17
Jordon Almonds, fine....45
Jordon Almonds ,imitation15
Licorice Beans 15
Red Hots.....25
Ringed Marbles.....16
Sugar Coated Licorice Tablets 20
Sugar Almonds.....25
Sugar Plums.....16

Cream Goods.

(5-lb boxes)

Fondans Creams.....14
Hand Dipped.....20
Hand Dipped, with nuts on....22
Fruit and nut ices.....18
Cream Peppermint.....20
Crushed Fruit Bonbons..22

Chocolates.

(5-lb boxes)

Chocolate, plain.....14
Chocolate ,Hand Made.....20
Chocolate Dipped Bonbons..20
Chocolate Dipped Bonbons with nuts 22
Chocolate ,Climax ,30-lb pails 16
Chocolate Chips 25
Chocolate Nonpareil Drops.20
Chocolate Wafers.....22
Chocolate Cream Tablets 30 in box 1.10

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5 lb tins 28
Occidental Marshmallows, 3 lb tins 30
Dipping Marshmallows, 5-lb boxes 25
Angel Food, 5-lb boxes.. .20
French Nougat, 30 5c slices in box 1.00
Walnut, Apricot ,Spanish Nougat, 5-lb boxes ,lb....25

Sundries.

Opera Carmels ..... .19
Rock Candy ,white & red .15
Rock Candy, brown..... .16
Licorice Drops ..... .20
Licorice Sticks, 16 to lb.... .28
Licorice Tablets, 5-lb box.... 1.25
Licorice Tablets, 24 5c bx .80
Licorice Penny Sticks, 100 in box..... .65
Buttercups, 5-lb tins..... .25

Gum Goods

(5-lb boxes)

A. B. Gum Drops, asstd....9
A. B. Gum Drops (corse)9
A. B. Gum Drops, cryst'zd11
A. B. Bonbons, plain inbls 7
A. B. Bonbons, fancy, mbl 7½
A. B. Bonobns ,fancy, crystalized, 5-lb boxes.....15
A. B. Fruits.....18
Royal Gum Drops.....15
Genuine Gum Drops, hard 25
Jelly Squares ,assorted...14
Pinon Sticks 18
Spiced Jelly Drops.....20
New Turkish Figs.....16
Fig Paste ,plain 17
Fig Paste, tricolor.....18

Chewing Gum.

	Single Box
Sweet Heart, per box	.60
Sen Sen, 9 pieces	.20
Sweet Heart, 20 pieces..	.60
Blood Orange, 20 pieces	.60
Chiclets, 10 5c pkgs	1.00
Chiclets, 10 10c pkgs	.90
Nestle's Peppermint, 9 pkgs	.60
Peanut, 10 5c packages	1.00

Department 21.

CRACKERS.

Animals .....
Animals Iced .....
Assorted .....
Assorted Extra .....
Assorted .....
Assorted Extra .....
Automobiles .....
Assorted Fingers .....
Boston .....
Cuttings, Tenpiar .....
Champions .....
Chocolate Wafer .....
Coco Taffy .....
Cocoanut .....
Currant Cakes .....
Cornhills .....
Cherry Marshmallow .....
Cracker Meal .....
Crackled Cream .....
Creole Belle .....
Dainty Chip .....
Dainty Marshmallow .....
Digestives .....
Egg Jumble .....
Fig Bar .....
Fruit, Iced .....
Fruit Biscuit .....
Fine and Dandy .....
Fruit Sultanas .....
Golden Cream .....
Graham Gems .....
Ginger Cake .....
Ginger Nut .....
Graham .....
High Tea .....
Honey Comb, Iced .....
Honey, Frosted .....
Iced Sweets .....
Iced Squares .....
Jennie Lind .....
Lemon Snap .....
La Grand .....
Lemon Biscuit .....
Lemon Wafer .....
Little Egypt .....
Lunch Banquet .....
Lunch, Oakland .....
Lunch, Coast .....
Monitor .....
Marshmallow, Walnut .....
Nicnacs .....
Nicnacs, No 1 .....
Orange Wafer .....
Oysteretts .....
Pilot Bread .....
Pretzel .....
Popular, Mixed .....
Picnics .....
Pilot, Extra .....
Pretzelettes .....
Pineapple Delight .....
Red Cross Oyster .....
Salted Flake .....
Saltine .....
Soda Cake .....
Salted Fingers .....
Spiced Nut .....
Salmon Pilot .....
Sugar Cookies .....
Soda .....
Soda, Extra .....
Soda, Square .....
Soda No. 1 (5c seller) doz
Soda No. 2 (10c seller) .....
Soda No. 1 .....
Soda .....
Soda Extra .....
Strawberry Wafer .....
Star Butter .....
Vanilla Biscuit .....
Vanilla Sweet .....
Water Ambrosia .....
Wedge Meal .....
Your Sweets .....
Zanzibar .....
Big Four .....
Bouquet Fancy .....
Cameo .....
Cameo Fancy .....
Dainty .....
Dainty Fancy .....
Square Deal .....
Sunnyside .....
Delicate .....
Wafer .....

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Department 22.

FANCY GROCERIES.

This Dept. is corected by
Wellman, Peck & Co.

Wellman, Peck & Co.; Haas Bros.

Bouillion Capsules.

Anker's, 10 capsules in box per doz boxes 3.00

BEEF EXTRACT

"Rex," 2 oz per doz..... 4.40
" 4 oz " " 8.00
" 8 oz " " 14.75
" 16 oz " " 27.50
Marshall's 2 oz. per doz.... 2.65
" 4 oz., per doz..... 4.75
Liebig's 2 oz. 32 12s to cs, dz 4.50
" 4 oz.16 12s to cs " 8.40
" 8 oz, 8 12s to cs, " 15.90
" 16 oz. 4 6s to cs. " 28.75
Libby's, 2 oz. per doz..... 4.45
" 4 oz, " " 8.00
" 8 oz, " " 14.00
" 16 oz, " " 26.00

Capers.

Capotes, 1 d in case....1.00 1.50
Nonpareil, small 1.50
Nonpareil, large 2.25
Nonpareil, Imperial qts. 10.00
" , 2 litre... 20.00
" , 4 " ... 37.50

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes ⅛s and ¼s 25
Eagle, 12 1s.....25
Premium, 12 1s 34½
Vanilla, 12 ¼s.....44
Powdered, ⅛s, ½s, 1s 12 lb boxes 30
Subject to quantity discounnt.

Ghiradelli's. In paper.

Eagle, 24 1-lb.....22½
Eagle, 12 1-lb.....23
Eagle, 12 ½-lb.....24
Eagle, 12 ¼-lb.....25
Crescent, 6, 5 to lb.....18½
Crescent, 12, 6 to lb.....19½
Cal. Sweet, 6, 6 to lb.....25½
Cal. Sweet, 12, 6 to lb.....24
Monarch, 12 and ½ lb.....27
Monarch, 12, 1-lb.....26
Monarch, 12, ½ lb.....27
Star, 24 1-lb.....19½
Star, 12 1-lb.....20

Ground. In tins.

Ghirardelli's, 12 1-lb.....28½
" 24 1-lb tins 28
" 60 1-lb tins 27½
" 60 ½-lb tins.....26
" 30 ¼-lb tins 26
" 60 10-lb tins.....25½
" 1 35-lb tins 25

In delivery cases

Ghirardelli's, 60 ½-lb tins....26
Venard's, 24 1-lb tins.....24
Venard's, 20 ½ lb tins.....20
Miner's, 12 1-lb tins.....23½
Miner's, 24 1 lb tins.....23
Miner's, 20 ½-lb tins.....22

COCOAS.

Baker's Bkfst, ¼s, 1s and 5s. 12
Van Houten's, ⅛s and ¼s..83
Van Houten's, 1s 80
Royal Dutch, 12 ¼s 77
Royal Dutch, 12 1s.....60
Epps, 14 ½s.....38
Epps, 12 1s.....39
Webb, 6 ½s 33
Lowney's, ½s 37
Ghirardelli's Bkfst, 6 ½s ...10½
" Bkfst, 12 ½s... 10
" Impri, 6 & 12 ½s 52
Miner's Bkfst, 6 ½s 37½
Miner's Bkfst, 6 1s 39
Van Houten's Dutch, ⅛s.....
Van Houten's Dutch, ¼s.....70
Van Houten's Dutch, ½ lb ...70
Van Houten's Dutch, 1 lb...75

Cereal Coffee.

Postum, 24 ½s, per doz... $1.35
Postum, 36 1s per doz..... 2.25

Chutney

Bombay, 1 quart pt $6.75
" 1 pint pt 1.00
" Major Grey, qts.... 1.50
" Major Grey, pts.... 1.50

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CIDER.

Mott's boiled, doz qts..... 3.25
Monroe's, champagne, doz.. 2.50
" boiled, doz..... 2.75
Bidwell's, " 2.50

COCOANUT.

Baker's.

Baker's Drifted Snow, pails 14
Ebls, 126 lbs.....13
Brazil shr'ded or Table Talk, long thread, 20-lb pails lb.14
" 150-lb bbls, per lb.13
Table Talk in parchment bgs, cases of 30's, 60½'s or 30½'s and 15 1's.....14½

Schepp's.

Shredded 1-lb pkgs, per lb...23
" ½-lb pail, per lb..24
" ¼-lb pail, per lb..25
" 12 5c pkgs.....47½

Dunham's.

Shredded, 1-lb ppr, per lb...27
" ½-lb ppr, per lb..28
" ¼-lb pksg, per lb..29

COFFEE SUBSTITUTES.

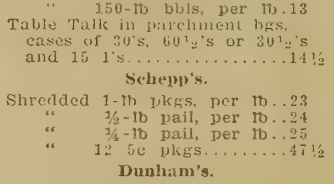
Postum Cereal.

No. 1, 2 dz. sml pkgs, per dz 1.35
No. 3, 3 dz. lrg pkgs, per dz 2.25
No. 0, 1 dz. lrg pkgs, per dz 2.25

EVAPORATED MILKS.

BORDEN'S

MILK CO.
All Borden's Brands Guaranteed.



Eagle Brand—
Condensed Milk, 4 doz.... 6.80
Pioneer Brand—
Evaporated Milk (Unsweetened)
Tall Cans, 1 doz..... 1.25
Small Size, 4 doz..... 2.00
Challenge 4.65
Floral 4.50
Rose 4.75

Borden's Malted Milk.

Trial size, pe rdoz..... .90
Small Size 4.00
Large ize 8.00
Hospital Size.....33.00

Alpine Milk.

20-oz., 1 to 5 case..... 1.05
20-oz., 5 to 10 case..... 1.00
20-oz., 10 to 25 case..... 3.95
20 oz. 25 to 50 case.....
20-oz., 50 cases or more....
8 oz, 96 to case.....
Gal., 6 to case.....

Carnation Milk.

20-oz. 1 to 4 case..... 1.05
20 oz. 5 to 9 case 1.00
20 oz. 10 to 24 case..... 3.95
20 oz. 25 to 49 case.....
Gal., 6 to case, 10c less.

Miscellaneous.

St. Charles, 4 doz in case....$1.50
St. Charles, 5 case lots. ... 1.40
Jersey, 1 doz, per case..... 1.00
Lily 1.25
Highland 4.25
Pet, Fam., 4 doz to case.... 3.35
Baby Pet, 6 doz to case..... 3.00

Cofolene.

	Single cs.	5 cs.	10 cs.	25 cs
Small	7.25	7.15	7.10	7.00
Medium	7.25	7.15	7.10	7.00
Large	7.25	7.15	7.10	7.00

GELATINE.

Bromangelon.

(Straight and assorted flavors)
Raspberry, Lemon, Strawberry, Orange, Cherry, Chocolate).

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Large, 2 doz, per doz..... 1.20
Small, 3 doz, straight or assorted, per doz..... .90
Silver White Keystone, per dz 1.00
Minute, per doz 1.00
Knox's, per doz..... 1.25
Knox's per gross.....15.00
Knox, Acidulated, per doz.. 1.20
Cox's, per doz..... 1.15
Keck's, per doz..... 1.10
Plymouth Rock 1.20
(1 doz. free with 3 doz.)
Sheet ..... .35

Ginger Confections.

China, per case of 6 stone jars 2.50
China, Chyloong small stone pots, per doz..... ....
Crystallized glace, ½-lb. tin, per doz. 2.50

Hops.

No. 1, ¼ lb, 30-lb box, lb.... .30
No. 1, 1 lb, 30-lb box, lb.... .30
Less than 30-lb boxes..... .31

Junket Tablets.

1½ doz in container, per dz .80

Lemon Sugar.

Gilt Edge, 24½s, per doz.. 1.37½
Gilt Edge, 24 1's, per doz.. 1.85

Lime Juice.

Tahita, 24 8 oz, per doz....$1.25
Tahita, short measure, 16-oz. 1.50
Tahita, full measure, 32-oz..2.50
Tahita, bulk, gal..... 1.00

Olives.

Bottled.

Queen Olives, 10 oz, oval,pts, 2 doz .....t..... 3.00
Fluted Stuffed Olives, 5 oz., 6 doz 1.10
10 oz., oval olives, pts, 2 dz 2.50
Baby Pimolas, 10 oz., 2 doz.. 3.65
Baby Pimolas, 24 1ns..... 6.25
Manzanilla, 8 oz. 4 doz.... 1.25
Manzanilla, 5 oz. 4 doz.... 1.10
American Ripe, pts, tin. 2 dz 2.25
American Ripe, qts, 2 doz... 3.75
Old Mission Ripe, pts, 4 doz. 1.80
Old Mission Ripe, qts, 2 doz. 3.25

White Label, 5-oz., Manzanillas.

	Per doz
5-oz., Manzanilla.....	1.30
8-oz., Queen	1.85
10 oz., Queen.....	2.35
14 oz., Queen	3.75
22 oz., Queen.....	5.75
32 oz., Queen	9.00
64 oz., Queen.....16.00	
5 oz., Stuffed	1.30
10 oz., Stuffed.....	2.65

Olive Oil.

1 doz qts (California) per dz 8.00
2 doz pts, (California) per dz 4.25
1 doz ½ pts(California) pr dz 2.25
Callon tins, " each..... 2.50
½ gal. (California) each..... 1.50

Nicelle Brand.

4 doz ½ pts. case..... 9.00
2 doz pts, case..... 8.50
1 doz 22 oz. case..... 9.00
1 doz qts, case..... 8.00

Old Mission.

1 doz qts., case..... 8.00
2 doz pts., case..... 9.00
2 doz ½ pts..... 4.80

Grogan's Purity Olive Oil.

Qts., 6 to gal, 12 to cs, pr cs. 7.50
Pts., 12 to gal, 24 to cs, pr cs.. 8.00
½ pts., 24 to gal, 48 to cs, pr cs 8.50
Gal. Can, 8 to case, per can. 2.40
½ Gal Can, 12 to case, pr can 1.30

Mushrooms.

	doz.
Le Court, 100 to case.....	$3.50
Le Sorrest, 100 to cs.....	3.00
Hotel, 100 to case.....	3.00
Fancy Stuffed, pts.....	4.00

Peanut Butter.

Heron's 2 doz to cs, per doz 2.40
Imperial, 2 dz, No. ¼ glass,dz 1.10
" 2 dz, No ½ glass, dz 2.10
" 1 dz. No. 1, glass, dz 3.25

Peels.

Citron, 25 lb box ..... .23
Citron, 10 lb box..... .23½
Lemon, 25 lb box..... .15
Lemon, 10 lb box ..... .15½
Orange 25 lb box..... .14
Orange, 10 lb box..... .14½

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Plum Pudding.

Curtice, Individual, doz.....$1.10
" No. 1, doz..... 2.50
" No. 2, doz..... 4.50
" No. 3, doz..... 6.50
G. & D., 1s, 2 doz to cs, dz.. 2.50
" 2s, 12 to cs, doz.. 4.50
" 3's, 6 to case, doz.. 6.50
" 4's, 6 to case, doz.. 8.50
R. & R., Individual, doz.... 1.00
" 1's, per doz..... 2.65
" 2's, per doz..... 4.60
" 3's, per doz..... 7.10

Salad Dressing.

Durkee, small, 2 dz, per doz.. 2.50
" large, 1 doz, pr doz 4.25
" picnic size, 4 dz, pr dz 1.00
My Wife's, 1 doz, 16-oz. case 3.25

Salad Oil.

Tierces, about 50 gal., gal..$ .75
1 gal. tins, 10 to case, gal.... 1.00
5 gal. tins, 1 to case, gal.... .95
½ gal. tins, 20 to case, gal.. 1.10
Quart bottles, 12 to case, doz 2.75
Pt. Bottles, 24 to case, doz.. 1.50
½ pt. bot., 36 case, doz.....

Saratoga Chips.

(Less 5 per cent.)

Bulk, 15-lb box 3.60
Cartons, 6-oz., 24 in case, doz 1.30

SALT.

Cal .Table & Dairy, 75 2's, 60 2½'s, 50 3's, 30 5's, 15 10's and 8 20s. per bale..... 1.75
Do 50-lb bags, ton.....12.00
Leslie's Sterilized, 75 2's, 50 3's, 40 4's, 30 5's, 15 10's, and 8 20s. per bale..... 2.25
Do, 50-lb bags, ton.....none
Leslie's, 50s 20.00
Imptd Liverpool, 50s, ton....20.50
" " 100s, ton....19.50
" " 200s, ton....19.00
Genuine Werrington,50s,pr ton20.00

H. R. H. Liverpool.

Bales of 75, 2s, per bale....
Bales of 50 3's, 40 4's, 30 5's, 15 10s, 8 20s, per bale....
Bags, 50s, per ton.....

Worcester.

Worcester Dairy,bbl 320 lbs (5 bbls. 5.25)..... 5.25
Worcester Dairy, bbl 320 lbs, 10 bbls 4.75
Worcester Table, 140 2s, 100 3s and 60 5s..... 1 bbl 5.75 5 bbl 5.50
Worcester Table, 30 10s 5.50 5.25
Worcester Table, 50lb sacks, Irish Linen ..... .90 .85

Rock Salt.

Half-Ground, 100-lb sks, ton 9.50
" " 50s, ton.....10.00
Stock, 100-lb sack, per ton. 8.50
" 50s, ton 9.00

Package Salt.

Leslie's Sterlized, 48 2's..... 2.75
" " 24 3's..... 2.60
" " 20 5's..... 2.50
" " 50 2's..... 3.60
R. S. V. P., 2s, 24 to case.. 2.80
R. S. V. P., 6s, 24 to cs, pr cs. 2.00
R. S. V. P., 5s, 20 to cs, pr cs. 2.50
Log Cabin, 24 2s..... 1.70

Celery Salt.

Durkee's, 1 doz in box..... 1.25

SOUPS.

Anderson's 20 varieties..... .90
Campbell's, 21 varieties..... .90
Snider's, Tomato, 3's..... 2.60
" " 2's 1.85
Van Camp's, 21 varieties.... .95
Libby's, 2's, assorted..... 2.35
" 1's, " 1.40
" concentrated, 1's..... 1.60

Franco-American.

	Qts.	Pts.
Mock Turtle, Ox Tail, Consomme, Bouillon,Juliene, Vegetable, Beef, Pea..3.15		1.80
Chicken	3.50	2.00
" Gumbo	3.30	2.00
Green Turtle, thick.....7.00		3.50
" " clear 9.50		....
Mulligatawney	3.50	2.00
Tomato	3.15	1.80
Assorted 3.25		1.85

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Department 23.

PICKLES, VINEGAR, RELISHES, ETC.

This Department is corrected each week by the Pacific Vinegar & Pickle Works.

PICKLES IN BULK

California Home Brand

Uniformly Assorted by Hand and Count Guaranteed.	Sour ½ bbl 32 gal.	Sour ¼ bbl 16 gal.	Sweet ½ bbl 32 gal	Sweet ¼ bbl 16 gal.
Special Small Gherkins ½ bbl. 6000, ¼ bbl 3000			24.00	12.50
Special Small Mixed Same count			24.00	12.50
Gherkins ½ bbl 4000, ¼ bbl. 2000			21.00	11.00
Mixed Same count			21.00	11.00
Special Small Medium Pickles ½ bbls. 3000, ¼ bbls. 1500	13.00	7.00	18.00	9.50
Special Small Medium Mixed Same count	13.00	7.00	18.00	9.50
Small Medium Pickles ½ bbls. 2000, ¼ bbls. 1000	12.00	6.50	16.00	8.50
Small Medium Mixed Same size	12.00	6.50	16.00	8.50
Chow Chow			15.00	8.00

Package Count	Bbl 1800	Bbl 1500	½ bbl 1200	¼ bbl 600	½ bbl 1000	¼ bbl 500
DILLS	15.00	14.00	10.00	6.00	9.50	5.50

Jumbo Dills.—bbl., $12.00; ½ bbl., $9.00; ¼ bbl., $5.00.

California Home Brand.

Sour and Sweet, (Plain or Mixed), German Dill, Chow Chow and Onions

	No1 Sml	No2 Mdn	No3 Lrg	Dills	Swt Mid gets	Sweet Gherkins	Chow Chow	Pearl Onions
Barrels, 50 Gals	$0.36	$0.33	$0.28	$0.28	$0.60	$0.55		$0.80
½ Barrels, 32 Gals	.38	.35	.30	.30	.62½	.57½		.82
¼ Barrels 16 Gals	.40	.37	.32	.32	.67½	.62½		.84
Kegs, 10 Gals	.42	.39		.34	.67½	.62½		.86
Kegs, 5 Gals	.44	.41		.36	.70	.65		.88
Pails, 5 Gals	.44	.41		.36	.70	.65		.88
Pails, 2 gals	.55	.50		.38	.75	.70	.60	1.00
Pails, 1 gal	.65	.60		.50	.85	.80	.70	1.10
Sd kegs, 10s, 8 gals	3.50	3.25	2.00	2.75	5 50	5.00	3.75	7.25
Sd kegs, 5s, 4 gals	1.75	1.65	1.00	1.50	3.00	2.75	2.00	3.75
Sd kegs, 3s, 2½ gals	1.25	1.15	.85	1.00	1.75	1.60	1.50	2.25

"CENTAUR BRAND"

Sour (Plain or Mixed), German Dill, Chow Chow and Onions

Midgets Small Medium Select'd Dills Chow Onions

	No1 sml	No2 Mdn	No3 lrg slct	German Dils	Chow Chow	Calif. Onions
Barrels, 50 gals	$0.33	$0.30	$0.25	$0.25	$0.32	$0.25
½ Barrels, 32 gals	.35	.32	.27	.27	.34	.27
¼ Barrels, 16 gals	.37	.34	.29	.29	.36	.29
Kegs, 10 gals	.39	.36	.31	.31	.38	.31
Kegs, 5 gals	.41	.38	.33	.33	.40	.33
Pails, 2 gals	.51	.47		.35	.50	.40
Pails, 1 gal	.61	.57		.45	.60	.50
Stand Kegs, 10s, 8 gals	3.25	3.00	1.60	2.50	3.20	2.50
Stand Kegs, 5s, 4 gals	1.65	1.50	.80	1.35	1.60	1.25
Stand Kegs, 3s, 2½ gals	1.15	1.00	.70	.90	1.10	1.00

PICKLES IN GLASS

California Home Brand

Pat. Top—English or Octagon	10 oz.	½ Pt.	Pt.	Qt.
Gehrkins Sour	1.35	1.60	2.30	4.50
Mixed Pickles	1.35	1.60	2.30	4.50
Chow Chow	1.35	1.60	2.30	4.50
Pearl Onions	1.75	2.00	3.25	
Sweet Gherkins	1.75	1.90	2.75	5.00
Sweet Mxd Pickles	1.75	1.90	2.75	5.00
Seref Gurken			2.75	5.00

CENTAUR BRAND

American Style—Square Bot | Eng. style, Round Bot.

	Pts.	Qts.	½ Gal	Gal.	½ Pts	Pt.	Qt.
Gherkins	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Mixed Pickles	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Chow Chow	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Picalilli	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Mexican Hot	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Cal. Onions	1.20	1.75	3.00	5.00	1.20	1.75	3.00

TOMATO CATSUP.

	In Glass, per doz. ½ Pt.	Pt.	Qt.	Jugs, per Jug ½ Gl.	1 Gal.	2 Gal.	1 Gal. Tins Scr.tp	Ft.tp
Cal. Home Brand	1.35	*2.25	3.25	.70	1.00	1.90	.80	.75
Sunrise				.50	.85	1.60	.65	.60
Sunset	.90	1.65	2.75	.35	.60	1.20	.55	.50

*2 doz case free with five.

89 90

Tomato Catsup—In Bulk.

	Bbl. 50 Gl	½ Bbl 32 Gl.	¼ Bbl 16 Gl.	10 Gl	5 Gal	24 Standard Keg
Cal. Home Brand	55	50			70	5 50 | 2 75 | 2
Sunrise	45	50				4
Sunset	35	40			50	

TABLE SAUCE.

In Glass.

	½ Pts	Pts	Qt	Gal	In Jugs 1 Gal.	2 Gal.	Gal
Cal. Home Brand	2 00	3 00					
Worcestershire	1 00	2 00					
Chestershire	.75	1.50					

Table Sauce in Bulk.

	Bbls 50 G	½ bbls 32 G	¼ bbls 16 G	Kegs	Kegs	Standard Kegs 100 lbs		
Cal. Home Band								
Worcestershire	.80	.82	.84	86	88	7 00	3 50	2 00
Chestershire	.55	.57	.59	61	63	5 00	2 50	1 00

VINEGAR

Commercial Wine, Cider, Malt or Spirit Vinegar

	40 Gr.	50 Gr.	60 Gr.	70 Gr.	80 Gr.	90 Gr.
Barrels	.14				20	
½ Barrels	.16					
¼ Barrels	.18					
10 Gal Kegs	.20				26	
8 Gal. Kegs	.20				26	
5 Gal. Kegs	.22				28	
4 Gal. Kegs	.22	.24	.25		28	
8 Gal. Kegs	.24	.26	.27		.30	

HIGH GRADE VINEGARS

	Barrels	½ Bbls
California White Wine Vinegar	.30	
California Red Wine Vinegar	.30	
Apple Juice Vinegar		
California Home Brand Pure Pickling	.25	
Cases of one dozen uarts		

RELISHES AND CONDIMENTS.

Miscellaneous.

	6 oz	½ Pt	Pt.	10 oz
Tomato Chutney	1.25	1 75	2.50	1 85
Chili Sauce	1.25	1 75	2.50	1 85
Salad Dressing	1.25	1 75	2.50	

California Home Brand

	8 oz	14 oz	Pts
Sweet Relish	.95	2.00	2.75
East India Relish	.95	2.00	2.75
Red Hot	.95	2.00	2.75

Truffles.

1-16 glass, per doz	3.60
1-16 tins, per doz	2.75
⅞ tins, per doz	5.25
¼ tins, per doz	10.45
½ tins, per doz	20.35

Yeast Cakes.

Magic Yeast, case	1.20
Yeast Gem, case	1.15
Great Western	1.00
Gillet's Magic	1.20
Yeast Foam	1.20

This Dept. is corrected by Fillmann & Bendel; Pac. Vinegar & Pickle Works.

CATSUPS.

Snider's, qts. doz	3.75
" pts "	2.40
" 1½ pts, "	1.40

Griffon's.

½-pints, per doz	1 12½
Pints, per doz	1.85
Quarts, per doz	3.25

Miscellaneous.

Campbell's, ½ pts, doz	1.15
Heinz, 10-0z	
" 12-oz	
" 17-oz	
Blue Label, 25 ½-pts. to cs	
Blue Label, 25 pts to cs	
Blue Label, 12 qts to cs	
Golden Star, gal. jugs, doz	none
" " qt. jugs, doz	3.65
" " pt jugs, doz	2.35
" " ½ pt jugs doz	1 40

Long's Fruit Catsup.

Pts, 24 to cs, case	4 75
½-Pts, 48 to cs, "	
" 2, 5 and 10 lbs, tb	

SAUCES.

Holbrook's, ½ pts	2 10
Lea & Perrin's, small	2 75
Lea & Perrin's, medium	3 00
Lea & Perrin's, large	3 25
Tobusco, New Iberia	1 00
Pepper, sprinkle top, ½ pt	
5-Gal Kegs, gal	.80
Standard Keg	6 00
" " 3s, keg	2.00

FRENCH MUSTARD.

(In bulk)

	Gal
Bbl. per gal	
½ bbl. per gal	.40 .24
5-Gal Keg	
2-Gal. Pail	.50
1-Gal. Pail	
Standard Keg	
" " 5s	1 75 1
" " 3s	1.50 1 25

In Glass, Cal. Home Brand

5 oz, 2 doz to case, per doz	
14-oz, 2 doz to case, per doz	2 75

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Standard.

6-oz. small bbl. ..... .80
8-oz. Dusseldorf ..... .90
16-oz. " 1.40

SAUERKRAUT.

Cal. Home Brand—Dry Pack

Bbl., 50-gal. 15.00
½-bbl., 25 gal 10.50
¼-bbl., 12½ gal 5.50
10 Gal. Kegs 4.25
5-gal Kegs 1.75
3 Gal. Pail ..... .75
1 Gal. Pail ..... .60
Standard Logs, 100 ..... 7.50

Department 24.

GROCERY SUNDRIES.

This Dept. is corrected by **Haas Bros.; Wm. Schuff Co.**

Axle Grease.

H. & L., per case $2.00
C. & S., 2-doz case, per case 2.00
" 5 case lots..... 1.95
" 10 case lots..... 1.85
Frazer's, 2 doz tins, per case 2.25
Frazer's, 4 doz wd, per case. 3.60
Frazers, 15-lb pails..... 1.00
Mica, 3 doz tins, per case.... 2.60
Castor Oil, 2 doz ls..... 2.60
Universal, 2½, light..... 2.00
Universal, 2½, dark 1.75

Paper Bags.

Automatic, Self Opening, 500 in pkg, List
½ lb .... $1.00 8 lb 4.80
1-lb ..... 1.20 10-lb 5.20
1-lb ..... 1.60 12-lb 6.30
1½-lb .... 1.70 14-lb 8.30
2-lb ..... 2.00 16-lb 9.00
3-lb ..... 2.50 20-lb 10.00
4 lb ..... 2.90 25-lb 11.00
5-lb ..... 3.40 30-lb 13.00
6-lb ..... 4.00 35 lb 15.00
7-lb 4.40
Sizes 8 to 35 lbs.
Sugar Bags, broad bottom, lb .06
Discounts from above list:
Cheapest, 50%.
Eagle or Equal, 50%.
White bags, 50%.
Lion, 46%.
Mikado (stripped) 40%.

Bluestone.

Barrels, per lb..... .12
5 bbl. lots, per lb..... 11½

BATH BRICK

Bristol, 2 doz, per case..... .95
Powdered, 20 1s, per case....1.15
Powdered, 40 ½s, per case...1.25

CANDLES.

Admantine.

Adam, 14-oz., 20s..... .11½
" 12-oz., 20s..... .10½
" 10-oz., 20s ..... .09½
Hotel, 40s, 12-oz..... .10¾
(Wrapped ½c higher.)
Chippewa, 1 oz..... .07½

Torchlight

Stearic Acid, 12 oz, 20s.... .10½
" 14 oz, 20s.... .11¼
" (wrap) 16 oz 20s .12½

Stearic.

Schneider's 14-oz., 20s.... .14
Schneider's 14-oz., 40s.... .13½
Schneider's 16 oz, 20s.... .15½

Paraffine, Etc.

Per lb.
4s, 6s, in cartons of 36-lb bxs 11
12s, in cartons of 36-lb bxs.. 11¼
½-lb, in cartons of 25-lb bxs 11
1-lb cartons of 25-lb bxs.... 11
Colored, 1c higher.
Beeswax, pure for churches .35
Do No. 2..... .27½
Do No. 3..... .22½
Christmas, all sizes..... .09
Do holders, per gross....85
Wax Tapers, per doz pkgs.. .80
Do Per gross.....8.00
Night Lights, German, on pap & wd, per doz..... .40
Do French, on tin, doz 85, 1.25

Werks

16 oz S. A., 10s, (wrap) . .16¼
16 oz, S. A., 20s..... .15½
14 oz., S. A., 40s, (wrap).. .14
14 oz, S. A., 20s..... .13⅞

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14 oz Adam 20s..... 11¼
12 oz, Adam, 20s..... .10⅝
10 oz. Adam 20s..... .09

Standard Oil Company.

Electric Light.

Per Set
6s, 16 oz., 20 sets. 11¾
6s, 14 oz., 20 sets..... .10¾
6s, 12 oz., 20 sets. .09¾
6s, 10 oz 20 sets..... .08¾
12s, 14 oz., 40 sets (hotel) .07¾

Granite Mining.

Per Set
6s, 16 oz., 10 sets 12¼
6s, 16 oz., 20 sets..... 12½
6s, 14 oz., 10 sets..... .11
6s, 14 oz., 20 sets..... 11¼
6s, 12 oz., 20 sets..... .10¼
6s, 12 oz., 20 sets..... .10½
6s, 10 oz., 20 sets..... .09½
12s, 12 oz., 40 sets (hotel).. .10½

Paraffine Wax.

Per Set
1s, 14 oz., 25 sets, white.. .10¾
2s, 14 oz., 25 sets, white... .10¾
4s, 14 oz., 36 sets, white... .10¾
6s, 14 oz., 36 sets, white... .10¾
12s, 14 oz., 36 sets, white.. .11¾
Colored, 1 cent higher.

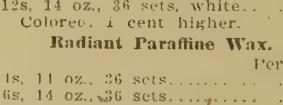
Radiant Paraffine Wax.

Per Set
1s, 14 oz., 25 sets, white.. .10
6s, 14 oz., 36 sets..... .10
6s, 14 oz., 20 sets..... .09¾
6s, 10 oz., 20 sets..... .08

Egg Food.

Pratt's, 26-oz, 2 doz in cs.. $4.50
Wellington's, 4-lb, 2 doz box. 4.00

Fly Paper.



Sticky (holders gratis)..... $ 2.50
Tanglefoot, per case..... 2.50
Tanglefoot Holders, per case of 50 ..... .35
Subert's, 40 5s, paper in box .90

Fruit Jars.

(Net cash—no discount)

Mason's, pts, per gross..... 6.25
Mason's, qts, per gross..... 7.00
Mason's, ½ gal., per gross..10.00

Fruit Jar Caps

Porcelain, 6 doz to box, pr bx 2.80

Fruit Jar Rubbers.

No. 1 White, per lb..... .60
"Gold Seal," cartons, per gr .75
"Badgers," cartons, per gr.. .60
Red Ribbon ..... .70

Glue.

Le Page's, 1 oz per doz..... .80
Le Page's, 2 oz., per doz.... 1.30
Le Page's ½-gill tins, per doz 1.50
Le Page's, 1-gill tin, per doz 2.00
" " Tubes, small, gr....12.00
" " " big, per gr....18.00

Cordage.

Basic price—Manila 15¾, Sisal 10¾, (5,600 lbs. ½c and 10,000 lbs. ½c less.) All kinds' advance on base price per pound as given underneath:

	Sis.	Man.
Rope, 1¼-in., (7-16 diam		
" 6 and 9 thr. (¾ and upwards)	basis	basis.
" 12 thread (⅜ diam)	½	½
" 5-16 diam)..	¾	¾
" Bale, 3 and 4 strand	½ less	basis
" " 2, 6, 8 st'nd	½	½
Lath Yarn	basis	basis
Hop Twine, tarred....	1	1
Grape Vine Twine.....	1	1
Spring Twine	..	2½
Paper Twine, unoiled..	½	2½
Whale Line and Bolt..	..	1
Hawser laid rope for well-boring	..	1
Transmission of Power	..	5
Lanyard and Tarred...	..	basis
Lariat Rope, hd tw, unoiled, 3 & 4 st'd..	1	1
Sash Cord in coils....	..	..

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Cattle Bone.

Birds', per lb..... .20

Insect Powder.

Eureka, 10c size, per doz.... .75
Eureka, 25c size, per doz.... 1.75
Eureka, 60c size, per doz .. 4.50
Eureka, $1.00 size, per doz.. 8.00
Buhach, 2-oz., per doz 1.15
4-oz., per doz 2.15
8-oz., per doz 4.25
" 16-oz., per doz 8.00
" 6 lb., per lb..... .60

Matches.

Tins 1.60
Boxs, doz boxes 1.20
Swedish Safety, per gross.... .65
Swedish Wind, 1 gross..... .90
Vulcan Parafiine, 65s per gr .55
Do 50 grs lots..... .50

Diamond Match Co.'s.

Anchor, 200s..... 1.70
Do, 500s 4.00
Bird's Eye, 500s, gr..... 3.75
3 Noes Safety, 100s..... 7.75
Bees Wax, 100s..... 4.50
Globe, 100s 5.00
Domino, case 2.75
Red Top Safety 2.75
S. & C. Eastern Parlor 80's.. 4.25
S. & C., 200s 2.25
S. & C., 300s..... 3.25
S. & C., 500s..... 4.25
Press, 100s, 5-gross case.... 4.75
Little Star, per case..... 2.20
Search Light, 160s, large 1 gr 1.75

Paper, Wrapping.

Butter, White, per ream.. .20
Do Waxed, per ream... .25
Manilla, No. 2, roll, any size lb .4½
Manilla, No. 1, rolls or flat .05
Straw, per ream..... .95
Do rolls, any size, per lb .03½
Drab, per ream..... .60
Do rolls, any size, per lb .02¾

Paper, Toilet.

Royal, 100 rolls of 500 shts.. 4.00
O Keyed, 5-oz rolls, per case 2.50
Royal, 8-oz rolls, per case.. 4.25
O Keyed, tablets, per caes.. 3.75
Pastime, tablets, per case... 4.50
Union, per case..... 7.00
Lulu, pkgs, 1000 shts, per cs 3.75
Astoria, pkgs 450 shts, per cs 3.90
Windsor, pkgs 500 shts, per cs 4.00
Universal, pkgs 700 shts, pr cs 6.00
Great Eastern, pkgs 1000 shts, per case 7.50
Popular Rolls, 5 oz, 100 rols, per case 3.00
Daisy Rols, 9 oz, 100 rolls, per case 4.50
Express Rolls, 10 oz, 100 rolls, per case 5.00
Asbestos Rolls, 11 oz, 100 rolls, per case 5.25
Mammoth Rolls, 16 oz, 100 rolls, per case 7.50
Pyramidal, 2000 sheets, 50 rolls in case..... 7.50

"No-Meds"

(Cereal Laxative)

48 cartons to case, per case.$12.00
Less 30 % discount to trade. Varying cash discount depending on quantity purchased.

Polishes, Shoe.

Day & Martin's.

Large, 6 dz to case, doz.... 3.00
Medium, 6 dz to case, doz.. 2.25
Small, 10 dz to case, doz .. 1.00

Mason's Russet Polish.

	Doz.	¼ Gr.	Gr.
No. 2	.40	1.20	4.80
No. 3	.70	2.00	8.00

Comb Black Dressing.

	Doz.	¼ Gr.	Gr.
Large	1.50	4.50	18.00
Small	.80	2.30	9.20

Combination Russet.

	Doz.	¼ Gr.	Gr.
Large	1.50	4.50	18.00
Small	.80	2.30	4.80

Mason's Stove Polish.

	Doz.	¼ Gr.	Gr.
	.15	1.20	4.80

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Polish, Stove.

Rising Sun, large pkg., per gr 6.25
Do 5-gross lots..... 6.00
Do Small pkg., per gross.. 3.85
Sun Paste lrg, ¼ gr bx per gr 5.00
Enameline, No. 4 tins, per gr 5.00
Do No. 6 tins, per gr.... 3.25
Do Liquid, pt-tins, bx 3 dz 2.25

X-Ray Stove Polish.



Small, 3 doz. to case, per cs 1.50
Large, 3 doz to case, per cs 2.50
(½ doz. free with each case.)

Polish, Metal.

Electro Silicon, 1 gr in case per doz ..... .80
Brilliantshine, ½ pts, per doz .95
Brilliantshine, pts per doz.. 1.80
Brilliantshine, qts, per doz.. 3.15
Do, ½ gal., per doz..... 6.00
Do 1 gal tins, per tin..... .85
U. S. Metal Polish, qts..... 3.67
" " pts 2.00
" " ½ pts..... 1.25
U. S. Metallic Polish Paste, lb. package, doz..... 3.35
½-lb. package, doz..... 1.67
3-oz package, doz..... .30
Barkeeper's Friend, pwdr, gr. 21.60

Seeds.

Anis ..... .15½
Canary ..... .07
Caraway ..... .15
Celery ..... .17½
Coriander ..... .11
Cumin ..... .18
Flax, ground ..... .06
Flax, whole ..... .06½
Hemp, sacks ..... .06½
Millet ..... .06½
Mustard ..... .10
Poppy ..... .15
Rape, Cal..... .06
Bird gravel, 2s, per doz..... .85
Bird Seed Mixed, 48 1s, doz .80
Red Ribbon, 60 1s..... .6½

Original sacks ½c less.

Sheep Dip.

Little', 10-gal tins, per gal.. 1.20
Little's, 5-gal drums, per gal 1.20
Smith's, 10 ½-gal tins, gal .95
Smith's, 5-gal drums per gal .95

Shoe Blacking.

	Doz	¼ Gr.	Gr.
No. 1	.25	.75	2.80
No. 2	.30	.85	3.25
No. 3	.35	1.00	3.85
No. 4	.45	1.10	5.15

Shoe Dressing.

Boss, 3 dz to cs, per gr..... 5.00
Russian, 3 dz to cs, per gr..12.00
Shinola, per gross.....10.00
16 Shinola outfits of brush and dauber, no charge.
Shinola paste, case of 3 doz 2.50
3 solid brass scoops, no charge.

Bixby's Polishes.



Jet Oil, doz..... .85
Jet Oil, 3 dz bx, 5 Bixola free 2.55
Royal Polish, 1 doz in box.. .85

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Royal P'lish,3 dz bx,ham'r free 2 55
Shoe, Satin, 1 dz (sml comb'n) .75
No. 5 Shoe Satin Paste, 1 doz .50
No. 5 Shoe Satin Paste, 1 doz .90
No. 10 Satinola Paste, 1 doz .50
No. 10 Satinola Paste, 1 doz in box .80
Satinola, combination, sml, dz .75
Satinola, combination, lrge, dz 1.25
Shoe White Cream, per doz .85
Ermine White Paste, per doz .50

Bixby's.

"BBB" size M., ¼ gr box.. 1 25
"BBB," size B, per ½ gr. box 2.50

Twine.

Cotton, 4-ply, 100-lb bales, lb .27
" 3-ply, 100-lb bales.. .27
" 2-lb cones, per lb.. .27
Hemp, 8-oz balls,pr 3-lb pkg.. .27
Do, 4-oz balls, per 3-lb pkg .27
Sack, 4-ply, 12-lb pkgs, lb.. .27

Binder Twine.

Pure Manila,650 ft to lb.pr lb 14½
Manila, 600 ft to lb, per lb. .13½
Standard, 500 ft to lb. pr lb 11½
Sisal, 500 ft to lb, per lb.. .11½

Wax.

Fruit, 25 1-lb pkgs, per box.. 1.50
Mint Wax, per box..... 1.50
Japan, per lb..... .20
Beeswax ..... .38
Pure Ref. Paraf., 40 1s, lb.. .10
Pure Ref. Paraf., 20 1s, lb.. .10

Wax Strings.

12-in., 10 pkg, 100 stgs each. 1.75
14-in., 10 pkg, 100 stgs each.. 1.90

Department 25.

WOOD AND WILLOW WARE

AXE HANDLES.

This Dept. is corrected by
The Heyman-Weilll Co.

Ex, 36-in., doz $2.50
No. 1, 36-in., doz 1.75
No. 2, 36-in., doz..... 1.35

Baskets.

	Per doz.
Cal., Open, Spruce, No. 3....	.85
Cal., Open, Spruce, No. 4....	.90
Cal., Open, Spruce, No. 5....	1.00
Cal., Satchel, Spruce, nest,0-5	1.25
Cal., Satchel, Spruce, nest,1-5	1.00
Cal.,Satchel, Spruce,nest, 1-41	.71
German Market, nest of 4....	1.25
Clothes, Oval, Wil., No. 2..	7.75
Clothes, Oval, Wil., No. 3..	9.00
Same, nest of 5 sizes.....	3.50
Japanese Treseoper, nest of 5, size 18x12x7	1.20
Same, size 20x13½x7.....	1.50
Same, size 24x15x10.....	1.90

Bowls, Wooden.

	Per doz
Maple, No. 1, 11-inch.....	.80
Do No. 2, 13-inch.....	1.75
Do No. 3, 15-inch.....	3.00
Do No. 4, 17-inch.....	4.75
Do No. 5, 19-inch.....	6.50
Do No. 6, 21-inch.....	8.50

Brooms.

	Per doz
No. 7 Special.....	4.00
Little Lady	3.65
Dandy	3.10
Cooks' Choice	2.35
Ladies' Pride, No. 1.....	2.55
Toy, string	1.00
Common Whisk.....	1.00
OO Whisk.....	1.35

Brushes.

	Per doz
Dust	2.25 12.00
Scrubbing	3.00
Dandy	1.00 5.75

Shoe Brushes.

No. 11o, black tampico 0.50 .95
No. 30 Mixed Center 1.75
No. 602, all black 2.00
No. 335, black and white 3.50
No. 4, bristles..... 3.20

Stove Brushes

	Per doz
351 tampico, handles	.90
No. 41, Black Bristle	1.90
No. 411, Black Bristle..	2.25

Ox Fibre Brushes

	Per doz
Scrub Cat, 10½x2½ in face..	1.60

46

Do Rat, 8½x2½ in face.. 1.25
Do Mouse, 6½x2½ in face 1.00

Can Openers.

King, doz ..... .75
Sprague, doz ..... .45

Carpet Sweepers.

Bissell's, per doz, 25.00 to 27.00
Standard, per doz..... 23.00

Cheese Safes.

Round, 22-in each..... 2.25
Square each 1.90

Clothes Lines.

Sisal, 40-foot, per doz.. ..... .90
Sisal, 60-foot, per doz..... 1.25
Cotton, 40-foot, per doz..... .80
Cotton, 60-foot, per doz.... 1.20
Sash Cord, 60-foot, per doz.. 1.75
Sash Cord, 90-foot, per doz.. 2.50
Wire Cord, 50-foot, per doz.. 1.25
Wire Cord, 75-foot, per doz.. 1.60
Wire Cord, 100-foot, per doz.. 2.10

Clothes Line Pulleys.

Galv. Iron, with eye.....$0.50
" " with hook ..... .60

CLOTHESPINS.

Common, per box of 5 gross.. .70
U. S. Patent Spring, per gross .55

CORKS.

Demijohns.

(Discount of 40% and 10%)

½ gal 5.75
1 gal 7.50
2 gal 13.50
3 gal 16.00
5 gal 24.00

Dust Pans.

No. 1 Japan, doz..... .75
Covered, doz 1.30
Janitor, doz 2.25

Dusters.

	Per doz
China, fancy colored.....	.80
Standard Turkey, No. 10....	2.45
" " No. 12.....	3.35
" " No. 14.....	4.25
" " No. 16.....	5.25
" " No. 18.....	6.00
Janitor, extra heavy....	15.00

DOOR MATS, COCOA.

	Per doz
Light, No. 1, 11x24..	4.40
D. No. 2, 16x27.....	6.00
Do No. 3, 18x30.....	7.75
No 20, 1, 20x33.....	9.50
Medium, No. 1, 14x25.....	5.50
Medium No. 2, 16x27.....	7.00
Medium, No. 3, 18x30.....	8.50
Medium, No. 4, 20x33.....	10.50
Extra, No. 2, 16x27.....	10.00
Extra, No. 3, 18x30	13.00
Extra, No. 4, 20x33.....	15.50
Extra, No. 5, 22x36.....	19.00
Keystone Steel Mats, sq. ft..	.30

Faucets.

	Per doz
Cork Lined, No. 0	.45
" " No. 2.....	.45
Cork lined, No. 3, doz.....	.90
" " No. 4	.80
" " No. 6	.75
" " No. 8.....	.90

Ironing Boards.

4-ft., per doz..... 4 50
4½-ft., per doz..... 5.00
5-ft., per doz..... 6.00
5½-ft., per doz..... 7.20

LAMP BURNERS.

Opposition.

0 or E, per doz..... .65
1 or A, per doz..... .75
2 or B, per doz..... .85

LAMP CHIMNEYS.

Electric—In Cartons.

2 0 6 doz in case, per doz 1.20

Lantern Globes.

Packed 3 doz in case..... .70

Aurora Rochester.

	Per doz
No. 1, 6 doz in case..	.75
No. 2, 6 doz in case.....	.90
No. 3, 6 doz in case.....	1.00

47

Macbeath Pearl Top.

No. 1 or A, 6 doz in case .95
No. 2 or B, 6 doz in case 1.05

La Bastie.

	Per doz
No. A, plain bulk, 6 doz in cs	.95
No. B, plain bulk, 6 doz in cs	1.53
No. A, crimp bulk, 6 dz in cs	1.32
No. B, crimp bulk, 6 dz in cs	1.63

Common Chimney.

	Per doz
No. 0 or E, 6 doz in case..	.40
No. 1 or A, 6 doz in case..	.45
No. 2 or B, 6 doz in case..	.55

LEMON SQUEEZERS.

Ball, per doz.....$0.85
Glass, No. 1, per doz..... .75
Glass, No. 3 (for oranges) dz 1.25

MOPS AND HANDLES.

	Per doz
9-lb. Mops	1.65-1.65
12-lb. Mops	1.80-2.20
Patent Mop Handles.....	1.00
Plain Mop Handles.....	.90

PAILS.

	Per doz
Wood, painted, 3 hoops....	2.65
Wood, varnished, 3 hoops....	2.50
White Cedar, 3 galv. hoops..	3.25
Fibre	3.60
Galvanized, 8 quarts	1.95
" 10 quarts.....	2.30
" 12 quarts	2.55
" 14 quarts	2.99

SHELF PAPER.

	Per gross
Narrow, assorted colors.....	.12
Lace paper, per box	.30

TUBS.

White Cedar—No. 0, 12.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Fiber—No. 0, $13.00, No. 1, $15.75; No. 2, $13.75; No. 3, $12.25.

Galvanized—No. 0, $8.50; No. 1, $6.95; No. 2, $7.95; No. 3, $8.50.

WASHBOARDS.

	Per doz
California, regular size.....	2.25
Little Lady, glass.....	1.85
Little Lady, zinc.....	1.10
Peerless, double	3.50
North Star	3.65
Crystal Glass	4.40

Washing Machines

Waverly	9.75
Matchless	7.50
Wonder	8.50
Majestic, family size, each....6.00	
Snowball, family size, each..6.75	
Leader, family size, each....7.00	
Shelby, family size, each....7.75	

WICKING.

	Grs
Lamp, 0 or E, ⅝-inch.....$0.30	
Lamp, 1 or A, ¾-inch	.40
Lamp, 2 or B, 1-inch.....	.60
Lamp, 3 or D, 1½-inch.....	.85
No. 1, Rochester	1.20
No. 2, Rochester	.90
No. 3, Mammoth.....	7.50
Junior Rochester	2.00
Stoves, 3-inch	1.50
Stoves, 3½-inch	1.90
Stoves, 4-inch	2.00
Stoves, 4½-inch	.00

WRINGERS.

Wood Frame.

Two top screws; iron tub clamp

	Per doz
Royal, 1½x3¾ inches	15.00
Challenge, "	14.00
King Special "	12.00
Empire	10.00
Ceresota, 10 inches	8.00
" 11 inches	9.00
" 12 inches	10.00

Iron Frame.

Superior, 10 inches..... 22.50
" 11 inches 24.00
" 12 inches 26.00
Crescent 9.00

Ball Bearing

Hitchcock 24.00

MISCELLANEOUS.

Barrel Cover, (fits any barrel size), per doz..... 1.20
Barrel 1.00

48

Brownies, per doz 1.00
Butter Ladies, plain, doz ..... .75
Butter Ladies, clasp, doz 1.00
Butter Spades, doz..... 1.00
Dishes, wire, per doz ..... .75
" " 1-lb, per M.. 2.50
" " 2-lb, per M.. 3.00
Dishes, wire, per doz ..... .75
" " " 1-lb, per M.. 2.50
" " " 2-lb, per M 3.50
Egg Beaters, Dover 1.00
Measures, tiber, 4, pieces... 1.50
Measures, tin, pt., qt., ½ gal., gal. 1.00
Lanterns, O Tubular, doz..... 7.50
Lantern globes, in bbls....70 gro.
Mouse traps, 1 to 5 holes, doz ..... .75
Mouse traps, Sure Catch, doz ..... .75
Nest Eggs, per doz ..... .75
Oil cans, glass, wire cover, 1 gal, per doz..... 4.00
Oil Cans, gal., glvnzd iron.. 2.15
Oil Cans, 5 gal., each ..... .75
Potato Mashers, per doz 1.00
Potato Peels, per doz 1.00
Spoons, wooden ..... .75
Step Ladders, 3 feet 1.00
Tacks, steel, assid, 2 14-oz.. 1.00
Tacks, Common, 2 oz., doz.. .75
Tapers, gas, 30 17-in, tgs dz .75
Toothpicks, box 2.50, 2.75
Twine Holders, hanging, doz .75
Spittoons, doz 1.00
Spreaders, doz 1.00
Strainers, tin 1.00
Whips, per doz, 1.00 to 3.00
Window Screens
18-inch, doz
24-inch

Department 26.

STATIONERY.

Corrected by the
Schwabacher-Frey Stationery Co.
42-44 Sutter st., San Francisco

Blank Books.

Counter, 75 leaf, per grs.... 4.50
Counter, 90 leaf, per grs.... 6.00

Day and Ledger.

Cap, canvas, 200 pp., each.. .30
Cap, canvas, 500 pp., each.. 1.00
Crown Cloth, 200 pp.
Crown Cloth, 300 pp., each..
Cap, Imperial Bond, 500 pp.

Writing Paper.

Tanglewood
Commercial
Commercial
Letter, 10-lb ex...
Cap, 12-lb

Envelopes.

XX, 5-in
XX
XXX, 10
XX, 10-in
or white ..... 1.40 @1.
XX, 5-in., Baronial cream
or white

Inks—Carters or Diamond

Black, 2 oz cylinde
Black, 4 oz
Black, 8 oz
" or Blue
" or Blue

Lead Pencils.

Cedar, rubber tip...
Lead
Matchless ....
No.
No.
Paper
2, 3, 4, "Office"
Copying

Steel Pens.

Barrel
Assorted
Gross
Gross
Gross
Gross

49

Department 27.

AMERICAN TOBACCO CO.

Smoking Tobacco.

5-lb Cartons, 25 and 30-lb Cases.
Seal of N. C. 1⅞ oz foil.... 68
" 3½ " 61½
" 8 " 58½
" 16 " 56⅛
" 1⅝ oz cloth 68
Seal of N. C., 3½ oz clth pchs 63¾
pouches 68
Seal of N. C. 16 oz decorated tin canisters 58½
Old Eng. Curve Cut, 1⅝ oz curved tins 74½
Old Eng. Curve Cut, 3½ oz curved tins 74½
Old Eng. Curve Cut, 8 oz.. 72
Old Eng. Curve Cut, 16 oz.. 69
Continental Cubes, 1⅝-oz tins 69¾
Monte Critso Slabs, 3½ oz tins 74½
Van Bibber, sicd plg, 1⅝ oz tins, 2½ lb cartons.... 70
Three Feathers, 1⅞ oz, 1¼ lb cartons, net.... 58¾
Pedro, 2½ oz foil.... 47½
" 2½ oz pouch.... 50¾
" 2½ oz assorted.... 49
" 16 oz decorated tin canisters 49½
Dixie Queen, 1⅞ oz foil.... 38⅝
" 8 oz tins.... 42⅛
" 16 oz decorated tin canisters, 6 lb cartons, 30 lb in cases.... 42
Duke's Mixture, 1⅝ oz sacks 40
Arlington, 1⅝ oz foil.... 63½
Duke's Cameo, 1⅝-oz.... 41½
Duke's Cameo, 2¼ oz foil.. 47½
Melrose, 1⅝-oz foil.... 66⅝
Fragrant Vanity Fair, 1½ oz foil 93
Red Indian Plug Cut, 1⅝ oz and 3½ oz foil.... 39
Fashion, 1⅝ oz 38¾
" 16 oz canisters.... 42⅛
Fashion Pail 12½
Bull Durham, 1 oz.... 62
" 1⅝ oz.... 62
" 3½ oz 59
" 8 oz 57
" 16 oz.... 53
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb.... 24
Echo Plug Cut, 1⅝ oz(16-oz. 48) 47⅜
Red Bell, 1⅝ oz.... 40⅛
" 16-oz pails.... 41⅛
Cornell Mixture, 3½-oz tin.. 43½
Oriental Mixture, 3½ oz tin.. 93
Honey Dip Twist, 10 to lb.. 13⅛
Grizzly, 16 oz, 24-lb cases.. 54⅛
Five Bros Pipe Smoking, long cut, paper pkgs, 3½ oz, 5 lb cartons, 30, 50 & 100 lb cases 37

Pride of Virginia, 1⅞-oz, 3½-oz and 8-oz tins, 2½-lb boxes, 10 & 35-lb cases... 75

Golden Cupid, 1⅞ oz foil, 25, 50 & 100-lb cases.... 60⅞
Sure Shot, 2s.... 33
Union Leader, 1⅝-oz foil.... 37½
" 3-oz pouch.... 39¾
" 8 and 16 oz canister 39½
Union Leader, 16-oz milk can 39½
Plaza, 1⅝ oz cloth, 5-lb cartons, case of 25 lbs, net.. 37½

Fine Cut Chewing.

Hiawatha, 2 oz, b'ght or d'k, 1 lb cart 10-lb cs, per lb 59
Hiawatha, 5-lb cs, 1-lb carts 59
Hiawatha, 16 oz, b'ght or d'k, 1 lb pails, lb.... 59
Hiawatha, b'ght or dark, 10-lb pails, per lb.... 56
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb pails.... 41
Sea Leaf, 10 to lb, bright or dark, 1-lb cart, 5-lb drums 67
Yacht, 1¼ paraffine bags, 5 lb monkeys 11

Cheroots and All Tobacco Cigarettes.

Old Virginia Cheroots, 3 in bundle, 11.75
5¢ in less than 1M lots
Old Virginia Cheroots, 5 in bundle 13.75
Old Virginia Little Cigars, 10s tin 5.75

50

Bengal little cigars, 10s, (10 per cent in free goods).. 7.30
Royal Bengal, 10 in pkg, 100 in carton.... 11.50
Van Bibber Little Cig., bundles of 10, boxes of 100.... 16.20
Sub Rosa cigarros, 10s, cartons of 500, per M.... 4.00

Stogies, Etc.,

Less 2% for cash.

Star Pittsburgh stogies 1-10s, 5 for 10c.... 15.00
Florodora little cigars, 1-10s, 3 for 5c.... 12.25
Red Top Stogies, 1-10s, 3 for 5c 12.50
Red Label Stogies (Jenkinson) 11.65

Cigarette Paper.

Vanity Fair, 50 pkg in box .97½
Wheat Straw, 50 pkg in bx, net 1.30
Wheat Straw, 100 pkg in bx net 2.55
Wheat Straw, Interlock, 50 pkg in box.... 1.15
Wild Oats, 40 pkg in box.. .90
Red Seal, 50 in box.... .25
Zig-Zag, 100 in box.... 2.50
Riz la croix.... 1.95

Plug Tobacco.

(Subject to discount 2%)

Battle Ax, 16 oz, 5 cuts, 12 and 24 lb bts, net.... 39
Big Gun, 16 oz, 3x12 smooth, bright, 6 sp, 16 lb butts.... 44
Boot Jack, 3x12, R & R, 5½ oz, 8 sp, 1, 4 8 and 12-lb and 2-lb fancy wooden bxs, net. 87
Bullion, 1x6, D T Nines, 6 to lb, 20-lb cad's.... 50
Climax, 2x12, R & R, 16 oz, 6 sp, 6, 12 & 30 lbs (7 oz 7, 10½, & 21 lbs 48).... 45
Climax, 3x12, thin, 7 oz, 7 and 14 lb 48
Cross Bow, 3x12, 14 oz, 4 sp, 14 lb butts.... 38
Drummond's Natural Leaf, 5½ oz, 5, 8 and 12-lb butts.... 63
Gold Rope, 7 to lb, 3, 6 and 12-lb boxes 56
Gold Rope, 14 to lb, 4 and 8-lb boxes 58
Horse Shoe, 16 oz, Smooth, 6 sp, 8, 12 and 24-lb butts.... 43
J. T., 2x6, 7 oz, R & R and Smooth, 2 sp, 10½ and 21 lb butts and caddies.... 39
J. T., 3x12, 14 oz, Smooth, 4 sp, 10½ and 21-lb butts.... 39
Newsboy, P. P. br or bulk, 5s 8, 16 & 24 lb.... 40
Nobby Spun Roll, 7 to lb, 3, 6 and 12 lb boxes.... 57
Old Honesty, 3x12, Smth, 15 oz, 6 sp, 7½, 15 and 30 lb.... 44
Old Peach and Honey, 6 to lb, 8 lb boxes.... 43
Piper Heidsieck, 5½ oz plugs, 2⅝x8 Pony Panel, 3-10c cuts, 4, 7, 14 lb.... 69
Red Cross, 12 and 24-lb butts, 18 oz, 3x12, embrossed 4 sp. 33
Saw Log, 2x12, R & R, 16 oz 6 sp, 24 lb.... 46
Saw Log, 3x12, R & R, 32 oz, 12 sp, 32 & 18 lb.... 46
Sledge, 16 oz, 4 sp, 3, 6, 12 and 24 31
Something Good, foil wrapped, R & R, 5½ to lb, 9, 13 lb butts 45
Spear Head, 16 oz, 6 sp, 6, 18 and 30 (7 oz, 48).... 45
Standard Navy, 3x12, embossed, 4 oz, 4 sp, 14 and 28 lb 38
6 for 10, 10⅔ oz, 24 lb butts. 35
Star, 16 oz, 12, 24 and 52 lb butts 15
Tinsley's Nat. Leaf, 3x12, 16 oz, 6 & 12 lb.... 54

Twist Tobacco.

Granger Twist hand made light pressed, 12 to lb, 12-lb half bushels and 15-lb grained pails 45
Red Ribbon Twist, 10 to lb, 16 lb ½ bushels and 5 lb pcks 40
Honey dip Twist, 11 to lb, packed 5 lb.... 44

51

Smoking Tobacco.

Master Workman plug, 3x6, 10 oz, 10 lb cad.... 45
Finzer's Mixed Plug, 16 oz, 3x12, 5 sp, 5 and 10 lb.... 32
Ole Varginy, 3 oz plugs 2x4 bright, 10½ lb boxes.... 42
Sickle plug, 15 oz 3x12, 5 sp 7½, 15 and 30 lb butts.... 46

JOHN BOLLMAN & CO.

Cigarettes.

Net cash.

Fragnrant Vanity Fair.... 3.90
Duke's Cameo.... 3.90
Sweet Caporal.... 3.90
Virginia Brights.... 3.90
Pets (foil packages).... 6.12
Richmond Straight Cuts, 10s tin and paper.... 6.12
Cairo, No. 27 and 27a, (cork tip 7.50).... 6.50
Casino Gold Tip.... 9.00
Imperiales, 10s, 20s, 50s, 100s, with or without mouthpcs. 7.35
Sultans, 10s, 20s, 50s, 100s, Mais and Rice paper with mouthpieces 9 25
Abdallah, No. 3 gold tip.... 7.75
" No. 2.... 9.00
" No. 1.... 13.00
Princess Lillian, Cork tips... 17.65
Turkish Trophies 7.75
Egyptian Deities, No. 1, 10s. 25.50
" " No. 3, 10s, plain tips 17.60
Egyptian Deities, cork tips.. 18.15
Mogul, cork tip.... 10.25

High Grade Smoking Tobacco.

Less 2% for cash.

Imperial Mixture, 2½-oz tin 1.10
Plum, 1⅝-oz foil, net.... .64⅛
Three Kings Mixture, 3½-oz tins 1.30
Yale Mixture, 1-oz tin, 1¼ and 2½ lb cartons.... 1.35
" 1⅝-oz tin, 2½ lb cartons 1.60
Yale Mixture, 3½-oz tin, 2½ lb cartons 1.60
Lone Jack, 3½-oz bags, net 1.17½

Wills' English Smoking.

Capstan, mild, med. or strong, 3½-oz, per lb.... 1.60
Capstan, mild, med or strong, 1⅝ oz, per lb.... 1.75
Latakia, 3½ oz, per lb.... 2.10

Sundry English Smoking.

Pioneer, 3½ oz, per lb.... 1.45
" 8 oz, per lb.... 1.43
" 16 oz, per lb.... 1.40
Lambert & Butler's Log Cabin, 3½ oz, per lb.... 1.30
Smith's Glasgow Mixture, 3½ oz., per lb 1.70

J. B. PACE TOBACCO COMPANY

Scroll Tag, twist, 6 to lb (other sizes, 67).... 66½
" light pressed, all styles 73½
Scroll Tag, cable coil, 3 and 4 oz 76
Corduroy Spun Roll, 6-lb bxs 56⅛
Mastiff Plug Cut, 1⅝ oz pchs or tin foil pkgs.... 68
Mastiff Plug Cut, 3½ oz pchs or tin foil pkgs.... 63
Mastiff Plug Cut, 16 oz decorated tin 52½
Boston Smoke, 12s (24s, 48). 49

SURBRUG CO.

Grain, 1⅝ oz patent can.... .70
Golden Sceptre, 1 oz, 1 lb cart, per lb.... 1.20
Golden Sceptre, 1⅝-oz, 2½-lb cart, per lb.... 1.20
Golden Sceptre, 3½ oz, 2½-lb cart, per lb.... 1.05
Golden Sceptre, 8-oz, 5-lb cart, per lb 1.00
Golden Sceptre, 16 oz, 8-lb cart, per lb.... .95
Arcadia, 3½ oz, 2½-lb cts (1 1-lb cts 1.60).... 1.56
" 1⅝-oz, 2½ lb carts 1.60
" 8 oz, decorated tin. 1.55
" 16 oz, decorated tin. 1.50
Crescent Club Mixture, 3½ oz .90

52

Cigarettes.

Milo Cork Tips 18.50
" Plain " 18.00
" Ladies' mouthpieces, 20s oval box.... 9.00
Egyptian Arabs No. 3 Cork Tips 7.40
King William, Egyptian, net 18.00
Turkish Delight, sanitary tip 7.00

JNO. J. BAGLEY & CO.

Net cash.

Gold Shore, 2½-oz.... 46¾
Lime Kiln cut plug, 2 oz.... 59¾
" " 3½ oz.... 59¾
" " 8 oz tins. 66⅔
" " 16 oz tins 64⅛
Sun cured 2½ oz foil.... 49
" 2½ oz pouch.... 51

WEYMAN BROS.

Less 2%.

Cut and Dry, 3½ oz papers.. 32¼

H. BOHLS & CO.

Fancy Mixtures.

White Navy Mixture, 1⅝ oz foil .... .65
White Navy, 3½-oz foil, 5-lb cartons .... .63
White Navy, 16-oz foil.... .60
London Dock, 3½-oz foil, 5-lb cartons .... .80
Golden Gate, 3½-oz tin, 5-lb cartons .... .85
Bright Virginia Pickings, 3½-oz tin, 5-lb cartons.... .80
Gold Bar, 3½-oz tin, 5-lb cart. .90
Great Blend, 16-oz box, mild, medium and special.... 1.15
Great Blend, 8-oz box, mild, medium and special.... 1.20
Great Blend, 3½-oz box, mild, medium and special.... 1.25

Cut Plug.

Seal Rock, 1⅝-oz tins, 2½-lb cartons 25-lb .... .74
Seal Rock, 3½-oz tins, 2½-lb cartons 25-lb .... .74
Seal Rock, 8-oz tins.... .74
Peanut, 1⅝-oz foil, 5-lb cart .38
Old Chief, 8-oz and 16-oz.... .46
Seven Up, 16-oz pail, briar pipe with each tin.... .54
Seven Up, 16-oz pail, without briar pipe .... .45
Seven Up, 2½-oz foil, 5-lb cart .43
Seven Up, 2½-oz pouch, 5-lb cartons .... .49

Long Cut.

case, per doz 1.80

R. A. PATTERSON TOBACCO COMPANY.

Less 2%.

Honest Labor, pch and tins, 2½-oz .... .50
Lucky Strike, 1⅝ oz tins.... .75
" 3½ oz tins.... .75
Patterson's Seal, 1⅝ oz foil. .37
" 3½ oz pch.. .38
" 16 oz tin.... .41

SNUFF.

America Snuff Co. .. ..

French, Rappee, 1⅝ oz bottles, per 3 doz.... 2.00
French, Rappee, 3½ oz bottles, per doz.... 1.80
French, Rappee, 16 oz jars, per lb.... .65
Maccaboy, 16-oz jars, per lb .60
Irish High Toast, 16-oz self-sealing fruit jars, 12-lb bxs .57
Scotch Lilienthal's, in bladders, per lb.... .60
Scotch Lilienthal's, in weasands, per lb .... .62
Horse Shoe, 16 oz glass jars, lb .... .50
Horse Shoe, 2½ oz fibre cans .61
Horse Shoe, 8 and 16 oz cans .48
Horse Shoe, 1 oz and 16 oz cans .56

Weyman Bros.

Copenhagen, 16-oz stone jars of 2 doz, per gross.... 5.04
" 1-oz tin, carts 65

(Continued from page 11.)

and the remaining unsold part is held in very strong hands, and growers financially able to carry same, and most of whom are holding for 6c.

"In relation to the report of the largest crop, something like 70,000 to 75,000 tons, there is absolutely no foundation for the report, and the crop at the maximum, with everything favorable, will not exceed 60,000 tons, and we are getting continued reports every day of a shortage on this estimate, due to sunburn and ravages of pest. It would not surprise us in the least to see the crop reduced to not to exceed the output of last year; nevertheless, to be the conservative side, we estimate the maximum, as stated above, 60,000 tons.

"You can rest assured, whenever raisins touch 5c. sweat box, if they ever do, the remaining unsold portion of the crop will be gobbled up by operators or a syndicate here within three days. No doubt the article referred to emanated from some short seller."

New York.—Reports of further important purchases of new crop Valencia raisins by American distributors are not accepted with reserve in view of the fact that indications point to a still lower range of prices on the Spanish fruit, and the disposition among buyers here and abroad is to wait for the market to settle. It is believed, however that the heavy purchasers already made for American account out of the Valencia crop and the prospect of continued strong competition from that quarter are exerting a depressing influence upon the Coast market for future California raisins. Some comment has been caused by a report from San Francisco that the J. K. Armsby So, was offering fancy seeded for Octoober-November shipment at 8¾c. f. o. b. F. A. Aplin head of the company's New York office, was asked as to the truth of the report and said: "The report that we are offering October-November shipment seeded raisins at 8¾c. is correct. This reduction of ¼c. from the price prevailing last week is not a surprise to us and we cannot understand why it should surprise anyone in the trade, as it is now a well established fact, based upon the judgment of disinterested people, that the raisin crop of California will be above 70,000 tons, if nothing unforeseen happens.

"Very many opinions are being expressed these days regarding the question of raisins. The grower has his views, the packers are not a unit by any means, and therefore their views are so varied as to create quite some confusion, but apparently both of these factions, if I may term them so, are inclined to figure that they represent all sides of the question, doubt this. The jobber has something to say, and the consumer, in the end, has things to say about the crop and about consumption and about the price at which the crop will go into consumption. It is true that the demand for California raisins for early shipment has been unusually heavy, owing to the spare markets throughout the country but in the face of a very large Valencia crop, which shuts off the demand for American raisins in the foreign market also supplying Canadian trade that last year looked to California for supplies, the question is prominently brought to the attention of the trade whether the States can consume such a crop as we have before us. Producers are prone to figure that the first sales no matter at how high a price, must and should shape the market for a crop, and too late they find that the consumer has something to say it most emphatically. Crop conditions abroad and in California are ideal. We have argued from the begining that the California crop would show fully 60 per cent greater than in 1906. Our interests are so closely identified with California products that our first desire is to market the crop at the best prices obtainable, but to market it is the first essential to real success. The large sales of Valencia are used is unquestionably the result of prices that have obtained on California fruit, and as the present indications show that Europe will not be able to take the present crop of Valencias, foreign growers naturally turn to the United States to market their surplus."

New York, July 24.—A new source of raisin supply is announced in the West Side fruit trade and a well known broker was yesterday displaying in the trade fine samples of Australia Valencia raisins, of unusually good flavor and appearance. The goods are chiefly interesting because, if the Australian growers are successful in their experiments, it will mean one more base of raisin supplies at a time when other centers are closed for the season. The Australian goods are packed in May, while all other raisin growing countries ship in August or September Prices named, however, are not attractive, ranging in the vicinity of nine cents.

PRUNES.

Advices from most of the growing districts are to the effect that the fruit continues to drop, thereby reducing the crop proportionately. From 5c to 5¼c. basis seems to be the prevailing figure, with a premium of ¼c. on 40's and ½c. on 30's.

HONEY.

Riverside.—Reports from bee men throughout the section indicate that the honey crop this season will be in excess of that of last year, but not nearly as large as it should be for a normal season. One great reason for this was the cool spring, which kept many of the flowering shrubs from blooming at the usual time. Bees as a rule are in excellent shape, however, and the bee men are generally quite encouraged with the outlook for the remainder of the season.

CANNED FRUITS.

Considerable business is being transacted in this line. Jobbers [illegible] sufficient help at home canning [illegible] very serious if [illegible] the industry and not [illegible] at one point. [illegible] in prices of the [illegible] by the sulphur agitation, but now that the bugaboo seems to have been [illegible] enced for the present, prices have resumed their [illegible] level.

CANNED PINEAPPLES.

Honolulu. The [illegible] Co's big new canning factory at Iwilei has been running full handed for some time and an average of seven carloads have been canned daily, between 15,000 and 20,000 cans per day. A night crew is soon to be put on, as the season is at its height.

CANNED TOMATOES.

The California Fruit Canner's Association has withdrawn its pack from the market and declines to quote. No more sales will be made until the size of the pack can be definitely told. The eastern situation is without any features of interest.

MARTIN'S CHEESE.

We are advised that new Martin's cheese is likely to advance ¼c. any day.

SALMON.

Wire reports indicate that the sockeye packing on the Sound at present looks far from promising. Of course, it is not too late to make a moderate pack but every day counts and makes the prospects for the packer poorer as at this time the fish should be running in full blast. With the Columbia River pack running to date about 25 per cent of normal, or 25 per cent of last year, the demand largely centers upon Alaska Red, which are as yet a matter of mystery.

Seattle, July 24.—While it is not too late for the annual salmon run on the Sound to materialize, there seems to be a well defined feeling among the salmon men in this city that the pack of sockeyes will be light. As far as can be learned, the pack thus far has amounted to very little compared to what it has been in previous [illegible] In fact, so light is the pack and so uncertain are the canners of their ability to make much of a showing they are still withholding [illegible] the sockeye stock. Some orders [illegible] taken earlier in the season, but the canners have now refused to sell and fill not even make quotations at present. Conceding that the pack of sockeyes on the Sound will be light, the brokers are now placing their hopes and dependence on the Alaska pack which is [illegible] falling off from previous years. No definite reports as to the exact extent of the pack thus far have been received here [illegible] as to place the estimate of the pack considerably [illegible] the [illegible] However, well informed [illegible] that if [illegible] cases are put up a good showing will be made. [illegible]

in Alaska red salmon have not as yet been offered in any quantities, but the market is expected to open in the neighborhood of $1.10. Spot Alaska salmon are now held at $1.05 and to $1.07½ but stocks are moving slowly. Spot goods are about equal to the demand. As usual, however, at this time of the year there is little activity in spot goods. Philip Brady estimated the available spot salmon on the Coast at not more than 65,000 cases, 50,000 of which are Alaska reds and 15,000 sockeyes. He estimates that this year's pack will not aggregate over 3,500,000 cases, all told. He believes that Alaska may be safely depended upon to turn out 2,000,000. There will be probably 1,000,000 cases of cheap fish put up, and the Columbia River and other scattering canneries ought to certainly pack 500,000 additional cases. This will be about the same as last year, but more than 1,000,000 cases below the pack of the big year, when upwards of 5,000,000 cases were packed on the Coast.

Seattle, Wash.—The salmon pack this year will be light, according to advices brought to this city from Alska by the steamship Farallon. There has been a light run of salmon but the sockeyes have not yet even put in appearance and the fishermen of the North regard the situation as serious. The great quantities of snow around the Copper River and its tributaries may have something to do with the lateness of the season. The Farallon expected to bring back at least 25,000 cases of salmon from Hunters Bay and Koywak, but returned without a single case.

IMPORTED SARDINES.

New York, July 27.--Louis Schwiers, writing from Bordeaux, France, states that he was present with Louis Amieux, the official representative of the Nantes sardine canners, at the latter's conference with Dr. Wiley in Bordetux last week, but that Dr. Wiley gave the French packers little hopeful information save the flat and inflexible terms of the Pure Food law and the recent decisions. Dr. Wiley assured them that foreign labels could not pass in America, and that herring and sprats must stand as such on the labels in plain terms rather than as sardines.

MUSHROOMS.

Bordeaux advices are to the effect that in the market mushrooms are futures and packers are refusing orders absolutely unobtainable as spots or for the next two months on any terms.

SALT

The local market rules strong at recent advances. Owing to flooding of the Salton Sea the New England Salt Co. of Los Angeles has been compelled to suspend operations. This leaves in the southern part of the State only the Western and San Pedro.

SALAD OIL.

New York, July 25.—Aspegren & Co., report:

Since our last report on the 18th inst., things have continued very much in the same way as before. The market still continues very narrow. There is a general disinclination on the part of speculators to take hold either way and it takes comparatively little to put the market either up or down. The market closed today with prices averaging ¼c to ½c higher than a week ago.

HAY.

Somers & Co., report under date of July 30th:

Hay shipments have been quite plentiful during the past week. In an ordinary season this market consumes about 3600 ton of Hay per week. The present arrivals would seem to indicate a healthy demand here, for practically everything now being marketed goes at once into consumption or is shipped out of the city.

Owing to the ravages of grasshoppers the Alfalfa outlook is a bit discouraging and prices seem somewhat stronger in consequence. Straw is in light supply and in also light demand. It begins to look as though most consumers had determined to use bedding Hay instead of Straw. Present prices are quotable as follows:

Choice wheat hay	$18.50 to $21.00
Good wheat hay	16.00 to 18.00
Other grades same	9.00 to 15.00
Wheat and oat	9.00 to 16.00
Tame oat	9.00 to 16.00
Old Wild oat	8.00 to 11.00
New wild oat	8.50 to 12.50
Stock hay	7.50 to 9.00
Alfalfa	8.50 to 13.50
Straw, per bale	.45 to .85

DEPARTMENT APPRECIATED.

Reno Grocer Writes "Advocate" What He Thinks of "Addresses Wanted" List.

The past week brought us the following letter:

Reno, Nev., July 26, 1907.
Retail Grocers' Advocate,
San Francisco, Cal.
Gentlemen:—

On looking over the Advocate, I find on folio 41, issue July 19th, "Addresses Wanted" of parties whose whereabouts are wanted by various California merchants.

The above strikes me most favorably as a means of locating many of the missing. With the assistance of every merchant, a beneficial result would be sure to follow.

I have your list in my possession and if any of the parties mentioned therein are in Reno, you will hear from me.

Being in business for several years, I have fallen heir to numerous accounts, and have been unable to locate any of the parties who were instrumental. I know of no better way to locate them than by the course you are pursuing.

Reno should have a Retail Grocers' Association and with the proper party at the head, I believe every retail grocer would fall into line.

Very truly yours,
L. B. RHODES.

Quality in lieu of free goods—that's Griffon's.

Get the goods to your customers on time. This is one of the most important details of grocery store management and if it is neglected you will lose your customers just as sure as fate—and rapidly, too.

Ft. Smith Refrigerators - Cold and dry.

Greer's Washing Ammonia

It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

310 Sacramento St., San Francisco
Telephone Temporary 3898

Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast.
SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer,** Trade Mark.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

YOUR EVERY WANT IN

PAPER

Can Be Supplied by

A. Zellerbach & Sons

421 JACKSON STREET
San Francisco Cal.

U. S. Metal Polish

POLISH.

Qts.	$3.00 per doz
Pts.	2.00 per doz
½ Pts.	.90 per doz

PASTE.

1 lb.	$3.00 per doz
½ lb.	1.75 per doz
3 oz.	.50 per doz
Barkeeper's Friend Powder, gross	$18 00

U. S. METALLIC POLISH PASTE

Is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. For sale by all dealers. Also the Savoy Alkali Floor Powder, containing no grease.

J. T. WILSON,
Pacific Coast Agt., 2871 16th St., S. F.

Attracting Trade.

ATTRACTIVENESS AS AN ASSET.

Very few people appreciate the importance of making an attractive and a pleasing impression upon the mind through the senses.

An attractive store, with cheerful service, makes an agreeable impression upon a customer, and tends to make him feel harmonious and satisfied.

The successful merchants understands this subtle philosophy of suggestion, and he dresses his show windows and arranges his goods in the most fascinating manner possible, for he knows that a pleasing impression upon the customer will put him in a humor to buy. Our stores today are fitted up with costly marbles, expensive natural woods, brass and gilt, and costly decorations everywhere. Merchants know that customers want to see an attractive place as well as attractive goods.

It is astonishing what an improvement has been made in the appearance of stores, offices, hotels, and shops within the last twenty-five years. People are beginning to find out that there is everything in the impression they can make upon the mind; that there must be no discord, nothing antagonistic, nothing which will repel the customer, but everything that will attract him.

We see this philosophy of suggestion in the attractive way in which packages are put up. The poor boy Hoyler, who used to peddle molassses candy from a basket on the street, became a millionaire because he knew the secret of attractive suggestion. He knew that the best candies put in the most attractive packages would appeal to people. He knew that when a young man gives away candy, the appearance of the pacage will have everything to do with the impression it makes.

To attract trade fifty years ago meant to get it in any old way; now it means to draw it by sheer attractiveness. Our stores and show windows in our cities are works of art today. Men are paid large salaries just to trim windows, to win the passers-by, to draw them in, to tempt them to buy.

The evolution of trade along esthetic lines in the last quarter of a century has been something marvelous. The business portions of our cities have a real art today, and are not the mere workshops of the past.

The old grocery store had almost nothing above the first shelf; almost everything was in barrels and bins and hogsheads under the shelves. Fifty years ago there was almost no such thing as canned goods or groceries put up in pacages. Now, everything [illegible] tied up in fan[illegible] a man's necessities, to his animal [illegible] man, he must [illegible] be refined as well as nourishing, attractive, and delicate.

The same thing is true in [illegible] The principal use of clothing was merly thought to be to protect [illegible] body from the weather, but now it is a small part of its function. It must attract, it must please, it must be a work of art. The outlines must be graceful; colors must blend.

Our homes today are following the same law. They are [illegible] attractive than they use[illegible] ple do not cater so much now [illegible] mere animal man. The mere m[illegible] ties are a small part of a m[illegible] It is not enough now to [illegible] people's comfort or to that [illegible] keep them alive. They mu[illegible] live, but they must live [illegible] the children of a king. [illegible] for whom nothing is [illegible] beautiful.—Success.

The largest cash transaction on record in Nebraska occured the other day when receiver W. J. [illegible] the firm check of O'Dor[illegible] & Normile for $99,425.

Do YOUR Share

Every Dealer in Groceries Should Join the California Retail Grocers and Merchants Association. HE OWES THIS TO HIMSELF. The Same Influence that made the Legislature of 1907 willing to give us FOUR LAWS [illegible] Manufacturers Willing to Grant any Fair Request.

Here Is What You Can Do

1. Get Better Laws. 2. Collect Bad Bills. 3. Induce Manufacturers to Protect Profits. 4. Make Wholesalers, Etc., Stop Selling to Your Customers.

REMEMBER: The State Grocers Association Does Not Do These Things For You. It Helps You Do Them For Yourself With the Help of Other Grocers. If You Are Willing Help, Send Us Word. (The Dues are [illegible] Year)

California Retail Grocers and Merchants Association

A. A. JOST, Sacramento, Pres. FRANK B. CONNOLLY, San Francisco [illegible]

AARON H. POWERS, Field Manager

1714 Webster St. San Francisco, Cal

OFFICERS AND DIRECTORS.

RETAIL GROCERS AND MERCHANTS Association of Alameda Co.

President, John Mitchell.
1st Vice-President, J. L. Woodworth.
2d Vice-President, O. B. Palmer.
3d Vice-President, F. C. Koerber.
4th Vice-President, A. J. Nor.
5th Vice-President, J. E. Frazier.
Secretary, Geo. MacDonald.
Treasurer, H. D. Cushing.

Directors.

H. Hauch, A. J. Nor, H. D. Cushing, G. Hoffman, J. Hopkins.

Manager Collection Dept.

M. K. Webster.

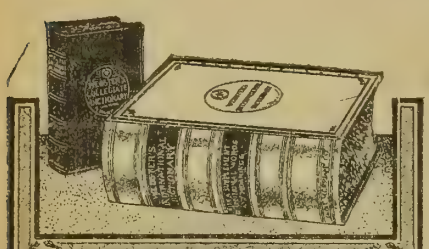
Association meets the 1st and 3d Monday of each month at 8 o'clock p. m., at 419 12th St., Oakland.

NOTICE.

Whenever any prices in the Manufacturers' List, printed on Page 12 of the "Advocate," are cut, members should notify Secretary MacDonald as promptly as possible. (His telephone is Oakland 151.) Mr. MacDonald will at once take steps to have the cutting stopped.

OAKLAND MEETINGS.

The Alameda County Grocers' Association will hold its meetings on the second Monday of each month.



WEBSTER'S
INTERNATIONAL
DICTIONARY
A LIBRARY IN ONE BOOK.

Besides an accurate, practical, and scholarly vocabulary of English, enlarged with 25,000 NEW WORDS, the International contains a History of the English Language, Guide to pronunciation, Dictionary of Fiction, New Gazetteer of the World, New Biographical Dictionary, Vocabulary of Scripture Names, Greek and Latin Names, and English Christian Names, Foreign Quotations, Abbreviations, Metric System.

2380 Pages. 5000 Illustrations.
SHOULD YOU NOT OWN SUCH A BOOK?

WEBSTER'S COLLEGIATE DICTIONARY. Largest of our abridgements. Regular and Thin Paper Editions. 1116 Pages and 1400 Illustrations.

Write for "The Story of a Book"—Free.
G. & C. MERRIAM CO., Springfield, Mass.

PANHANDLE GROCERS MEET.

At 8:30 o'clock on last Tuesday evening a meeting of the Panhandle grocers was held at the store of Mr. Wm. F. Bartsch at Waller St. and Tremont Ave. Reports on all the prevailing conditions of the locality were made. The beer prices were found to be generally maintained. After urging upon all present to be sure to attend the meeting with the bottlers at Veterans' Hall the meeting was adjourned at 10 o'clock.

After the meeting a handsome spread was arranged by Mrs. Bartsch. In the course of the evening Mr. Bartsch announced his intention to go East with his wife and daughter, little Miss Bartsch. They intend visiting New York, Philadelphia, New Orleans, and many other large cities. Mr. Bartsch expects to be back late in September

REMOVAL NOTICE.

We beg to announce our removal to our new three-story basement brick building at 310 Sacramento st. our old site. Our facilities for handling all business will be better than ever, as we are fully stocked and can fill all orders promptly. We trust you will continue to favor us with your business.

Our new telephone number is temporary 3898, which please write in your telephone directory. Our name is too late to be in the new book, which will be issued by the Telephone Company in the course of a few days, so please insert our number in that book also.

Yours faithfully,
GEO. HERRMANN CO.,
Pacific Ammonia Bottling Co.

DEPT. OF AGRICULTURE U. S. FOOD INSPECTION DECISION 75.

The Labeling Of Mixtures Of Cane and Maple Syrups.

The director of the agricultural experiment station at Orono, Maine, in a recent letter made the following statement:

"There are in Maine many syrups which are labeled something like this: "A Fancy Quality Syrup Made from Pure Maple and White Sugar." Many of these syrups carry but little maple, one company saying that in a sirup analogous to this they put 90 per cent of cane sugar and 10 per cent of maple."

When both maple and cane sugars are used in the production of sirup the label should be varied according to the relative proportion of the ingredients. The name of the sugar present in excess of 50 per cent of the total sugar content should be given the greater prominence on the label; that is, it should be given first. For example, a sirup the sugars of which consist of 51 per cent cane sugar and 49 per cent maple sugar would be properly branded as "Sirup Made from Cane and Maple Sugar," or as "Cane and Maple Sirup." The terms "maple sugar" and "maple sirup" may only be used on the label as part of the name when those substances are present in substantial quantities as ingredients. They should not appear on the label as part of the name when only a small quantity of those substances is used to give a maple flavor to the product. A cane sirup containing only enough maple sirup or maple sugar to give a maple flavor is properly labeled as "Cane Sirup, Maple Flavor" or "Cane Sirup Flavored with Maple."

Whenever it is necessary to declare cane sugar (sucrose) on a label it should be declared as cane sugar and not as white sugar.

FREDERICK L. DUNLAP.
GEO. P. McCABE,
Board of Food and Drug Inspection.
Approved:
W. M. HAYS,
Acting Secretary of Agriculture.

LITERATURE OF BUSINESS.

The demand for "The Making of a Merchant," H. N. Higinbotham's recent book, indicates such an interest in business literature that the publishers, Forbes & Company, have arranged to bring out a series of business books. In it they have just reprinted the classic and forerunner of business literature, Sir Arthur Help's "Transaction of Business." This will be followed by "Thought on Business," by Waldo Pondray Warren,— a collection of two hundred essays, each treating some phase of Commercial life.

Griffon Catsup—No deals.

KELLEY-CLARKE CO.

23 Market St., San Francisco

IVORY SOAP
LENOX SOAP
P. & G. NAPTHA SOAP
K. C. BAKING POWDER
PROCTOR & GAMBLE CANDLES
ORANGE CITY BUSKS
PEARL GUM
HONEYSUCKLE MILK



An Auto? No!
Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.
KINGERY MFG. CO.,
106 E. Pearl St., Cincinnati

INDEPENDENT CRACKER CO.

Baltimore Dispatches Report Combine With $30,000,000 Capital.

Baltimore, July 20.—According to the "Sun's" special New York correspondent, plans are on foot for the formation of a gigantic enterprise which will become an active competitor of the National Biscuit Company, which is supposed to have a practical monolopy of the cracker and cake trade of the country and also does a large export business.

In the negotiations pending Baltimore is said to play a most conspicuous part. The object is to combine into one corporation all th eindependent bakeries of the country. It is understood that the plan has already been submitted to most of these and that they, in effect, assented to the combination after a few details on which differences of opinion exist have been discussed and settled. To this end a general meetings of the representatives of these industries will be held in New York to complete the organization.

The combination, it is understood, is arranging for capitalization of be-ween $30,000,000 and $40,000,000. The business of the concerns which will become parties to it justify this enormous stock and bond issue. In addition it is proposed to increase the output of many of the plants.

The independent bakeries which will become parties to the new trust are located in Boston, New York, Philadelphia, Baltimore, St. Louis, Chicago, Richmond, Cleveland and at other strong distributive points both in the East and West.

The Baltimore concern it is underimportant part in this new company is the statement of those concerned. It has now the Maryland Biscuit Company and the American Pie and Bread Company, both controlled by the same interests and both doing a thriving and profitable trade. In addition, this company has supplemental plants in Richmond, which enable it to assist in the distribution of its product in the South and Southwest.

The Baltimore concren it is understood to be the nucleus around which the new company will be formed. It now has the largest independent bakery in the country. The big National plant is said to have but two larger—one in this city and one in Philadelphia.

◆

It is all very well to be economical and look carefully to see that you do not spend more money than you receive, but it is utter folly to expect a twelve dollar clerk to work for five dollars.

OFFICE Purchasing Commissary, U. S., Army, 1006 North Point St., San Francisco, Cal., July 17, 1907. Sealed proposals, in duplicate, for furnishing and delivering on or about August 5, 1907, subsistence stores in accordance with specifications and conditions set forth in Circular No. 3, War Department, Office Commissary General, Washington, D. C., February 12, 1907, will be received at this office until 11 o'clock A. M., July 22, 1907, and then opened. Information furnished on application. C. R. KRAUTHOFF, Major, Commissary.

John T. Kelly
W. H. Kelly

Tel. Temp'y 1362

KELLY BROS.

WAGON COVERS & BOAT SAILS
TENTS, AWNINGS, HAMMOCKS

18-20 Clementina St. Bet. First and Second Sts. San Francisco

Cable Address
"CLUFFECK."

Telephone
Temporary 2860

William Cluff Company, Inc.

Wholesale Grocers...

Importers and Exporters of Cigars and Tobacco.

◆ ◆ ◆ ◆

Spear and Mission Sts.

San Francisco, Cal.

HAAS BROS.

Wholesale Grocers---

Importers and Commission Merchants.

100 CALIFORNIA STREET
(Corner Davis)

San Francisco California

Seasonable Suggestions

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

PUSH THE GOODS
PROTECTED BY AGREEMENTS
CUT OUT
AS FAR AS POSSIBLE
ALL GOODS
DEMORALIZED
BY PRICE CUTTERS

Get the smile habit.

One of the best forms of advertising for a retailer is to give good service in his store.

Men who boast of their virtues would probably have more to say is they enumerated their vices.

A fooled customer is a man with a grievance and not pleasant to meet or to count on as a future buyer.

Many a man would be unable to paddle his own canoe if he could'nt borrow some other man's paddle.

Andrew Carnegie says: "To succeed put all your eggs in one baske and then keep your eye on the basket."

A smile is like salt—too much of it would spoil the meat, but just enough will put a flavor into it as nothing else can.

"Knocking" a competitor is poor policy. The wise merchant doesn't do it. Always speak well of everybody.

The window that is often redressed and bears all the marks of careful supervision belongs to a prosperous dealer.

Modern exponents of business have learned that the window, properly handled, will do much more than pay the rent.

Don't let your trade forget all about your canned soups. These are splendid sellers if properly displayed and advertised.

Every employee is an advertisement of one sort or another. If he cannot be a good advertisement he has no right to be a bad one.

Good help is costly, but not so expensive as poor clerks. Good service is worth what it costs. It takes money out of the till, but it puts more back in.

The success of the great lay in their parallelism to the course of thought, which found in them an unobstructed channel, and the wonder of which they were the visible conductors seemed to the eye to be their deed.

We have yet yet to hear of the grocer who found that the checking carefully of the counts and weights of the goods he received was a case of wasted time.

The Italian sailors of the battleship Etruia went ashore at Camden, N. J., and helped destinguish a five. The mayor of Camden made a speech of thanks.

Wait on customers in their order, but never be so busy that you can not give a cheerful word to the newcomer, with a promise of attention in a minute or two.

If your business is falling off from what it should be at this season of the year, don't sit around and kick about it, but get busy and find the cause and remedy the evil.

The man who will never give up his seat to a lady has no right whatever to criticise the uncouthness of the farmer who walks into the parlor with his hat on.

An exchange says: "We are inclined to believe that, used with moderation, tobacco is of value second only to food itself, when long privations and exertions are to be endured."

A New issue of Italian money, in gold, silver, bronze and nickel, will soon be ready for circulation. Leading Italian designers have been at work on the drawings and much is hoped for in the finished result.

Southern China has now a revolution on its hands that promises to be serious. Now that modern weapons and a real military organization has replaced the gongs and and so on why there may be quite a time.

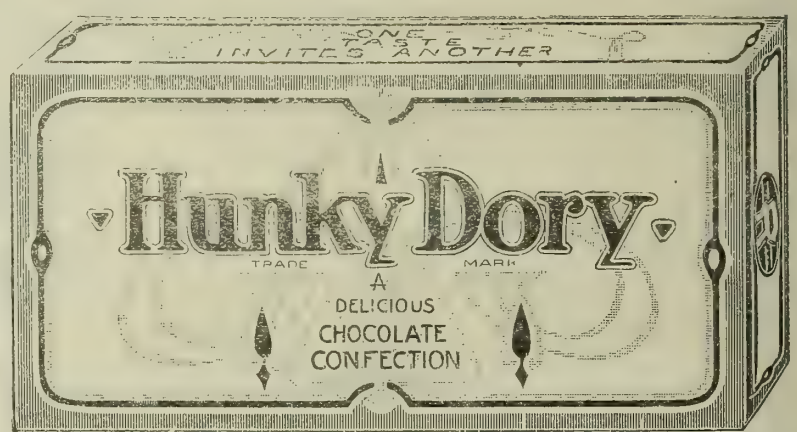
The value of our iron and steel during the last fiscal year has been estimated at $175,000,000. As a contrast we may take the year 1887, during which our exports amounted to but $16,000,000, and in 1897 but $57,000,000.

These are dull days, with many customers out of town on their business vacations, and if you cannot plan to take one yourself, put in part of your spare time getting the store in order and slicking up around the place generally.

Take your recreation after closing hours, rest at night. Do not sandwich small allowances of receation and rest into the hours that should be devoted to work. Make every minute count through the day.

Minutes make the sum of hours, dimes make the sum of dollars. Conserve your small change of one kind as well as the other. A spendthrift in the use of time is as pitiful as he who wildly sows his money to the winds and lives to ask alms.

Have You Stocked?



A dainty sweetmeat dipped in fine chocolate, having a combination of flavors that is just right, gives it that delicacy and sweet aroma so delightful to lovers of good confections, so delicious that

One Purchase Insures Another
"One Taste invites Another."

Hunky Dory, the biggest repeater and winner that ever issued from the House of Reliable Confections, always put up in Triple-proof packages of pleasing and attractive design—keeps the contents in perfect condition.

In two sizes, 10c and 25c packages.

Packed for shipping in Cases of 50 10c packages
" " 20 25c "

DODGE, SWEENEY & CO., Agents

SPEAR & HARRISON STS., SAN FRANCISCO

MERIT WINS.

Success of Newmark Bros., of Los Angeles, Direct Result of Straight Forward Business Dealings.

Newmark Bros., coffee roasters and dealers in teas, spices, flavoring extracts and baking powders, who started in business thirteen years ago with three employes, have recently completed a five-story mill constructed building, 50-foot frontage and 150 deep at 310 East First St., and installed therein all the latest improved machinery.

They not only own this building, but an adjoining 50-foot lot, where they intend to erect another building the coming season. They now employ thirteen men and have a ready sale for their products all over Southern California, Arizona and Nevada.

They are yet young men and are to be congratulated on their energetic enterprise and straight-forward businesses dealings.

CLERK TURNS THIEF.

Oakland Grocers Charge Adolph Emerson With Embezzling $150—Under Arrest.

Adolph Emerson, a clerk, was arrested a few days ago at his home at 1349 East Seventeenth street, Oakland, on a warrant J. Morrison of the grocery William J. Morrison of the grocery firm of Gardener & Mitchell.

Emerson, who is 22 years of age, is said to be behind about $150 in his accounts. According to his family Emerson has spent the money buying jewelry and theatre tickets and furnishing entertainment for his friends.

The policemen ar campaigning for an increase of pay. Every member of the force is armed with a petition to have the charter sections which provide for the salaries of patrolmen amended so as to allow each man $122 a month instead of $100. Captains, lieutenants, sergeants and corporals are also asking for an increase. They ought to get it.

....., 1907.

California Retail Grocers' and Merchant's Association,

1714 Webster St., San Francisco, Cal

Gentlemen: Being desirous of uniting with the other merchants of California to better trade conditions, and being willing to do our share, we hereby make application to be received as a member of the

California Retail Grocers' and Merchant's Association.

and enclose **Three ($3.00) Dollars** to pay our dues for one year from date.

Address .....

Signed .....

Purposes and Accomplishments

OF THE

California Retail Grocers' & Merchants' Association

OFFICIAL PAPER—Retail Grocers' Advocate.

Plan of Operation.

Prior to 1900, different associations of merchants of California had asked for various laws, from time to time, and had always failed to secure results through lack of organization. These failures caused the Retail Grocers' Association of San Francisco to invite other similar associations to send delegates to a convention in September, 1900. At this convention, it was decided to form an organization to be known as the

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION.

This Association was organized to enable the grocers of California and other merchants to co-operate in order to accomplish results by their united action that they could not secure singly. Each Association sends delegates to an annual convention. These delegates decide the policy to be followed and elect officers to carry out their plans. Every individual member has the right to attend the annual convention as a delegate.

The next **State Convention** will be held at Sacramento, on September 10th, 11th and 12th, 1907.

ACCOMPLISHMENTS.

LAWS SECURED.—Prior to the Legislative Session of 1907, the combined efforts of the merchants affiliated with the California Retail Grocers' and Merchants' Association secured the following results:

Permitting the Attachment of the Wages of Public Officials.

Making a Wife's Separate Property Responsible for Family Bills for the Necessaries of Life. Property owned before marriage or received by will, exempt.

Making a Guarantee of Purity a Sufficient Defense for a Dealer Charged with Violating the Pure Food Law.

We also secured the passage of the following laws through both houses of the Legislature.

VETOED BY GOVERNOR PARDEE.

Making an Account Date from the Time of the Last Item and making a Payment Renew an Account. Vetoed by Governor Pardee.

Allowing Merchants to Form Mutual Fire Insurance Companies. Vetoed by Governor Pardee.

Declaring Trading Stamps Illegal. Declared Unconstitutional by the Supreme Court.

SESSION OF 1907.

At the Legislative Session of 1907, the work at Sacramento was particularly well organized, and, although we were very short of funds, we secured the passage of the following laws **ALL OF WHICH** were approved by Governor Gillett and **THEY ARE NOW LAWS.**

1. Making the time in which an open book account outlaws FOUR years instead of two.

2. Allowing the formation of Mutual Fire Insurance Companies.

3. Making the passing of a check WITH INTENT TO DEFRAUD a State's Prison offense.

4. Providing that the dealer shall not be held responsible for the purity of goods GUARANTEED TO HIM AS PURE.

WE HAVE MORE LAWS TO GET. We want your influence.

We have, by united action, convinced the manufacturers of flour in several localities that the trade wanted them to stop senseless cutting. This has added many dollars to the profits of the grocers.

We propose to unite, where it is considered desirable, so that, as a body, we can:

(a) Protest **EFFECTIVELY** when any manufacturer allows his goods to be cut. **We want your influence.**

(b) Protest **EFFECTIVELY** when a wholesaler or manufacturer sells to a party who would otherwise buy from one of our members. **We want your influence.**

(c) Protest **EFFECTIVELY** when a wholesaler or manufacturer sends out "short" packages to members. **We want your influence.**

We are helping members collect bad bills (and saving them lawyer's fees) by a set of collections letters which always produce splendid results when properly used.

Our paper, **The Retail Grocers' Advocate,** which we own, is the medium which makes it possible for us to secure the results outlined above.

ALL THESE THINGS COST MONEY—You could not get them for $3 a year alone. We think you ought to pay your share ($3 a year) in annual dues. **DON'T YOU?**

California Retail Grocers' and Merchants' Association.

Egg-o-See's Giant Growth Explained

COMPETITORS BESTED BY APPLYING NEW SELLING IDEAS.

Salesmen's Use of Advertisements. By J. E. Linehan, General Mgr. Egg-O-See Co.

(Continued from last week.)

CHAPTER IV.

Egg-O-See's campaign among the school children has been wonderfully prolific of results. It consisted of offering $5 prizes for the best essay or drawing celebrating the merits of Egg-O-See submitted by a child. Contests of this kind were held in various cities and attracted wide attention, the local newspapers usually making a news feature of each contest, besides publishing it in its advrtising columns. At the close of such a contest the salesmen in the territory would supervise arrangements for a picnic or free trolley ride to which all the contestants were invited. Cars would be chartered, and the children who had competed for a prize would be conveyed through the streets of the city accompanied by bands of music; a spectacle which impressed all observers, and won many friends for Egg-O-See.

It was a selling genius no less than an advertising genius which originated this idea; for the plan not only resulted in advertising Egg-O-See, but in bringing hundreds of thousands of permanent customers to its dealers' stores.

And now, in regard to the third principle—that of personal salesmanship. The company spends about half a million of dollars on advertising yearly; but it doesn't invest this sum at random. It relies upon its sales force to see that its goods are distributed in each locality in proportion to the demand which may be anticipated to result in that locality from the company's advertising. It is the salesman's business to be a good judge of the effect of advertisinfi and to keep each dealer supplied with a stock corresponding in extent to the probable demand upon it. Dealers soon learn to appreciate their advantage in letting a salesman decide for them when to reorder, and how large an order to place. They quickly come to understand that his operations are not in the way of loading them up, but rather of adjusting their stock to the requirements of trade and of inducing consumers to visit his store. As each purchaser of Egg-O-See is a possible buyer of other articles of merchandise, the dealer has a two-fold reason of appreciating the salesman's efforts along this line.

Some companies have made the disastrous mistake of advertising extensively with no thought of apportioning the distribution to the demand created by their advertising. They have expected a large number of inquiries to follow each ad., and have left it to the best judgment of the dealers to order a stock sufficient to supply all inquirers. Personal salesmanship in such cases has degenerated into mere order-taking—with the result that where the demand was strongest dealers were likely to be inadequately prepared to supply it with the advertised wares. Where this condition of affairs exists, the evil of substitution is sure to gain headway. Dealers, realizing too late that they are not properly equipped to take advantage of a sudden strong demand for an advertised article, will in many cases offer their customers some inferior article which they happen to have on hand, representing it as being just as good—and cheaper. Inquirers who do not know that the substituted article has lain uncalled for on the dealer's shelves so long that he is glad to reduce the price in order to get rid of it think that its cheapness is certainly



WHEN YOU ORDER WHISKEY, ORDER THE BEST. THE BEST IS

HUNTER

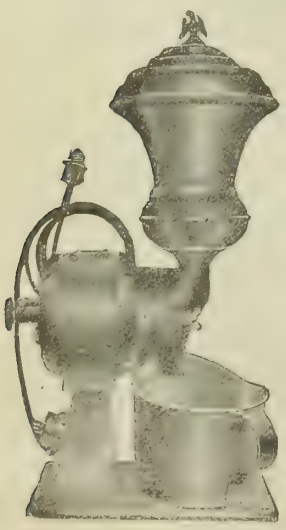
BALTIMORE

RYE

IT IS PURE, RIPE, MELLOW AND WHOLESOME. THE AMERICAN GENTLEMAN'S WHISKEY



CHARLES M. REYNOLDS CO.,
Agents for California and Nevada,
912-914 Folsom St., San Francisco, Cal.



Royal Electric Mills

Enable the following well-known Grocers to give Steel Cut Coffee to their trade

Ed. Broderick, Fillmore near Hayes
Golden Bros., 14th and Church
H. Faber, Steiner bet. Ellis and O'Farrell
J. L. Meinert, 4th Ave. and California
A. Johnson, 22d. and Capp
Reidt & Schwartau, 24th and Castro
Lackmann Bros., Steiner & Herman
F. W. Meyer, Geary and Devisadero
Doyle & McGown, Haight St. bet. Ashbury and Clayton
T. Salomon, Eddy and Pierce
J. C. Owens, Haight and Masonic
A. H. Boreke, California and Lyon
H. Heilburg, 9th and Bryant
J. Von Husen, 18th and Tennessee
Schleef & Creyer, Powell and Jackson
C. H. Venku, Sacramento and Walnut
Gohl & Nelson, 15th and Church
C. Stelling, 29th and Church
H. Heitmann, Mission St.
Frobose & Tierney, 17th and Douglas
Jacobs & Otto, 11th Ave. and Church
P. A. Boein, 8th Ave., and Pt. Lobos Road
Aug. Krome, Bush and Franklin
McBride & Belinge, 1515 Polk St.

Beck Hardware Co.

73-75 Clementina St., Near 2nd and Folsom Sts San Francisco,

an attraction, and allow themselves to be victimized. They are losers by the transaction, of course, and so is the manufacturer of the article for which they originally called. The manufacturer not only loses a sale in such a case, but also the money which it has cost him to place his advertisement in the hands of the inquirer.

All this has been avoided by Egg-O-See's method of making the salesman a co-operator and collaborator with the advertiser; of computing the probable number of buyers in each locality and making the distribution correspond with this estimate.

All our salesmen are on a salary basis solely. Men who show marked ability are promoted, becoming district managers and having a corps of from three to fifteen salesmen under them. Each district manager is responsible for the results in his territory, and to a large extent exercises initiative in the management of it. We have found it practicable to allow district managers a good deal of freedom for independent action and a chance to try out their original ideas in sales management. This not only inspires loyalty and a healthy spirit of competition, but it results in the invention of a good many original sales plans which after proving successful in one territory, can be used in other territories as well.—"Salesmanship," Chicago.

Ft. Smith Refrigerators—Cold and dry.

CALIFORNIA

WINE ASSOCIATION

Main Offices,

108 Townsend St.

Near Third St. San Francisco.

All products guaranteed under the Food and Drugs Act of June 30, 1906, and the Laws of California.

California's Best Advertised Product

GHIRARDELLI'S

Chocolates and Cocoa Satisfies Everybody

THE DEALER

Because it Cannot be Sold for Less than a Fair Price:

THE CONSUMER

Because it is always Pure, Fresh and of Full Strength.

In order to protect our Trade Mark and Also Protect the Dealers who Distribute our Goods, we have fixed the following as the minimum prices of the goods listed below:

Ghirardelli's Ground Chocolate, 1-lb. tins	30c
" Ground Chocolate, 3-lb. tins	80c
" Cocoa, ½-lb. tins	25c
" Eagle Chocolate, 1-lb. tins	25c

(More may be charged when the dealer finds it necessary.)

We sincerely trust that the Retail Trade will appreciate our Good Will and will lend their aid in our efforts to maintain the above prices

D. GHIRARDELLI CO.

AMUSEMENTS.

DAVIS THEATRE.

Age does not lesson the thrill in Dumas vivid story of "Monte Cristo." Darrell Vinton is appearing in the title role. He repeats the successes of the past few weeks and then some. The play is a dramatization of the well known novel and brings out vividly the most telling points of the plot. Mr. Vinton has a very capable support. Next week, he is to appear in "Michael Strogroff."

CENTRAL THEATRE.

Herschell Mayall has been the hero of "The Millionaire Detective" all this week. The story tells of a wealthy man who plays detective in off moments and unravels crime and aids virtue by his marvelous cleverness. Next week, a heart touching "Mother" play "For Her Childrens Sake" is to be produced.

NOVELTY THEATRE.

This week "The Sidewalks of New York"

THE CHUTES.

Moving pictures at the theatre. The Zoo, circle swing, scenic railway and other attractions.

Quality in lieu of free goods—that's Griffon's.

A GENEROUS PROPOSITION.

The following letter from Frank F. Wear, explains itself;

Oakland, Cal., July 29th, 1907.
Cal. Retail Grocers & Merchants Ass'n.
San Francisco, Cal.

Gentlemen: — The Hobart Electric Manufacturing Company of Troy, Ohio, in connection with myself, are hereby donating to your Association one of our very latest No. 2121 Floor Pedestal Electric Coffee Mills, free of all expense to you whatsoever, in Sacramento, Cal.

It will be essential for us to personally supervise the demonstration of this new mill, owing to the construction which has not existed in coffee mills prior to this date. It is understood that we will do this during the propress of your Convention at the Assembly Hall on the dates of the 10th, 11th and 12th of September this year.

This mill in question has already been telegraphed for and in fact is **en route** to Sacramento.

The only stipulations that are requested by the Hobart Electric Manufacturing Company and myself are to-wit:

First—That the machine will go to a member of the State Grocers Association.

Second—That he will install and operate the mill in his store.

Third—That under no consideration shall the mill be used for speculative purposes by the fortunate recipient.

Yours very respectfully,

Frank F. Wear.

If the grocers of California follow the plan of the procers of Texas, to whom a similar mill was given they should make a great deal of money out of this splendid liberal proposition. The Texas grocers raffled the mill among the members. They sold chances for 50c. As a consequence, one of the members of their association secured a coffee mill worth $250 and the association received about $450 in cash.

The action to be taken by the State Grocers Association in regard to the disposal of the coffee mill awaits the judgment of the Board of Directors.

GOVERNMENT PRINTING OFFICE.

Office of the Public Printer.
Washington, D. C., March 15, 1907.

Gentlemen:—

Webster's International Dictionary has been for many years, and is now, the standard in spelling and pronunciation in the Government Printing Office; I can see no reason why it should not continue to be so during this administration.

Very truly yours,

Chas. A. Luttings,
Public Printer.

Messrs. C. & G. Merriam Company,
Springfield, Massachusetts.

THE "ADVOCATE" GAUGING RODS HAVE ARRIVED!!

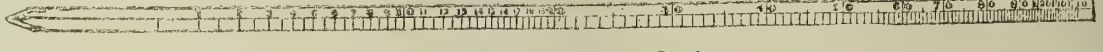
Send Your Order In At Once.

There is no question but what every merchant should have his own measuring instruments on which he can rely for protection. Oil and vinegar are frequently overgauged and unless a merchant has a set of gauging instruments he cannot tell whether he is paying for oil or vinegar that is charged to him at, say 52 gallons, when as a matter of fact the barrel will only hold 48 gallons. This is a trick frequently practiced as these concerns know that few dealers have measuring instruments.

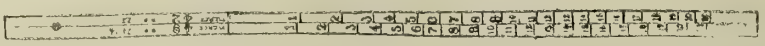
The long stick is used to determine the actual capacity of the barrel while the small one shows the amount that is lacking in the barrel. Protect yourself as many readers of this paper have, by buying a set of the Advocate gauging instruments which are sold at a normal figure. It is advisable to have two sets, one for vinegar, molasses and syrup and another for oil if it is bought in barrels as one set should not be used to gauge both oil and vinegar or molasses.

We will deliver the gauge rods to you at your store at these prices, cash in advance: 1 Guage and 1 Wantage Rod $1.45; 2 Guages and 2 Wantage Rods, $2.80; 3 Guages and 3 Wantage Rods, $4.20.

Cuts in this advertisement show both the gauge and wantage rods. Complete directions for using will be mailed free with each set.



Gauging Rod



Wantage Rod

Get a set of gauge and wantage sticks, then you'll know to a certainty when you buy what you get for your money. Remit by postal or express order, draft or check. SEND ORDERS TO

Retail Grocers' Advocate, 1714 Webster St., San Francisco, Cal.

ADDRESSES WANTED.

Parties Whose Whereabouts Are Desired by Various Merchants of California.

Every reader of the **Advocate** is requested to glance over this list. If you find any one there you know, send us his address.

If you are seeking the address of some customer, send his name, occupation and last-known address, and we will see if we can help locate him for you.

Note—Only employes of the **Advocate** will know who is inquiring for these various parties.

Note—We give only the last known address.

(1) Austin, H. V., Reno (waiter.)
(1) Brennen, Will, Goldfield, Nevada (miner.)
(2) Benjoin, M., Redding.
(3) Bowden, H., Sacramento.
(1) Burton, Chas E., San Francisco, (carpenter.)
(2) Cummings, W. M., Redding.
(2) Chase, Frank, Redding.
(1) Collins, Fred W., Stockton, (carpenter.)
(3) Collings, J. B., Sacramento.
(3) Eubanks, B. F., Sacramento.
(1) Edwards, Joseph, San Francisco, (miner.)
(3) Gowell, Sacramento.
(2) Harvey, J. D., Redding.
(3) Lockridge, J., Sacramento.
(2) McGee, Jas., Redding.
(2) Pasco, Tony, Redding.
(2) Pefley, W. L., Redding.
(1) Paltana, J., Redding.
(1) Smith, J. W., Sacramento (laborer.)
(3) Stepp, C. A., Sacramento.
(3) Stephens, O. L., Sacramento.
(3) Waggoner, A. H., Sacramento.
(1) Ward, W. H., Stockton, (miner.)
(1) Williams, W. H., Redding (miner.)
(2) Welch, V. G., Redding.
(2) White, H. D., Redding.
(2) Whelihan, F. P., Redding.
(2) Wertz, J. L., Redding.
(4) Colford, Geo. W., Stockton.
(4) Baker, Lewis, O'Farrell & Jones, San Francisco.
(4) Cannon, Wm., Stockton.
(4) Dowen, Clarence J., West Oakland.
Mrs. M. Meyer.
Josiah S. Corbett.
(6) Fred Buel, Oakland (butcher, after electrical worker).
(6) E. O. Brooks, Antioch (farmer).
(6) Geo. Gyotoki, Jersey Island (contractor).
(6) T. Inanami, Jersey Island (contractor).
(6) G. Horioka, Knightsen (laborer).
(6) Wm. Osborne, Stockton (blacksmith).
(6) Paul Gustofson, Pt. Richmond (laborer).
(5) Mrs. M. Meyer.
(5) Josiah S. Corbett, (glazier).

FORESTY.

How The National Forests Serve the Public.

"The Use of the National Forests," a publication just printed by the Department of Agriculture, is a brief, clear manual for public information as to the forest policy of the National Government.

It is too true, as the short preface to the public says, that "many people do no know what National Forests are. Others may have heard much about them, but have no idea of their true purpose and use." It is the object of this publication to explain just what the National Forests mean, what they are for, and how to use them.

In the first place, it is explained how the Forests are created and how their boundaries are drawn. Next, their direct use and value are shown from the point of view of the home-seeker, the prospector and miner, the user of timber, the user of the range, the user of water, and other users of Forest resources. Third, it is shown how the Forests are intended for use, for the production of usable products, and for the establishment and maintenance of homes; how on all of them the timber is protected from fire, the water is kept steady, the forage on the range is increased and guarded from abuse; and how, in addition, they serve as great public playgrounds and as breeding places and refuges for game. Finally, the management of the National Forests is described.

Here it is that the great usefulness of the Forests is brought out most clearly and strikingly; for the Forests are managed by the people in their own interests, and every means is used to meet the desires and wants of all Forest users half way by dealing with them in the main directly on the ground and in all cases with the utmost practicable dispatch and freedom from red tape.

In a word, the special interest of this manual lies in its showing that the Forest policy of the Government, both in principle and in practice, is for the benefit of the ordinary man, for the benefit of every citizen equally. There is still a tendency to think of the National Forests as "preserves" closed to use, and to leave the public lands exposed to unregulated individual exploitation. Where these misapprehensions still prevail "The Use of the National Forests" will go far to correct them.

The book is written by Mr. Frederick E. Olmsted, whose intimate knowledge of conditions in the West and the policy under which the National Forests are managed especially fits him to deal with the subject.

GASOLINE TANK EXPLODES.

Berkeley.—The explosion of a tank of gasoline at Sill's grocery store on Allston Way and Shattuck Ave. a few days ago nearly caused a serious fire. The damage was principally to the awning in front of the store. Clerks in the store put out the fire before the arrival of the fire department.

AFTER LIQUOR MEN.

Grocers Refused Licenses Arrested for Selling.

Vallejo.—The police have inaugurated a crusade against grocery stores where liquor is being sold without a license, and Olsen & Co., and W. J. Corbett were arrested.

The former has demanded a jury trial, pending which he has been released on bail, but Corbett has pleaded guilty and will be sentenced tomorrow.

LASH'S
Kidney and Liver
BITTERS
CURES DYSPEPSIA
1731 Mission St., S. F., Cal.



CONDENSED MILK PROGRESS.

New York and Illinois Produce Output Per Cent of Entire Output.

The immense development in the condensed milk production and consumption of the country is the subject of a special bulletin issued recently by the Census Bureau and based on the statistics of 1905. According to this report the relative growth of the condensed milk industry in the United States has been much greater than that of either the butter or the cheese industry. During the past twenty-five years the condensed milk produced has increased in value 1,202 per cent. The census of 1880 gives the total production as 13,033,267 pounds, valued at $1,547,588. In 1890 the product had increased to 37,926,821 pounds, valued at $3,586,927. In 1900 the output is given as 186,921,787 pounds, valued at $11,888,792, and in 1905 as 308,385,182 pounds, valued at $20,149,282.

The amount and cost of the materials used in the manufacture of condensed milk in 1905 were as follows: 727,450,502 pounds of milk, valued at $8,470,669, and 67,810,031 pounds of sugar, valued at $3,315,892.

The two States, New York and Illinois, with half of the total number of establishments, produced 195,905,407 pounds, or 63,5 per cent of the total product returned for all States in 1905, New York leading with a production of 102,480,355 pounds and Illinois coming second with 93,425,052 pounds. The other States of large production were, in the order of their importance: Michigan, 27,681,608 pounds; Pennsylvania, 20,364,700 pounds; Washington, 13,841,906 pounds; Wisconsin, 11,514,222 pounds; California, 7,723,021 pounds, and Ohio, 1,947,218 pounds. Other States reporting condensed milk factories were Indiana, New Jersey, Oregon, two each; Colorado, Iowa, Maine, New Hampshire, Utah and Vermont, one each.

The greatest absolute gains since 1900 were made in Illinois, New York and Pennsylvania, but the greatest relative gain was found in Ohio, the production in that State having increased in value 2,039,4 per cent.

A GOOD RESULT.

Under the operation of the new Pure Food Laws, baking powders now generally bear on the labels a statement of the ingredients. This is of utmost importance because of the harmful ingredients used in many cases.

Royal Baking Powder is known to be the only baking powder made of Royal Grape Cream of Tartar, and this no doubt explains its greatly increased sale here.

Careful housekeepers are taking advantage of the protection which the Laws afford, and are examining all the reading matter on the back of the label before adopting any brand for use in the home.

When in place of the words Cream of Tartar the words "alum" "aluminum" or "phosphate of lime" appear among the ingredients, they heed the warning and avoid baking powders containing these substitutes.

Quality in lieu of free goods—that's Griffon's.

"NEVER IN THE WAY."

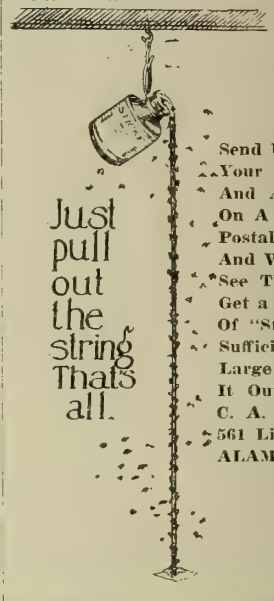
Every Grocer Should Handle

"Fly Stickem"

Because
1—Profit exceeding 100 per cent Protected
2—Guaranteed For Twenty Years
3—Money-Back Goods
4—A Proven "Repeater"
5—Out of The Way
6—Sanitary
7—Clean
8—Co-operation Of Manufacturer

"The Proof of the Pudding is in the Eating."

HOW IT WORKS.



Send Us Your Name And Adress On A Postal Card And We Will See That You Get a Sample Of "Stickem" Sufficiently Large To Try. It Out For Yourself
C. A. ARENTS & CO
561 Lincoln Ave.
ALAMEDA, Cal.,

Further Reduction in Price

OF

MALTA-VITA

LISTEN

No change in size of Package or quality of goods.

Biggest and Best.

Per case of 36 Packages, $2.85.

One case FREE with five.

This makes the six cases cost you per case $2.37½, total $14.25.

Sold at 10c Per Package you realize $21.60.

It will easily out sell all other breakfast cereals at 10c.

Figure your profit.

We are going to keep Malta-Vita at 10c a package, but we are not always going to give you 50 per cent profit.

Send orders to your jobber at once.

MALTA-VITA PURE FOOD CO.

Battle Creek, Michigan.

CASTLE BROS., Brokers, San Francisco, Cal. **Pacific Coast Agents.**

TO

get more business, and keep it, you've got to put an article in your store that will ginger up your trade so that they bring new customers in your store and ginger up your bank account.

TOO

much emphasis cannot be said in this space about the way **"MAPLEINE"** will hold and constantly delight your trade and ginger up your business, therefore

TWO

minutes of your time devoted to writing us an order, or inquiring minutes of your time devoted to more about it, will not alone be the cause of more customers and more money in the bank for you, but will be a cause of loss if you do not place it in your shelves, for we receive so many mail orders direct from customers that it's up to you, and we prefer to give you the profit.



JOHN H. SPOHN CO., Agents

50-52 Clay St., San Francisco

Crescent Mfg. Co., Mfgrs., Seattle.

We Sell

Rice!

From MILLS
Direct to YOU

Send for Samples

W. T. Welisch & Co.

RICE FACTORS

Monadnock Bldg. S. F.

New Sauerkraut

Orders
Promptly
Delivered

REED PICKLE WORKS

1507 Folsom St.

Bet. 11th and 12th

Phone Market 228.

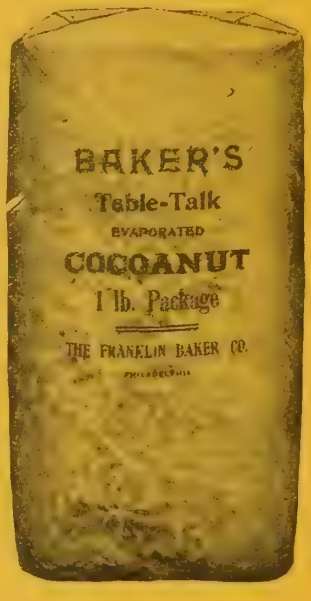
Do You Sell Our

Y-E-A-S-T

Golden Gate Compressed Yeast Co.

Washington and Fillmore Sts.

We're Compelled to Use the Best Nuts.



There is as much difference in cocoanuts as there is in apples. We could make a good bit more money—for a while—if we would put a lower grade of nuts into

Baker's Cocoanut.

But if we did that we couldn't guarantee **Baker's Cocoanut** to keep its sweetness and color.. So we have to use the best grade of nuts to protect our guarantee, even if there were no other reasons.

BUY BAKER'S TABLE TALK BRAND

In Oil-proof bags
packed in
18-lb. Pails and 30-lb. Cases
Sold at Bulk prices.

No loss in breaking up of the Shred.
No loss in over weighing.
No loss in evaporation.
No loss of time in handling.

Always clean, moist and fresh, and profits sure!

The Franklin Baker Company, Philadelphia.

Johnson-Locke Merc. Co., Agents, - San Francisco.

THE RETAIL

GROCERS ADVOCATE

E. D. EDDY, EDITOR. SAN FRANCISCO, CALIFORNIA, AUGUST 9, 1907. VOL. 12, NO. 32.



The choice of flavor is a matter of taste

Folger's Golden Gate TEAS

Is it good business policy to push the sales of bulk teas of doubtful origin in place of teas of known quality and purity?

Folger's Golden Gate Teas please consumers, pay grocers a good profit and increase tea sales. Six flavors.

Japan	Ceylon	English Breakfast
Oolong	Gunpowder	Black and Green

Packed flavor tight, in dust-proof sanitary cartons.

J. A. FOLGER & CO., San Francisco.

Importers of Pure Teas.



Are You a Merchant?

A MERCHANT'S Time should be worth More than that of the Day-Laborer. Why?

Because the Merchant has HUNDREDS OF DOLLARS invested in his Trade while the Laborer has Invested only the Price of a Pick and Shovel.

Are you Working NIGHT AND DAY to take care of your ACCOUNTS? If so, you are doing $9.00 per week Work.

Your Knowledge and Time are Worth More Money if properly applied. Let the McCASKEY ACCOUNT REGISTER take care of your Accounts. The workwill be done Right and it will Earn you Money every day you use it.

DON'T STAY IN THE RUT. Put your thinking cap on. INVESTIGATE! KNOWLEDGE IS POWER.

Information is Free. Ask for our 64-page Free Catalog.

WE CAN SHOW YOU

How Our Register Quickly Pays for Itself, and Quickly Earns You a Profit.

W. A. HAWLEY, Sole Agent Pacific Coast,

BACON BLOCK OAKLAND, CAL.

BRANCH AGENCIES: Los Angeles, Cal.; Sacramento, Cal.; Spokane, Wash.; Portland, Ore.; Seattle, Wash.; San Jose, Cal.
THE McCASKEY REGISTER CO., 34 Rush St., Alliance, Ohio. Manufacturers of the Celebrated Multiplex Duplicating Carbon Back Counter Pads, also Single Carbon and Folding Pads.

The Advocate Endorses the McCaskey Account Register.

You take no risk in Selling

RUMFORD

"The Wholesome"

Baking Powder

A guaranty of its purity is on file with the Secretary of Agriculture, Washington, D. C.

Best of the high-grade powders at a reasonable price.

It will pay you to push it.



We Sell

Rice!

From MILLS
Direct to YOU

Send for Samples

W. T. Welisch & Co.

RICE FACTORS

Monadnock Bldg. S. F.

New Sauerkraut

Orders
Promptly
Delivered

REED PICKLE WORKS

1507 Folsom St.

Bet. 11th and 12th

Phone Market 228.

Do You Sell Our

Y-E-A-S-T

Golden Gate Compressed Yeast Co.

Washington and Fillmore Sts.

THE
RETAIL GROCERS ADVOCATE
Published Every Friday by the

CALIFORNIA
RETAIL GROCERS
AND
MERCHANTS
ASSOCIATION

EARL D. EDDY, Editor and Manager.
Paul A. Carew, Assistant.
James G. Cassidy, Trav. Representatives
George E. Place, Trav. Representatives

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The firms listed below are using the columns of The Advocate in the cause of publicity. We urge our friends and members to remember them in placing orders.

AGENTS, MNFRS.
R. A. Holcombe & Co., 50 Clay St.
W. A. Hawley, 1201 Gough.
Beck Hardware Co., 604 Mission
Kelly-Clarke Co., 23 Market.
John H. Spohn Co., 50-52 Clay St
Fred F. Hobbs Co., Hansford Bldg.
The C. B. Jennings Co., 41 Clay St
Johnson-Lock Mercantile Co., 213 Sansome St
P. E. Lenfesty, 49 Hartford St
Castle Bros., 1444 O'Farrell St.

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Pacific Ammonia Bottling Co.

AUTOMATIC WEIGHERS.
Bond Scale Co., 49 Hartford St., S. F., 1440 San Fernando St., Los Angeles.

BAKING POWDER.
"Royal," Johnson-Locke Mercantile Co., Agts., 213 Sansome St.
A. Schilling & Co., 2d and Folsom
"Rumford," Rumford Chem. Wks., Providence, R. I.
Crescent "Egg-Phosphate," John H. Spohn Co., Agts.

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Swiss-American Bank.

BREAKFAST FOODS.
Egg-O-See, 135 Hansford Block.
E. C. Corn Flakes, 135 Hansford Block
Malta Vita.
Nutrito, 859 Franklin, Oakland
Pettijohn, American Milling Co.

BITTERS.
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CATSUPS.
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"Sniders," John H. Spohn Co., Agts
"Griffon's," California Fruit Canners' Association.

CEREAL FOODS.
American Cereal Co., 23 Market St.

CHEESE CUTTERS.
"Perfection," Levenson Co., Agts.

COCOANUT.
Franklin Baker Co., Johnson-Locke Co., Agents.

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M. J. Brandenstein & Co., Mission near Spear.
A. Schilling & Co., 2d and Folsom

COFFEE MILLS.
F. F. Wear, D. S. A. Pac. Coast.
Hobart Mills, 137-139 Telegraph Ave., Oakland.
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Scatena, L. & Co., 104 Washington. Phone, Temporary 243.
Scheer, Morehouse & Grandi. Hathaway Wharf and 33 Clay St.
Monotti-Larimer & Co., 707 Green St

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Rathjens, P. F., 1315-1319 Pacific.
Wieland Bros., 309-311 Davis St.

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Carnation, John H. Spohn Co., Agts., 50-52 Clay St.
Alpine, F. F. Hobbs Co., Agts., Hansford Bldg.
Borden Condensed Milk Co., Johnson-Locke Co., Agts., 213 Sansome St.

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Del Monte Milling Co., Lombard and Montgomery. Phone, Temporary 1089
Globe Grain & Milling Co., Chestnut and Montgomery. Phone, West 1616
Big "A" Mills, J. C. Westphal & Sons, Props., Isabel City St., Oakland
American Milling Co., Erie St
Phoenix Milling Co., Sacramento
Sperry Flour Co., 112 Spear St.

GINGER ALE.
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INSECT POWDER.
Enoch
"Red Seal"

LYE.

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F. F. Wear, "National," 137 Telegraph Ave., Oakland

OLIVES AND OLIVE OIL.
Chas. P. Grogan, 1744 Albion St., Los Angeles

PAINTS, OILS & GLASS.
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A. Zellerbach & Sons, 121 Jackson St

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PEANUT SELLERS.
Kingery Mfg., Co., 106 E. Pearl St., Cincinnati, Ohio.

PICKLES, ETC.
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Reed Pickle Works, 1507 Folsom

POLISHES.
X-Ray Stove Polish, R. A. Holcombe & Co., Agts., 50 Clay St.
U. S. Metal Polish, J. T. Wilson, Agt. 2871 16th St.

PROVISIONS.
Cudahy Packing Co., 45 Clay St.
Western Meat Co., 17th and Harrison...
Swift & Co., 5th and Townsend.

PRUNES.
Los Gatos Cured Fruit Co., Los Gatos.

ROOT BEER.
Chas H. Hires Co., Philadelphia.

RICE.
W. T. Wellsch & Co., Monadnock Bldg.
New Orleans Rice Co., 104 Front St.

REFRIGERATORS.
Ft. Smith Refrigerator Works, Beck Hardware Co., 73 Clementina St.

SAFES.
Parcell's Safe Co., 523 Market.
Richardson Bros., 131 Fifth.

SOAPS.
"Sapolio," J. P. Gillespie, Agt.
Babbitt's Brands, C. B. Jennings Co. Agts., 41 Clay St.
Cudahy Packing Co., 45 Clay St.
Fels Naptha.
Grandpa's Wonder.

SODA WATER.
D. Steimke & Co., Union and Octavia

SYRUPS, ETC.
Long Syrup Refining Co., 8th and Brannan.

STATIONERY.
Schwabacher-Frey Co., 42 Sutter St

TEA AND COFFEE BAGS (Air Tight)
James Hermann, 2975 Pacific Ave

TOBACCO.
American Tobacco Co., J. M. Gamble representative, 23 Market St

VINEGAR WORKS.
Pacific Vinegar & Pickle Works, 161 Sacramento St.
Western Yeast & Vinegar Works, 10th 11th. Phone, Special 274

WHISKEY
The Rothenberg Co., 7th and Franklin Sts., Oakland.
Wichman, Iversen & Co., Everett and Harrison Ave., Alameda.

WOODENWARE.
Hyman, Weil & Co., 46 Kansas St

WHOLESALE GROCERS.
Haas Bros., 100 California St
Lennon, John A., 918 Eddy. Phone Emergency 10.
J. H. Newbauer & Co., 420-422 7th
Wm. Cluff Co., Spear and Mission Sts.
Hooper & Jenkins, Powell near 3rd St.

YEAST.
Golden Gate Compressed Yeast Co. Washington and Fillmore Sts.

36 Carloads of

Hires Rootbeer

SOLD

on the Pacific Coast today; more than was sold all of last year, or in any one year before. HIRES is growing more popular each year. This certainly is a HIRES YEAR. (HIRES has been a success for thirty-two years).

JOHN H. SPOHN CO.

Pacific Coast Agents — San Francisco, Cal.

Further Reduction in Price

OF

MALTA-VITA

LISTEN

No change in size of Package or quality of goods.
Biggest and Best.
Per case of 36 Packages, $2.85.
One case FREE with five.
This makes the six cases cost you per case $2.37½, total $14.25.
Sold at 10c Per Package you realize $21.60.

It will easily out sell all other breakfast cereals at 10c.
Figure your profit.
We are going to keep Malta-Vita at 10c a package, but we are not always going to give you 50 per cent profit.
Send orders to your jobber at once.

MALTA-VITA PURE FOOD CO.

Battle Creek, Michigan.

CASTLE BROS., Brokers, San Francisco, Cal. — Pacific Coast Agents.

THE RETAIL GROCERS ADVOCATE

EARL D. EDDY, EDITOR. SAN FRANCISCO, CAL., AUGUST 9 1907, VOL. 12. NO. 31.

Grocers Want a Profit.

Almost as a Man They Ask Protection by the Bottlers.

GOOD WORK BEING DONE.

Every Part of San Francisco Being Convassed At The Same Time.

Twenty-three good grocers have been spending a great deal of time during the past week going to their neighbors to secure signatures to a paper that will probably, result in securing a fair profit on beer for the grocers of San Francisco.

They have had two leading questions to ask. The first question was:

"Do you want the bottlers to refuse to supply these dealers who sell beer for 10c. per bottle?"

There has been about one negatives to every 100 affirmatives. Nearly every grocer who is selling beer for 10c says: "I don't want to do it. I have to because some of my neighbors do. If the bottlers would make them quit, I would be very glad of it because I could get a fair price then."

In almost every instance, the neighbor thinks the other grocers has been forcing him to sell his beer for 10c.

The next question has been answered **"Yes"** by practically all the grocers. It is:

"If some of the bottlers upheld a price of 2 for 25c., would YOU refuse to handle beer that the bottler allowed to be sold for 10c.?

It was found that some of the grocers were already doing this on their own account. The Associated Retail Grocers are asking their members to make no change for the present, however, as they feel that when they come to the bottlers and can say:

"Here are grocers who sell 50,000 dozens of beer a month. They do not want you to allow fruit stands, fish stalls and other places that look on beer as a side issue to sell your beer for 10c. If you let your beer be sold at 10c. they cannot afford to handle it."

We feel certain that when they know this, the bottlers will say: "You are more valuable to us than the others and we will grant your request."

With a few of the bigger bottlers protecting the price, every bottler who expects consideration from the grocers will be giving them protection, too.

The following are the grocers who gave of their time and energy to securing the co-operation of their neighbors in getting a better profit on beer:

H. Wolking, 415 Haight.
J. W. King, 22d and Valencia.
Gus. F. Lehrke, 627 Tennessee.
McCarthy Bros., Bush and Baker.
A. Zett, 2805 Mission.
J. M. Hanley, 2300 Sutter.
Dannemark Bros., Haight and Scott.
John Lackmann, Herman and Steiner.
K. Burmeister, 2675 Lombard.
Courtney & Carroll, 4051 18th.
A. Simon & Co., 2045 Devisadero.
Robt. Dietrich, Waller and Schrader.
Frank Fagothey, 794 McAllister.
E. F. Henning, Octavia and Bush.
Hunsicker & Ernst, Grove & Central.
F. Hartje, 22d and Chattanooga.
L. C. Lake, 7th Ave. and "C" St.
B. M. Meyer, Turk and Franklin.
W. Wagner & Co., 798 Hayes.
Claus Wreden, 1898 Green.
J. J. Dunn, 1149 Howard.
L. Bruce, Ellis and Laguna.

Laws Won.

The following laws have been secured by the efforts of the California Retail Grocers' and Merchants' Association:

1. Permitting the Attachment of the wages of public officials.

2. Making a Wife's Separate Property responsible for family bills for the necessaries of life.

3. Mutual Fire Insurance.

4. Extending life of open book account to four years instead of two.

5. Making the drawing of a worthless check "with intent to defraud" a state's prison offense.

6. A fair guaranty clause in the pure food law.

POINTS TO WATCH.
SEE PAGE ELEVEN

A Chance to Do Things.

State Convention Offers an Opportunity For Great Advancement.

ENTERTAINMENT PREPARED FOR ALL.

Sacramento Grocers Plan Big Doings and Directors Plan Hard Work.

Grocers in California have already bettered their condition by working together.

There is still much to do.

It is only when the Grocers themselves, do the work that the betterment is permanent.

The Association Secretary can advise. The Association members must decide what is wanted and then they, themselves, must help put their plans into execution if they expect to secure the abatement of trade abuses or an improvement of profits. They themselves must be active. Everybody is willing to help the man who has brain and strength enough **to help himself.**

If **YOU** belong to this class, you will see to it that some grocer in your community does come in order that you may learn how other grocers are helping themselves and how you can help yourself if you are willing to try.

The Convention at Sacramento promises to be one of extraordinary value and interest.

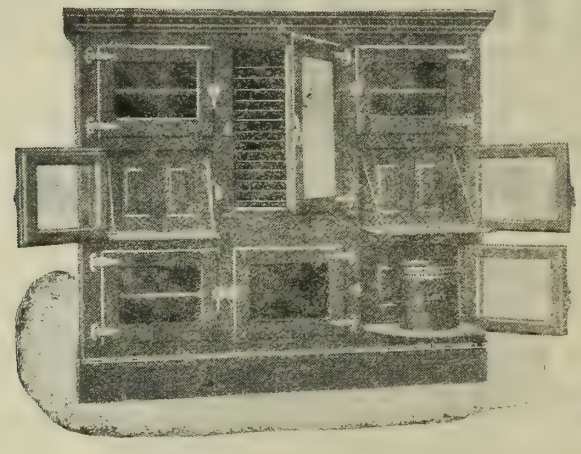
The grocers have learned their power in getting better profits. At this Convention they will decide how they can best make use of that knowledge. The grocers have learned the possibility of securing legislation through cooperation. A decision will also be reached as to how they will put the knowledge so gained to the best use at the session of the legislature which convenes in 1909.

It lies within the power of retail grocers to stop practically every trade abuse from which the grocery trade suffers to-day. They must be prepared to carry out these plans **themselves** and not expect some one else to do it for them. They must come to the Convention.

It is not enough to say:

"I will be willing to do what the rest agree to. There is no need for my attending this Convention."

Fort Smith Refrigerators



STYLE No. 7686

The Following Well-Known GROCERS are Using the Above Style Refrigerator

E. Broderick	715 Fillmore St.,	S. F.
Rathjen Co.	Lombard and Fillmore	S. F.
H. Hellberg	Ninth and Bryant	S. F.
McCarthy Bros.	Bush and Baker	S. F.
Kohn Bros	1201 Turk St.	S. F.
F. Stuermer	18th and Danvers St.	S. F.
C. Stelling	29th and Church	S. F.
J. M. Hanley	2300 Sutter	S. F.
Maxwell & Streckenbach	1302 18th St.	S. F.
Fred Pielhop	249 Courtland Ave.	S. F.
Fay Gro. Co.	3rd Ave. and B St.	S F.
J. Vennekohl	1839 Eddy St.	S. F.
Southern Heights Gro. Co.	1471 18th St.	S. F.
W. A. Rogers	900 I St., corner 10th Ave.	S. F.
H. Heitman	2248 Misison St.	S. F.
H. Dinslage	3375 Sacramento St.	S. F.
Miller & Lawlor	Guerrero & Clinton Park	S. F.
C. F. W. Miller	239 Brighton Ave., Ingleside	S. F.
J. Straub	101 De Montford Ave., Ingleside,	S. F.
J. Soltaro	Park and Central Ave.	Alameda
Martin Eggers	Fruitvale Av. & Boulevard,	E. Oakland
W. Zeller		Palo Alto
Sonoma Co. Fruit and Produce Co.		Santa Rosa
C. D. Fontana		Copperopolis
Rossi Bros.		Stockton
Drury & Bartholomew		Stockton
J. Rohrer		Stockton
Hall Bros.		Stockton

We make all Styles and Sizes for the Grocery Trade.

REMEMBER - - - - - - - - - - If We Make It It's Made Right

BECK HARDWARE CO.

SAN FRANCISCO — Phone Temporary 978 — LOS ANGELES

73-75 Clementina St. Near 2d and Folsom — 47 Central Avenue.

If every grocer said that, no improvement would ever be made in grocery conditions.

Every grocer in California, who can possibly be in Sacramento, should attend the State Convention and take his wife with him if he has one. The Sacramento grocers are preparing a series of entertainments that will make the coming Convention memorable in the history of the association. The ladies will be carefully looked out for.

There is already assured a large attendance which guarantees that the Convention will be one of mixed value.

Special rates will be enforced by the Railroads.

The **"Advocate"** would like to hear from those grocers who think they will be able to attend this Convention.

Without regard to whether you are a member of the Association or not, prepare to go to Sacramento on September 10th, 11th and 12th.

THOUGHTS OF BUSINESS.

By Waldo Pondray Warren.

"Thoughts on Business," by Waldo Pondray Warren, is announced for early publication by Forbes & Company, Chicago. Some of the" Thoughts" have appeared from day to day during the past few months in metropolitan dailies, where they have been received with great favor by all classes of readers. The "Thoughts" are unique in their epigrammatic sytle and strike a new note in business literature. The author takes a broad view of commercial life, discussing methods and gauging success by both economic and ethical standards. Something of his purpose is expressed in the preface:

"This book is an outgrowth of a business experience gained through many years of association with one of America's greatest commercial institutions. During those years I have learned, perhaps more surely than anything else, the value of a right thought. I have seen how men's careers have been marred by basing their actions on unsound theories of life and business. And I have also seen how a change from a wrong thought to a right thought, perhaps during a moment of casual conversation, has been the means of advancing a man to a higher place in his work, opening his eyes to a broader field of opportunity and wholesome activity."

H-O IN TROUBLE.

The H-O Company of Buffalo is reported in trouble financially. Judging from the dispatch printed below, a way out of the difficulty has been found.

Buffalo, N. Y.—Announcement has been made of the organization of the Edward Elsworth Co., a $2,000,000 corporation. The new concern will take over the Edward Elsworth cereal companies. At present there are four Elsworth companies. Two of them are the H-O and the Force Food companies, which have mills in Buffalo The other two are the Pawnee Cereal Co., of Cedar Rapids, and Edward Elsworth & Co. Included in the consolidation will be some smaller companies distributed throughout the country.

Buffalo will be the principal office of the company. All of the stock will be common. A bond issue of $2,000,000 is planned by the newly-organized company. Enough to provide a working capital has already been assured. The plants will be enlarged and greater attention given to the foreign business.

SOAP FACTORY IN ALAMEDA.

Alameda, July 26.—The North American Soap Co., Ltd., with main offices and plant in Chicago has purchased a water-front site 150x400 feet on the Alameda side of the tide canal, east of Park St., and will erect a three-story plant to supply the company's Coast trade with soap products.

FLY STICKEM.

Do You Know Why,
STICKEM
Is the best to
Catch both Germ
and Fly.

It's out o' sight, it hangs high,
Just pull out the string, that's Why!
Where they roost you stick-em,
So try,
You'll always buy

Money-back Stickem

COSTS 1c PER WEEK.

A proven repeater with 100 per cent profit protected.

Manufactured by
C. A. ARENTS & CO.,
Alameda, Cal.

Now is the time to run on

HUMBOLDT COUNTY BUTTER

GIVE YOUR CUSTOMERS

ALPHINE OR GOLDEN GLOW

And you will not have to listen to Kicks.

MONOTTI-LARIMER CO.

Phones Park 570 and 571. 707 Grove St., S. F.

ATTRACTIVE PACKAGES

Further Evidence That It Pays To Attract The Eye By Making Products Appear Well.

Consul Albert Halstead, of Birmingham, reports that in the British Market care in packing, attention to making products appear well, and, in general, everything calculated to attract the eye are of the greatest usefulness in promoting sales. The importance of this has been brought more clearly to his attention by an article in a British publication, from which he quotes the following:

The successful sale here of numerous continental articles of food is due almost entirely to the neatness of the container. Such things as fruit, eggs, and vegetables, which come to us from the Continent, are neatly inclosed in boxes, and have apparently been washed before being packed An edging of tinted or lace paper occasionally serves to make the produce more tempting to the purchaser. Home grown produce is not, as a rule. As a guide to the American sending goods to this market, the following incident will be of interest, because it shows something of the spirit of the purchaser with reference to the way goods are offered for sale. A farmer noticed customers in the grocer's shop picking over the celery to find the best-looking bunches, and it occured to him to take more pains with his celery and see if it would bring a better price. He bought some pink tape and tied the celery with it in neat bunches, and found that it sold quickly and brought more money, while the same kind of celery without the tape sold slowly and brought less.

After that he marketed all his produce in the most attractive manner putting labels on his fruit baskets with the name of the variety, wiping his apples, selecting and labeling his tomatoes, always treating his fruit and vegetables as if they were worthy of distinction. The fame of his produce grew, he enlarged his business and became a wealthy man, all because of the pink tape on the celery.

The bottles, labels, and other items connected with the packing of American proprietary medicines are much admired here, and the chemist readily concedes the fact that such matters are potent in assisting him to make sales. In considering this country as a market for American goods which reach the purchaser through retail shops and stores, I would advise the manufacturer to bear in mind the fact that the package forms an important detail in display either in windows or on the retailer's shelves.

Somers & Co., hay and grain merchants have opened offices at 37 California St.

NEW STORE FOR BURLINGAME.

H. E. Morken and E. B. Lorton, two very well known young men of San Mateo, are busily engaged in getting ready for the opening of their grocery store in the Hatch building on Highland avenue. They intend to carry a general grocery and hardware stock at the start. branching out and carrying other lines in the future. Preparations for the opening are well under way and they expect to be ready for business between the 10th and 15th of this month.—Burlingame Advance.

QUIT BUSINESS.

Ferguson Bros., who for several years have conducted a general grocery store in Porterville, quit business August 1st. Their stock of goods has been taken hold of by a purchaser who will move it elsewhere.

ROYAL



BAKING POWDER

Absolutely Pure

A Cream of Tartar Powder, free from alum or phosphatic acid

Makes Home Baking Easy

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

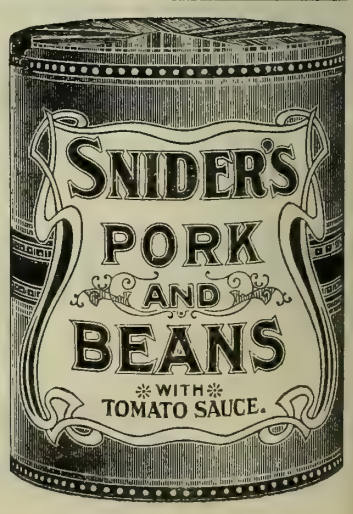
SNIDER'S

Pork and Beans

LEAD BECAUSE THEY ARE THE BEST

All Leading Grocers Sell Snider's
Ask Your Jobber.

John H. Spohn Co., Agents, San Francisco.



Schilling's Best

is at home wherever

grocers are

alive to their interests.

ASSOCIATION ROSTER

California Retail Grocers and Merchants' Association.

President, A. A. Jost, Sacramento.

Vice-Presidents--1st, George B. Doyle, San Francisco; 2nd, F. W. Aubry, Stockton; 3rd, Chas. A. Mottaz, Los Angeles.

Treasurer, C. B. Pearson, Stockton.

Directors—F. B. Connolly, San Francisco; John W. King, San Francisco; H. K. Duncan, Oakland; L. Warnke, Alameda; F. F. Dustin, Redding.

Secretary, F. B. Connolly, San Francisco.

Associated Retail Grocers of San Francisco.

President, George B. Doyle.
First Vice-President, James S. Irvine.
Second Vice-President, J. W. King.
Secretary, Frank B. Connolly.
Directors: Joseph A. Stulz, Herbert S. Elliott, Gus Lehrke, P. A. Buckley and B. A. Schmidt

PACIFIC COAST.

Retail Grocers' Association.

President.

F. B. Fancher—Sacramento, Cal

First Vice-President.

J. R. Newberry—Los Angeles, Cal.

Second Vice-President.

Fred Dresser—Portland, Ore.

Secretary

H. Hauch, Alameda, Cal.

NATIONAL RETAIL GROCERS' ASSOCIATION OF THE UNITED STATES.

President, Charles J. Kramer, Little Rock, Ark.

Vice-President, Simon Clark, Duluth, Minn.

Secretary, John A. Green, Cleveland, Ohio.

Treasurer, Henry W. Schwab, Milwaukee, Wis.

Director, for three years, F. B. Connolly, California.

Director, for one year, A. W. Farlinger, Georgia.

Senior Director, L. F. Padberg, St. Louis, Mo.

"LIFE"

To your business is what you want, and when you sell an article like "MAPLEINE"

It is Bound to Happen

It will not alone bring "Life" into your old customers but new customers as well and they bring more.

How About It?

Got time to write us an order? Better take it, this means money and more trade to you, and if you're in the game to make money, you'd take time to order or write us more about it.



"MAPLEINE"

Is an article that ca[illegible] spot in the housewife's bosom for you if you tell her about it, and that's what "you've got to have nowdays." And so many mail orders are coming into us, that it's about time for you to wake up an tell the people you sell it. "Mapleine" sells it's [illegible]

REPEATER.

That's what you want.

JOHN H. SPOHN CO., Agents

50-52 Clay St., San Francisco

Crescent Mfg. Co., Mfrs., Seattle.

We are now booking orders for 1907 PRUNES.

Have you ordered yours yet? They are pretty scarce this year. It looks like prices would be HIGHER. We can make it to YOUR ADVANTAGE to place your order NOW. Write for prices. Your enquiry will receive prompt attention. **Remember WE PUT UP THE**

BEST PRUNES

Los Gatos Cured Fruit Co.

Los Gatos **California**

Clean, Sharp-Cut and Nail-Eating Features

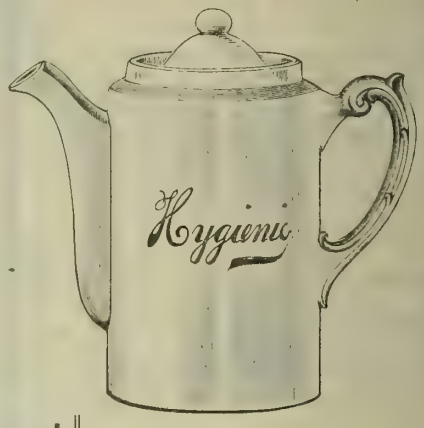
Ideal Tea Company, 17-19 East Santa Clara Street,
San Jose, Cal., Mar. 14, 1907.

Frank F. Wear, Oakland.

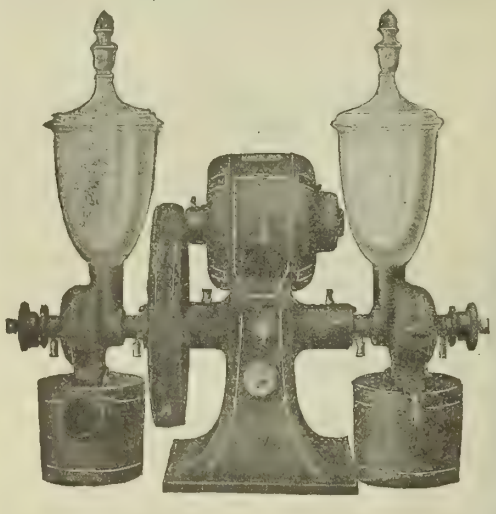
Dear Sir: Have been using coffee mills for over 20 years and had experience with nearly all of them. Always wanted one a "little better" for the mill is a great factor in maintaining coffee trade. Our last purchase was one of your No. 2121 Hobart's and we do not hesitate to pronounce it the best we have seen. Are particularly pleased with the **clean sharp cut** of the granulating burrs, something we have always wanted and never found so near perfection as in our **Hobart.**

We "press the button," the Mill does the rest—and does it right, and its nail eating qualities stand alone. Would not consider ourselves up-to-date without it.

Respectfully yours,
C. M. SHELBOURN,
for Ideal Tea Co., San Jose.



It Is Better to Buy a "Hobart" Than to Wish You Had.



A Word To the Wise is not Always Sufficient.

◆ ◆ ◆

Sometimes they have to be SHOWN.

Full Car-Load of assorted sizes, 1907 Model Mills to select from before advance prices go into effect. Get your order in early as a car-load will not last long.

22 Styles and Sizes to Select from.

Hygienic Drip Pot

Upon application we will furnish information regarding our product that will assist you in becoming a recognized coffee : : :

LEADER.

WRITE FOR CATALOG.

King of Electric Coffee Mills

F. F. WEAR

Dist Sales Agent Pacific Coast

Headquarters; 137-139 Telegraph Ave., Cor. 18th St.

Branch Office: H. B. DIBBLE, Manager

10 Marshall Square, Opp. 8th St. and Market

Phone Market 461 **San Francisco** **Phone Vernon 255** **Oakland, Cal.**

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

PIONTS TO WATCH.

SALMON—

Reports from Alaska and the North West are to the effect that a big shortage in this season's salmon pack is now assured. Be sure and read this week's review of the situation.

CHOCOLATE.—

Cocoa Beans have increased in cost over 90 per cent during the past 12 months. This is the basis of the recent advances in Chocolates and cocoa. A further advance in Cocoa is anticipated shortly.

CHEESE.—

Martin's Cheese is due for an advance of ½c. to 1c. per pound.

FREE DEALS.

Fairbanks Gold Dust.

With five and a half boxes at 4.65 one-half box free. Size 24x72. With ten boxes at 4.60 one box free. With 25½ boxes at 4.55 two and one-half boxes free. With fifty boxes at 4.55 fiv boxes free. Above deal is good for but a short period.

Malta Vita—One case free with five.

Rex Lye—One case free with five cases.

Frazier's Axle Grease.—One case free with ten

Tobacco—Drop shipment 100 lbs. or more of an assortment of any of the following brands: Union Leader, Pedro, Dixie Queen, Fashion Sensation, Seal of North Carolina, Plaza Cube Cut, Three Feathers, Monte Cristo Slabs, Continental Cubes, Old English Curve Cut, Van Bibber Sliced Plug. Not less than 10 lbs. Pedro or more than 55 lbs. Union Leader permitted to each 100 pounds. Gratis with each 100 lbs., 5 pounds Union Leader or Pedro as retailer may elect.

Jello—One case free with each 12 cases. Deal limited to 48 cases. Ice cream powder made by the same company may be assorted with Jello in making up orders.

Snider's Catsup — With each five cases of Snider's Catsup, pints, one case of Snider's Catsup, pints, free. With each three cases of Snider's Catsup, pints, and two cases of Snider's Catsup, half-pints, one case of Snider's Catsup, half-pints, free. With each ten cases of Snider's Catsup, half-pints, one case of Snider's Catsup, half-pints, free. With each five and half cases of Snider's Catsup, half-pints, half case of Snider's Catsup, half-pints, free. With each ten cases of Snider's Catsup, quarts, one case of Snider's Catsup, quarts, free. With each five and half cases of Snider's Catsup, quarts, half case of Snider's Catsup, quarts, free. Deliveries on above deal to be made after September 1st, 1907, and before January 1st, 1908.

Murdoch's Starch—10 case lots assorted or straight at list, one case corn starch free. Crates of sixes count for two cases.

Rumford Baking Powder—Five per cent discount in five case lots; one case free in ten case lots.

X-Ray Stove Polish—5c size, 3 doz. $1.50 with 6 free; 10c size, 3 doz., $2.50 with 6 free.

Bromangelon—One dozen free with each gross ordered. No free goods with orders for less than one gross.

SUGAR.

There has been no change in this commodity during the past week.

New York, Aug 1.—Willett & Gray report:

The Week.—Raws: Unchanged. Refined: Declined .05c. Net cash quotations this date are; Molasses 3.19c., Centrifugals, 3.94c.; Granulated, 4.65c.

Raws.—During the week under review our markets have been fairly strong to steady. An attempt to advance prices to 4c. after large purchases at basis of 3 15-16c., 96 deg test was not successful, because Europe at the critical moment turned weak and lower for beet sugar, inducing holders to modify their views, and further moderate business resulted at the old price. Our buyers now show but little disposition to operate, except for occasional small parcels.

Refined.—Prices for refined continue irregular, with restricted transactions.

The backward season, as well as a reaction to some extent in general trade, and the unsettled conditions of the refined sugar market, have had a tendency of reducing the demand, until now buyers are operating on a hand-to-mouth basis, and are waiting important developments before showing any disposition to take hold again actively. The future course of the

Golden Gate Leaf Lard.

Eastern Star Hams and Bacon.

Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:

South San Francisco

San Mateo Coun

PHOENIX FLOUR

The Whitest **The Best**

Made in Sacramento, Cal.

Up=to=date Machinery

Modern Ideas Coupled with the Thirty Years Experience at the same Location Has Taught Us What Kind Of Wheat To Blend.

RESULT: = PERFECTION

Agencies at Oakland, Eureka, Placerville, Red Bluff and Reno.

PHŒNIX MILLING CO. Sacramento, Cal.

B. E. BRYAN, Oakland Agent, 17th and Wood Sts.
Phone Oakland 8254

Are You Well Stocked With

THE

EGG-O-SEE COMPANY'S

CORN

FLAKES

If not Why not? Are we not Advertising in a way that will move the Goods for you? And are our Goods not backed up with quality as well? Push the goods of the manufacturer who helps you to sell them.

Egg-O-See and E--C--Corn $2.85 single case, $2.75 5-case lots

Every Jobber in the United States carries our Goods

Egg-O-See Cereal Co.

133 Hansford Bldg., S. F., Cal.

market depends largely upon the outcome of the fruit crops.

COFFEE.

C. E. Bickford (City) reports under date of August 2nd:

A generally better feeling with more confidence on the part of most dealers has prevailed in all coffee markets during the past fort-night, in consequence of which, trading here has been very active, July deliveries aggregating 31,700 bags as against 22,500 bags for the same month last year. A more steady and brisk demand can be noted for coffee classifying low to good at slightly better prices than those given in our last circular, whereas strictly good to prime grades are not selling as freely here, buyers persisting in their policy to take in these classes only for their temporary needs as long as stocks in first hands are abundant. While quotations on the latter grades remain practically unchanged, sellers are inclined to adhere more closely to asking figures and sales have been effected on a higher basis than those of a month ago.

Spot No. 7 Rio and No. 4 Santos have advanced ⅜ in New York during the month and futures have advanced 75 to 85 points, the market closing there firm at the advance.

The receipts for the first month of the new crop year at Rio and Santos were 834,000 bags as against 1,100,000 last year during the same interval.

New York, Aug 1.—Willett & Gray report:

When all news coming out from Brazil was bearish there came also the usual report that this would be an early crop. Now, if the crop is early the receipts are very small and indicate a very small crop, because out of the receipts so far in Santos it appears that only 125,000 to 150,000 bags are new crop. So it is one of two things the crop is either late or very small. While by different parties in Brazil the current crop is estimated very high compared to the Government figures, reports are heard during the last few days pointing to the yield of this crop being much smaller than expected, and saying that the weather is very unfavorable for the growing crop.

Business is regular, and even for the usually dull month of July, the deliveries last month were 300,000 to 400,000 bags in excess of the usual quantity taken in July. That conditions have changed is shown also by the fact that the World's Visible will show a decrease, instead of an increase, at last year.

Visible supply of world, in bags July 1, 1907, 16,399,954; June 1, 1907, 16,551,708; July 1, 1906, 11,265,510;

Stock U. S., all kinds, in bags, July 1, 1907, 3,919,947; June 1, 1907, 3,987,476, July 1, 1906, 4,130,587.

RICE.

New York, July 30th.—Dan Talmage's Son's Co., report:

Demand for the week has been very satisfactory and the comparatively light supplies quite heavily drawn upon to cover immediate wants. This contributes to the maintenance of values, as no supplies are coming in to fill the vacant places.

Advices from the South note quiet market on the Atlantic Coast. Mills closed for the season. At New Orleans there is a brisk enquiry and prices are firm. 1800 sacks of New Crop Rough have been received, and the Cleaned out-put sold at full prices.

In the Interior Southwest Louisiana and Texas, general conditions of the crop are favorable, and planters are looking forward with natural anxiety to what may occur to forward or retard harvest.

Cables and correspondence from abroad note strong markets.

Crowley, La., Aug 1.—The Rice Journal and Southern Farmer says:

"Rather better than the average yield, both in quantity and quality, on an average acreage; high prices at the beginning of the year; a consumption which his nearly doubled in five years, absorbing nearly five million bags on the high range of values of last season; a cheap crop, with the farmers of the rice belt, in good financial condition, thus enabling them to reap the full benefit of a prosperous year.

"That summarizes the rice situation as it appears to the Rice Journal & Southern Farmer at the end of June. This summary is not based on accurate figures, for there are no accurate figures to substantiate or to controvert any statement made. It is rather the consensus of the best opinion among rice men.

"Any opinion as to the probable yield, whether as regards quantity or quality, is pure speculation at any time before the thresher has turned out the rice; but the average condition of rice at this time is apparently better than the average at this season. It is generally acknowledged that the Texas acreage has been increased over that of last year and that the Louisiana acreage is about the same as it was in 1906.

"As to market conditions, there is no room for seasonable doubt. The market is bare for the first time in years and there is small prospect that it will be supplied by foreign rice, as all foreign supplies are reported to be short. The new year will almost certainly open with a strong market and there is every reason to believe that it will hold strong. Unless an unprecedentedly large crop is raised, which is out of the range of possibilities, the consumption will easily absorb every bag grown this year in the United States.

"The outlook for rice is brighter than is ever has been since the spring of 1903."

RAISINS.

Fresno, Aug 1.—Minnewawa Home Packing Co., report:

"The raisin situation remains about the same, and there have been no unfavorable conditions of weather to seriously injure the prospects of a good crop. The estimate of the present crop is about sixty thousand tons, but these estimates always fall short at the end of the season. This is accounted for by the weather conditions

BANKING INSTITUTIONS.

LOCARNO PARIS NEW YORK SAN FRANCISCO

Swiss American Bank

Of Locarno, Switzerland

San Francisco, Main Office
1152 Fillmore St.

CAPITAL $600,000

SURPLUS AND UNDIVIDED PROFITS, $190,000

TOTAL ASSETS, $5,330,000

San Francisco Agents and Officers

Agents
HENRY BRUNNER.
T. C. TOGNAZZINI.
CHAS. MARTIN CO.,
E. G. TOGNAZZI.

CHAS. MAGGINI, President
A. A. MICHELETTI, Cashier
OTTO OTTESEN, Asst. Cashier
C. C. PEINI, Asst. Cashier.

ACCOUNTS OF BANKS, FIRMS AND INDIVIDUALS RESPECTFULLY SOLICITED.

RICE

Buy Right Direct from the Mills

Save Jobbers Profits

Largest ExclusiveRice Dealers on the Coast.

NEW ORLEANS RICE MILLING CO., 104 Front St., San Francisco

Samples Mailed on Request

and the continued short pruning of the vines, which leaves them with insufficent top foliage, and results in the drying up of the berries by the hot sun before they mature. It is estimated that two-thirds of the present crop has been sold, the grower who has not sold is holding firm for six cents.

New York, Aug 1.—The only interesting feature in yesterday's dried fruit market was the sale of two lots of 1,000 boxes each of the new spot Australian Valencia RAISINS, the first ever sold in this market. It is understood that the price was 8½c.. This is somewhat more than the prices anticipated for new crop domestic goods, but is explained by the fact that the new base of supply gives its yield at a time when the market is bare of spots at any price. No Valencias have been available for two months, and none are expected from usual sources before the middle of September. Seeded raisins continue firm at 13c. for Coast and 12½c. for local packings, with a decided inclination toward an advance.

HONEY.

Denver, Col., July 30.—The Colorado Honey Producers' Association reports: "Since making our last report we have had a fairly good honey flow in some sections of this State, and if we have three weeks favorable weather from now on should secure an average crop. From reports we have received it appears that Utah, New Mexico, and Nevada will have very light crop."

FLOUR.

W. H. Joyce of the **Globe Mills** says of the flour and wheat situation: "While reports are being circulated in the east to the effect that a decline in flour may be expected still the situation on the coast does not justify a change as far as we can see. There is talk about cheap wheat but when it comes to buying it is not be had. The crop of wheat in California is about California consumes about 500,000 barrels of flour annually and of this amount fully half will have to be shipped in here either in the form of wheat or flour. We are buying wheat now in Oregon. A cargo of poor quality wheat wheat which California millers would not use at any price, was sold the other day in Portland at 85 cents for export.. This gives a pretty good idea of the wheat situation in the north.

"A peculiar element in the flour business is the fact that quiet times increase the demand for flour. I fthis country experiences a period of reduced industrial activity and the general public finds it necessary to reduce its basis of living then the demand for bread will increase. The public will get back to the staples.

"Barley advanced July 30 and the reason is the demand for export. The quality of the barley produced in California this year is exceedingly good and the brewers and distillers in Europe are in the market offering more than millers or feed men can afford

CANNED FRUIT.

The jobbing trade of the United States has taken up practically the whole pack of fruit put up by the California Fruit Canners' Association. The Association has withdrawn from the market on Crawford peaches of practically all grades, standards and seconds, and apricots, cherries and plums..

TOMATOES.

Aberdeen, M. D., July 25.—Strasbaugh, Silver & Co., report:

It is acknowledged that future Tomatoes sold liberally early and more hestitaion was shown on the part of sellers than buyers.

That steady buying followed and Spring weather belated two to three weeks caused heavy buying, which forced the market for Standards up to 90 and 92½ cents, f. o. b.

That warm favorable weather followed the packer to a great degree of the apprehension that he might not pack all the Futures he had sold and awakened hopes that he might have a few carloads to spare, for which he might obtain a more profitable margin.

That with a carry-over of 1,500,000 cases and the 1906 pack of 10,000,000 cases that all warehouses will be bare by packing season. That the growing annual consumption would likely care for a 12,000,000 to 13,000 case 1907 pack.

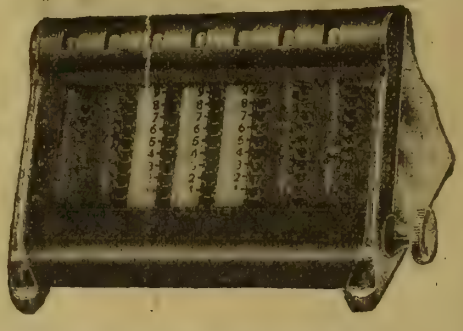
That cans, cases and supplies cost 16¼ cents more per dozen than two years previous.

That is is fair to expect higher prices for 1907 pack than have averaged for the yield of any previous year.

That over-production, if possible at any time, shows no indication of being due for some time to come.

$15.00 "GEM" ADDING MACHINE

FREE 10 Days Trial At Our Expense



FREE 10 Days Trial At Our Expense

The Machine You Hear So Much About

Over 5000 In Use

in the Grocery, Hardware and General Store Trade

Does the work of high priced machines, carries automatically, has automatic resetting device, totals visible, operation natural, folding holder, machine itself compact.

Address:

X. GANCHER,

AUTOMATIC ADDING MACHINE CO.

332 Broadway New York

That the 85,000,000 people have only about three (3) cans of Tomatoes per annum for each person per capita.

That the Pure Food Law will lessen the pack of Tomatoes 1,000,000 or 2,000,000 cases on account of the non use of coloring and water, as heretofore.

That Tomatoes will be more palatable in 1907 on account of the discontinuance of these abuses.

That Organization is a nearer possibility since Canned Goods people are noting the evils heretofore existing and are more ready than ever to obviate these, seeing the same has been successfully accomplished by others."

CHOCOLATE.

Cocoa beans have increased in cost over 90 per cent during the past 12 months. This is the basis for the recent advances in chocolates and cocoa and a further advance in cocoa is anticipated shortly.

SALMON.

Griffith-Durney Co., report under date of Aug. 5th.:

"News from Southeastern Alaska has been coming in and the outlook is given worse than we expected. It is now predicted that the pack in that section will be at least 100,000 cases short. This, together with the shortage in the Behring Sea and the shortage at some of the canneries in Central Alaska, will practically be equivalent to 400,000 cases less Alaska salmon than 1906. For comparison, we give you herewith figures showing the pack of 1906 and the estimated pack of 1907.

Alaska, 1906, 2,227,000, 1907, 1,800,000 cases; British Columbia 629,000, 400,000 cases; Puget Sound 440,00, 350,000 cases; Columbia River 360,000, 300,000 cases; Outside Rivers 159,000, 125,000 cases Total for 1906, 3,815,000; Total for 1907, cases 2,975,000.

Remember there is no carry-over, the market on the Pacific Coast being practically bare and the lightest stocks in jobbers' hands ever known at this time of year. Remember also that the estimated pack of Pinks, Chums and Columbia River Chinooks has been virtually sold out, and that the pack of Sockeyes will be so small as to cut very little figure in the situation. The salmon that should therefore, command the immediate attention of the trade is Alaska Red. We urge our friends to take our advice and as soon as prices are named to buy what they need, as we again repeat, delay is dangerous."

Under date of Aug. 6th., they say:

In our preliminary advices on canned fruits we prepared you for a whirl and predicted that within a week after prices were named it would be impossible to get a full line from any canner in California. Our predictions were based on absolute and positive knowledge of the condition existing all over the world, and we now want to state that we believe the Alaska Red Salmon business on new pack will be done as quickly and in almost as big a whirl as the fruit business. We know postively that our smaller competitors who have heretofore been cutting more or less have heavily oversold, and none of them will be able to fill to exceed 50 per cent of the orders that they have already taken. The leading factors have booked orders for probably 75 per cent of their pack subject to approval of price, and as far as the favorite brands are concerned, we feel quite sure that within forty-eight hours after prices are named it will be impossible to give wholesale buyers their choice of brands.

We think you will admit that every wholesale grocer in the United States is as fully posted on the situation existing on Alaska Red Salmon as we. We want to repeat the advice we gave you on fruits, that the moment prices are named "get in" as we are quite sure that those who delay will feel like those who delayed purchasing fruits

Note.—Griffith Durney Co. are brokers and do not sell to the retailer.

Seattle, Aug. 3—The "Trade Register" says:

The local salmon market continues strong and will remain so till all reports of this seasons' pack are in, when, unless present indications prove to be wrong, prices will go higher. This will not effect the demand for the fish, but in time the demand will exceed the supply. Brokers are anxiously awaiting reports for Alaska, which gives promise of a pack equal to that of last year.

"Philip F. Kelley, of the Kelley-Clarke Co., of Seattle, in summing up the salmon situation, said:

"'There will be a shortage of red Alaska fish this year. Of course, it is now in the middle of the packing season, and the fish may run yet, but the prospects for even a normal pack are extremely doubtful. The run of sockeyes thus far has been light, but, of course, the season is not over. However, I do not believe that more than 150,000 cs. of sockeyes will be put on the Sound this season. The Columbia river pack has not been large, but as the fish run longer there than further north the pack may be fairly large. The western Alaska canneries have not been heard from yet, so it is too early to say anything about the pack there. The worst feature of the whole situation is that the supply will not equal the demand The demand for fish is heavy, and it is seldom that the market is as strong as at present.'"

CHEESE.

Martin's Cheese will soon advance ½c to 1c per pound.

HAY.

Somers & Co., report under date of August 6:

Our regular May sections are facing no particular problem at the moment, for even if cars are not available there is plenty of warehouse space. In the grain sections, where the bulk of the Hay is found this season, it is very different, and unless the Fall rains are greatly delayed there will without be large quantities of hay ruined. A scarcity of balling wire throughout the State is preventing some of the crop from being made ready for market, but the greater trouble at the moment is car scarcity.

As to present prices we have nothing of interest to report, for the list shows no change from that given a week ago.

Choice Wheat Hay	$18.50 to $21.00
Good Wheat Hay	16.00 to 18.00
Other Grades Same	9.00 to 15.00
Wheat and Oat	9.00 to 16.00
Tame Oat	9.00 to 16.00
Old Wild Oat	8.00 to 11.00
New Wild Oat	8.50 to 12.50
Stock Hay	7.50 to 9.00
Alfalfa	8.50 to 13.50
Straw, per Bale	.45 to .85

THE OAKLAND MEETING.

Oakland's Secretary was called away recently. The organization has been headless for some time.

On Monday evening, July 29th, a meeting was convened at the Merchants' Exchange rooms by H. K. Duncan who brought together H. D. Cushing, A. J. Nor, L. J. Sill, Geo. Hoffman and Warnke. President John Mitchell had a previous engagement he had to observe.

Mr. Powers was present and told of the conference at San Jose. The gentlemen present were all certain that big results were possible with the aid of the better men in the business, and that it would be possible to secure results by hiring a competent secretary.

Another meeting was planned for a near by date and the trade will be called on personally by Mr. Powers and officers of the Association.

J. H. Newbauer & Co.

Importers and Wholesale Grocers

430-432 Fifth Street

Phone Temporary 3680

San Francisco California

MONEY.

Several fake "associations" are being operated in Chicago, Minneapolis and other eastern and middle west cities. These "associations" are sending literatures broadcast to retail grocers and general merchants all over the country asking them to subscribe to a fund to be used in fighting catalogue houses. The money goes into the private coffers of the "association" which consists of one man and a beautiful stenographer who gets up the enticing literature which promises immunity from catalogue house competition—if you will spend.

Quality in lieu of free goods—that's Griffon's.



The Eureka Insect Exterminator

is a preparation of eight different drugs and is so well compounded that it actually destroys insects, yet it is harmless to the human.

It kills Fleas, Flies, Ants, Moths, Bedbugs, Roaches, Lice, Mosquitos, Etc.

Price list, page 28.

For Sale by the Wholesale Drug and Grocery Trade
JOSEPH FUSCH, Manufacturer.

1797 Bray Ave.
Fruitvale, Cal. **Phone Merritt 2962**

BAY CITY MILLS

GROCERS!

TRY OUR PATENT (Extra Family) ROLLER FLOUR
YOUR CUSTOMERS WILL THANK YOU.



Bay City Flour Mills, First and Clay Sts., Oakland

YOU ARE ALWAYS SURE of a sale and a profit if you stock SAPOLIO. You can increase your trade and the comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Wholesale Price List.

EACH DEPARTMENT OF OUR PRICE LIST IS CHECKED UP AND CORRECTED EVERY WEDNESDAY BY M. J. BRANDENSTEIN & CO., A. SCHILLING & CO., J. A. FOLGER & CO., SUSSMMAN, WORMSER & CO., J. H. NEWBAUER & CO., GUGGENHIME & CO., TILLMANN & BENDEL, WELLMAN, PECK & CO., CUDAHY & CO., WIELAND BROS., ROETHLISBERGER & GRASSOFF, WILLIAM CLUFF CO., WHITTIER-COBURN CO., W. P. FULLER & CO., STANDARD OIL CO., HOOPER & JENNINGS, M. PHILLIPS & CO., PACIFIC COAST BISCUIT CO., PACIFIC VINEGAR & PICKLE WORKS, HEYMAN-WEILL CO., AND SCHWABACHERFREY CO., EACH FIRM TAKING THE DEPARTMENTS ASSIGNED, AS LIST INDICATES.

No claim is made that this Price List contains an ironclad schedule of rates—good for a week. No such schedule could be obtained, even on actual cash sales. These prices are solicited for publication, and represent, at the time of going to press, the average prices demanded by the general run of jobbing houses for average amounts of goods on average conditions of purchase. Persons with cash, or undoubted credit, always get special low rates.
Subscribers will confer a favor by pointing out to us any particular error or omission.

COL.		COL.		COL.		COL.		COL.	
Abalones	18	Citron	35	Glue	42	Pails	17	Smoking Tobacco	49
Ammonia, Laundry	25	Clam & Clam Juice	18	Gum, Chewing	31	Paints, Dry	30	Snuff	52
Anchovies	17	Clam chowder	18	Ham	11	Paper Bags	41	Soda and Saleratus	20
Asparagus	9	Clothes Lines	46	Herring	16	Paper, Shelf	47	Soap, scouring	28
Ax Handles	45	Clothes Line Pulleys	46	High Grade Smoking Tobacco	49	Paper, Toilet	43	Soups	36
Axle Grease	41	Clothes Pins	46	Honey	6	Paper, Wrapping	43	Spices	19-20
Bacon	11	Coal Oil	29	Hops	35	Paprika	19	Spittoons	48
Bar Sugar	3	Cocoa	33	Horseradish	40	Paraffine Candles	41	Spoons, Wood	18
Barrel Covers	47	Cocoanut	34	Ink	48	Pastes	24	Sprats	18
Baked Beans	9	Codfish	16	Insect Powder	43	Peanut Butter	35	Starch	29
Baking Powder	20	Coffees	1	Ironing Boards	46	Peas (canned)	10	Stationery	48
Bags (paper)	41	Coffee Extracts	1	Jams	7-8	Peels	35	Stick Candy	30
Barley, Pearl	23-24	Condensed Milk	34	Jars	42	Pens, Steel	48	Stogies	50
Baskets	45	Condiments	37-40	Jellies	7-8	Pencils	48	Stove Polish	44
Bath Brick	41	Corks	46	Lanterns	46	Pepper	19	Sugar	2
Beans, Canned	10	Cordago	42	Lamp Burners	46	Pepper Sauce	40	Sugar, Maple	4
Beef, Barreled	11	Corn, Canned	9	Lamp Chimneys	46	Pickles	37-38-39-40	Syrup	3
Beef, Extracts	33	Corn Starch	29	Lamp Wicks	46	Pigs' Feet	11	Syrup, Extracts	4
Benzine	29	Cottolene	34	Lantern Globes	46	Pineapples (canned)	9	Tacks	48
Binder Twine	45	Crackers	32	Lard	12	Plug Tobacco	50	Tapers, Gas	48
Blacking, Shoe	44	Cream of Tartar	21	Laundry Materials	25	Plum Pudding	36	Tapioca	24
Bloaters	16	Currants	5	Laundry Starch	29	Polish, Metal	44	Teas	1
Bluestone	41	Cuttle Bone	42	Lard Oil	30	Polish, Shoe	44	Tobacco	49
Bluing	25	Demijohn	46	Lead Pencils	48	Polish, Stove	44	Tobasc Sauce	40
Borax	26	Dishes, Wooden	48	Lemon Squeezers	47	Pork and Beans	9	Tobasco Sauce	40
Boullon Capsules	33	Door Mats	46	Lemon Sugar	38	Pork, Barreled	11	Tomatoes	10
Bowls	45	Dried Fruits	5	Lime Juice	37	Potato Mashers	48	Tomato Catsup (bulk)	37-40
Brooms	45	Drops and Lumps	31	Linseed Oil	29	Potted Fish	17	Tooth Picks	48
Breakfast Foods	21-24	Dry Paints	30	Liquid Bluing	26	Preserves	7-8	Traps	48
Brushes	45	Dust Pans	46	Lobsters, canned	18	Provisions	11	Truffles	39
Butter Ladles	48	Dusters	46	Lozenges	30	Prunes	5	Tubs	47
Candies	30	Eels	17	Lubricating Oil	30	Raisins	6	Turpentine	29
Candles	41	Egg Food	42	Lye	26	Relishes	39-40	Twine	45
Canned Fish	17	Egg Beaters	48	Macaroni	2	Rice	24-25	Twine Holders	48
Canned Fruits	5-6-7-8-9	Envelopes	48	Macherel (salt)	16	Rolling Pins	48	Twist Tobacco	50
Canned Meats	13-14	Evaporated Milk	34	Mackerel, tins	17	Rope	42	Vegetables (canned)	9
Canned Soups	36	Extracts, Beef	33	Maple Sugar	4	Sago	24	Vermicelli	24
Canned Vegetables	9	Extracts, Flavoring	19-20	Maple Syrup	4	Salad Oil	30	Vinegar	37-38
Can Openers	46	Extracts, Syrups	4	Matches	4	Salad Dressing	30	Washboards	47
Capers	33	Farin. Goods	21-22-23-24	Meals	21-22-23-24	Saleratus	20	Washing Powder	28
Castle Soap	28	Figs	5	Meats (canned)	13-14	Salmon (salt)	16	Wax	45
Castor Oil	29	Fine Cut Tobacco	49	Milk (condensed)	34	Salmon (canned)	17	Wax Strings	45
Catsups	39	Fish and Cheese	15	Mince Meat	8	Salsoda	26	Whips	48
Catsups (bulk)	39-40	Fish (canned)	17	Mixed Candy	30	Salt	36	White Lead	30
Caviar, Russian	15	Fish, Smoked	17	Molasses	24	Sardines	18	Wicking	47
Cereal Coffee	34	Fish, Potted	17	Mops and Handles	44	Salt Fish	15	Willow Ware, etc	45
Cereal Laxative	43	Flavoring Extracts	19-20	Mouse Traps	48	Salt Meats	11	Window Screen	48
Cereals	21-22-23-24	Flour	21	Mushes	21-22-23-24	Saratoga Chips	36	Wringers	47
Cheese, for. & dom.	15	Fly Paper	42	Mushrooms	36	Sauces	36	Writing Paper	48
Cheroots	49	French Mustard (bulk)	19	Mustard (dry)	1	Sauces (bulk)	39-40	Wooden Ware, etc	45
Cheese Safes	46	Fruits, canned	5-6-7-8-9	Mustard (bulk)	40	Sauerkraut	11	Yeast Cakes	30
Cigarette Papers	50	Fruits, dried	5	Neatsfoot Oil	30	Seeds	4		
Chewing Gum	31	Fruit Wax & Strings	45	Nest Eggs	13	Steel Pens	48		
Chicory	1	Fruit Jars	42	Nuts	6	Sheep Dip	44		
Chimneys	46	Faucets	46	Oil Cans	43	Shelf Paper	47		
Chloride of Lime	26	Fruit Jar Caps	42	Oils	29	Shell Fish	19		
Chocolate	33	Fruit Jar Rubbers	42	Olives	35	Shoe Dressing	44		
Chutney	33	Gasolene	29	Olive Oil	34	Shoe Brushes	47		
Cider	34	Gelatine	34	Oysters	35	Shrimps	18		
Cigarettes	51	Ginger, Preserved	35			Smoked Fish	17		

Department 1

COFFEE, CHICORY, ETC.

This Dept. is corrected by **M. J. Brandenstein & Co.; A. Schilling & Co.; J. A. Folger & Co.**

Green Coffee.

	In bags	In drums
Mocha, Gen. Arabian	23	25
No. 2	21	23
No. 3		
Mocha Liverato	23	....
" Aden	21	....
Kona (Hawaiian)	12	16
Mexican	12	18
Java, Common	15	18
Java, brown pin'tion	20	25
Java Mandheling	26	....
" Kroe	17	....
Caracol, prime w'shd.	13	16
Caracol, ordinary	12	13
Guatemala Prime	15	..
" Choice	14¼	..
" Good	12½	..
Costa Rica Prime	13	..
" Choice(La G'nd)	13	..
" Good	11¾	..
Salvador Washed	13	..
" Unwashed	11½	..
Caracola Guatemala	15	..
" Salvador	13½	..

Roast Coffee.

Salvador	29
Java	31
Mocha, Aden	31
Prime w'shd, C.A.blnds	24
Gobd C. A. Blends	20
Ordinary Blends	18
Java Fncy Mndheling	33¼
" Kroe	26¼
Mocha Liverato	31¾
" J. S.	31¾
Java & Mocha Fancy	32¾
" No. 2	26
Guatemala No. 1	18½
" No. 2	16¼
Costa Rica No. 1	18¼
" No. 2	18¼
" No. 2	17½
" No. 3	16
Kona Fancy	20¾
" No. 1	16¾

Private Brands.

Lion, 100-lb
Hills Bros. Arabian Roast .26
Arbuckle's 100-lb 17.37½

"M. J. B."

"M.J.B.," 60 1's in case .28
"M.J.B.," 30 2's in case .27
"M.J.B.," 24 3's in case .25

Schilling's Best Coffee.

In 1-lb cartons, in 25, 50 or 100-lb cases. Can be assorted as required.

5-star	.36¼	1-star	.18¾
4-star	.29¼	2-star	.22¾
3-star	.25¾		

Folger's Golden Gate Coffee.

100 or 60, 1-lb tins	.31
50 or 30 2-lb tins	.30
40 or 30, 2½-lb tins	.30
20 or 12, 5-lb tins	.30

Never sold in bulk

Chicory.

California	05¼
Belgian No. 2	07
Belgian, No. 1	07½

Coffee Extracts.

Bulk, per lb	.07
Vienna, ¼ s. 10-lb. bx	.25
Vienna, 1 s. 10-lb. bx	.35
Ackermann's, ½-gross bxc. gross	4.00

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Department 2

This Dept. is corrected by **M. J. Brandenstein & Co., A. Schilling & Co., J. A. Folger & Co.**

Japan.

TEAS.

(Panfired, Sundried or Basket-fired.)		
Extra Fancy	56	74
Fancy	44	55
Choicest	39	43
Choice	34	38
Fine	24	33
Fair	22	24

Green China

(Gunpowder Imperial or Young Hyson)		
Extra Fancy	56	76
Fancy	38	46
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	58	$1 50
Fancy	50	57
Choicest	36	48
Extra Choice	33	35
Fine	27	32
Fair	22	26

Ceylon and India.

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz. Cartoons. Never in bulk)

Japan, per lb	$0.45
do. 1 crown	.90
do. 2 crown	1.80
English Breakfast	.45
do. 1 crown	.90
do. 2 crown	1.80
Ceylon	.45
do. 1 crown	.90
do. 2 crown	1.80
Oolong	.45
do. 1 crown	.90
do. 2 crown	1.80

TREE TEA.

(Full weights only.)

Packed in 1 lb. and ½ lb. cartons.

Japan	37½	E. B Congou	37½
Ooolong	50	Gunpowder	45
Ceylon	37½	Or'ntal Blnd.	37½

Folger's Golden Gate Tea.

	6-oz.	8-oz.	12-oz.	16-oz.	5-lbs.
Japan	43	42	41½	41	41
English Breakfast	43	42	41½	41	41
Ceylon	46	45	44½	44	44
Oolong	48	47	46½	46	46
Gunpowder	46	45	44½	44	44
Black and Green	43	42	41½	41	41

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Department 3.

This Dept. is corrected by **Sussman, Wormser & Co., J. H. Newbauer & Co.**

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c; half barrels, 25c; boxes, 50c; 50-lb. bags, 10c.

Fruit Granulated	5.45
Dry Granulated, 100-lb sack	5.45
Beet Granulated	5.35
Confectioners' A	5.45
Cube	5.70
Crushed	5.60
Candy Granulated	5.55
Magnolia A	5.05
Extra C	4.95
Golden C	4.85
"D" Sugar	4.75
H. & E. Crystal Dominos	8.85
Bar, Barrels	6.95

California & Hawaiian Sugar Refining Co. Additional per 100 lbs: In bbls. and 50-lb bags, 10c more; half bbls. 25c more; boxes 50c more; for all grades:

Granulated Basis	5.45
Powdered	5.55
(A) Crushed	5.70
Berry	5.50
Extra Fine Granulated	5.45

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Coarse Dry Granulated	5.45
Confectioners' (A)	5.45
Confectioners' Crystal	5.55
Cubes	5.70
Bricks	5.70
Beet Gran., 100-lb bags only	5.35
Excelsior (A)	5.05
Extra (B)	4.95
Golden (C)	4.85
Yellow (D)	4.75

C. and H. "Higrade" Bar.

In 100-lb sacks	$5.55
30-lb. boxes	6.05
10-lb. tins, 10 in case	7.90
35-lb. tins	7.25
40-lb. tins	7.25
Barrels	5.65
Half barrels	5.80

Long's Peerless XXXXXX

Do. bbls	6.95
Do. ½ bbls	7.20
Do. 4-lb. tins, cases	8.50
Do. 35-lb. tins, 10 in case	8.40
Do. 10-lb. tins, 10 in case	9.05
Do. 8-lb. tins, 8 in case	9.05
Do. 30-lb. boxes	7.70

For Bakers' and Confections' Use.

Barrels	$6.25
Half bbls	6.50
Boxes, 30 lbs. each	7.10

MAPLE SYRUP.

"Old Manse."

Gal. tins, ½ dz to case, dz	$14.00
½ Gal tins, 1 dz to case, dz	7.50
Quart tins, 2 dz to case, dz	4.25
Pint tins, 4 dz to case, dz	2.50
Jacket Cans, bulk, per gal	1.00
Glass Qts, 1 dz to case, dz	4.50
Glass Pts, 2 dz to case, dz	2.75

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Log Cabin Maple Syrup.

Gallons, per doz	$15.6
Cans	
Half-gals, per doz	8.0
Quarts, per doz	4.5
Pints, per doz	2.6
Bottles	
Quarts, per doz	4.7
Pints, per doz	3.0
Jackets, per gal	1.1

Log Cabin Pen-O-Che Syrup.

Cans	
Gallons, per doz	$12.0
Half-Gals., per doz	6.5
Quarts, per doz	3.7
Pints, per doz	2.2
Bottles	
Quarts, per doz	4.0
Pints, per doz	2.5
Jackets, per gal	.8

MAPLE SUGAR.

Toboggan Brand Maple Sugar.

30 1-lb blocks (cases)	$4.5
60 ½-lb blocks (cases)	4.8

Maltese Cross Brand Maple Sugar

Ass't'd ¼s, ½s, 1s, per case	$3.0
Scalloped Cakes, 100 to case	2.8

Syrup Extracts.



2 oz, doz	3.00	16 oz, doz	18.0
4 oz, doz	5.25	32 oz, doz	36.0
8 oz. doz	9.75	Gals. each	11.0

Crescent Oil of Mapleine.

1-oz., doz	2.70	2-oz., doz	4.7
8-oz.,	15.00	4-oz., doz	8.2
16 oz, doz	27.00	32 oz, doz	48.0
Gals, each	15.00		

Hardesty's Maple Extract.

1 oz, doz	$1.10	2 oz, doz	1.7

MOLASSES.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS 5 G	5½ G	4 G	CASES 10 G	20 ½G	¼G
Fancy Open Kettle									
Pickaniny	.52	.54	.57	2.98	2.72	2.42	6.90	7.60	5.28
Belmont Plantation	.47	.49	.52	2.73	2.50	2.22	6.40	7.10	4.98
St. Clair Plantation	.41	.43	.46	2.43	2.22	1.98	5.80	6.50	4.62
Centrifugal									
Oak Grove	.37	.39	.42	2.23	2.05	1.82	5.40	6.10	4.38
St. Mary's									
Baking Molasses	.32	.34	.37	1.98	1.82	1.62	4.90	5.60	4.08
Hawaiian Island, Genuine.	.19	.21	.24	1.33	1.24	1.10			
Cane									
Black Strap	.17	.19	.22	1.23	1.15	1.06			

TABLE SYRUPS.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS 5 G	4½ G	4 G	3 G	KITTS 2 G	1 G	2 G	1¾ G	CASES 1½ G	20 1-G	20 ½G
Saratoga Drips, made from pure granulated sugar, packed: 12-1's, $6.28	.52	.54	.57	2.98	2.97	2.42	1.86	1.28	.72	1.34	1.21	1.08	6.90	7.60	5.28
High Grade Sugar Syrups. (Pure White)															
White Sugar Drips	.47	.49	.52	2.73	2.50	2.22	1.71	1.18	.67	1.24	1.12	1.01	6.40	7.10	4.98
(Delicious Flavor)															
Perfecto	.44	.46	.49	2.58	2.36	2.10	1.62	1.12	10 1-gal. Jackets, crtd. per Crate, $6.40						
Sugar Syrups															
New Butter Scotch	.45	.47	.50	2.63	2.41	2.14	1.65	1.14	.65	1.20	1.09	.98	6.20	6.90	4.86
Victor	.40	.42	.45	2.38	2.18	1.94	1.50	1.04	.60	1.10	1.01	.90	5.70	6.40	4.56
Golden Gate	.38	.40	.43	2.28	2.09	1.86	1.44	1.00	.58	1.06	.97	.87	5.50	6.26	
Cooking Syrups															
Carnation Drips	.34	.36	.39	2.08	1.91	1.76	1.32	.92	.54	.98	.90	.81	5.10	5.80	
Golden Drips	.25	.27	.30	1.63	1.51	1.34	1.05	.74	.45	.80	.73	.68	4.20	4.90	
Special Table Syrup												CASES			
Heliotrope	.38	.40	.43	2.28	2.09	1.86	1.44	1.00	.58	**Round Friction Top Pails**					
								6 10-lb Tins, per case							$3.18
								24 3-lb Tins, per case							3.84
								12 5-lb tins, per cse							3.48

MAPLE SYRUPS.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS. 5 G	4½ .G	4 G	CASES 10 1 G	20 ½G	24 ¼G
Woodlawn, made from pure maple sap in the groves at Beauce, Canada, and 1's also packed: Cases: 12-1's, $13.44; 6-1's, $6.72; 12-½'s, $7.14; 24-¼'s, $8.10; 24-⅛'s, $5.10. Bottles: 12 qts, $4.60; 24 pts, $4.90.	.95	.97	1.00	5.13	4.66	4.14	11.20	11.90	8.10
Deer Lodge	.85	.87	.90	4.63	4.21	3.74	10.20	10.90	7.20
New England	.77	.79	.82	4.23	3.86	3.42	9.40	10.30	7.02
Canada Sap	.67	.69	.72	373	3.41	3.07			

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Department 4.

DRIED FRUITS, NUTS AND HONEY.

This Dept. is corrected by Guggenhime & Co., Tillmann & Bendel.

(Add ¼c for 50-lb. boxes and ½c for 25-lb boxes).

Apples.

Sundried, sacks 7
Evap. Fancy, 50-lb boxes.... 9
Evap. ex. choice, 50-lb box.. 8½
Evap. choice, 50-lb box..... 8

Apricots.

	1907 Crop
Choice Sacks	22
Fancy Sacks	23
Fancy, 25-lb. boxes	25

Blackberries.

In boxes, per lb.....none

Cherries.

Pitted, in boxes, per lb.....35
Unpitted, in boxes, per lb.12½

Currants.

In bbls 09½
Recleaned, in bbls.....10½
Recleaned, 25-lb boxes.....11¼
Recleaned, 50-lb boxes.....11
Recleaned, 1-lb carts.....11¾
Recleaned, 12-oz carts..... 10¾

Dates.

Fard, 14-lb, per lb.....11
Persian, 65-lb case.....07

FIGS (California)

Black, sacks 04½
Black, 25-lb boxes, per box..1.25
White, bags 04½
White, 10 1-lb. brks., pr box 65 90
White, 50-½s 2.00

FIGS (Imp. Smyrna.)

box 90
Choice, 5-lb. bx., per lb....16

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Nectarines.

	1907 Crop
White	16
Red	16

Peaches.

Choice, sks..11 Fancy, sks..12½
Ex Ch'ce,sks11½

Pears.

Choice, ¼s, in sacks.....10½
Ex. choice, ½s, in sacks.....10
Fancy, ½s, in sacks.....13

Plums.

Unpitted ... Pitted,black.11
Pitted, blchd11½100s-110s ..

Prunes.

	Sks.	bx. 25-lb.
30-40s	8¾	9¼
40-50s	7¼	7½
50-60s	6	6½
60-70s	5½	6
80-90s	5	5½
90-100s	4¼	5

In cases of 125-lb tins.... ..
In cases of 12 5-lb tins.... ...

Raisins.

	Box ½s	¼s 50lb.
6 Cr. Layers..	3.50	2.75 ....
5 Cr. Layers..	3.00	3.25 3.50 ....
4 Cr. Layers		1.90
3 Cr. Layers		2.00
2 Cr. Layers		2.25
4 Cr. Loose		.10½
3 Cr. Loose		.10
2 Cr. Loose		.09½

Fancy Clusters, 1-lb cart per doz .....
Fancy Clusters, 5-lb cart per case .....
Unbichd Sultanas, 50-lb.... 8
Thompson's bleached Sult. seedless, 50-lb 11
Bleached Sult., sdlss..... 9
Seedless Muscatels, 50-lb cases 7¾

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R. R., 36 16s 10½
Blue Bell, 50 1s (seeded)....10¼
Seeded, 12 oz. cartons.....10½
Seeded, 12 oz cart..... 9
Seeded, bulk, lb.....11

1907 Crop F. O. B.

	50-lb bxs
Clusters and Layers	
Imperial, clusters, 6 c.	3.00 3.50
Dehesa, clusters, 6 c..	2.50 2.75
Fancy clusters, 4 c....	2.00 2.25
London Layers, 3 c.....	1.60
London Layers, 2 c.....	1.50

Seeded	Per pkg
Fancy, No. 16, 36 to cs	8¾ 9
Fancy, No. 12, 45 to cs.	7 7¼
Choice, No. 16, 36 to cs.	8⅜ 8½
Choice, No. 12, 45 to cs.	6⅝ 6¾

	25-lb bxs
Fancy bulk, per lb....	8½ 8¾
Choice bulk, per lb....	8¼ 8¼

Loose Muscatels	50-lb bxs
Standard, 4 c.....	7½
" 3 c..7.....	7 .¼
" 2 c.....	6¼ 6½
Seedless	6¾

Seedless Sultanas	
Unbleached	6¾ 7
Bleached, standard	8
" choice	8½
" ex choice...	9

Thompson Seedless	
Unbleached	7 7¼
Bleached, standard	
" choice	9½
" fancy	10
" ex fancy	10½

NUTS.

Almonds, Fancy, I. X. L.....18
Almonds, choice soft shell Drake 16
Almonds, shelled, No. 1.....45
Almonds, shelled, No. 2.....35
Almonds, shelled, Jordan Imported .....
Almonds, Jordan, Dom....

8

Brazils, 100-lb sacks.....18
Chestnuts, Italian 20
Cocoanuts, per 100.....4.50 5.00
Filberts, 175-lb sack.....14
Peanuts, California 06
Peanuts, Japanese 08
Peanuts, Eastern,hnd pickd..6 6½
Peanuts, roasted 8 9
Pecan, polished 18-20
Pine .....
Walnuts, soft shell, bleached.15½

HONEY.

Pure white sage, 2 5-gal tins, per lb..... .8
Light Amber, 2 5-gal tins .... per lb 7½

White Clover (stained.)

5-gal. tin, per lb..... .07½
2 dz 2-lb jars, per case.... 3.00
2 dz 1-lb jars, per case.... 4.25
24-qt. cans, per case..... 7.00
12 ½-gal. cans..... 6.60
6 1-gal. cans..... 6.00

Glass.

	Per Doz
Tumbler, 8 oz., 4 doz in case	1.25
Oval pints, 4 doz in case....	1.25
1-lb glass jars, 2 doz in case	2.25
2-lb glass jars (with comb..	2.50

COMB

Water White, 24 1-lb frames..16
Light Amber, 24 1-lb frames..14
Water White, 24 1-lb frames..15

BEESWAX.

Pure 30-31

Standard Jams.

Tumblers, 4 doz to case, doz. .95
Tumblers, 2 doz to case, doz. 1.10
30-lb kits, per kit..... 2.20

Standard Jelly.

Tumblers, 4 doz to case, doz. .90
Tumblers, 2 doz to case, doz. 1 05
30-lb Kitts, per Kitt... 1 10
15-lb Kitts, per Kitt..... 75

DEPARTMENT 7.

N. B.—All these prices are on "futures" and only a small portion are now ready for delivery. Prices should be figured on a basis of 5 per cent above those quoted hereinbelow.

This Dept. is corrected by Haas Bros.; Wellman, Peck & Co.

Canned Fruits

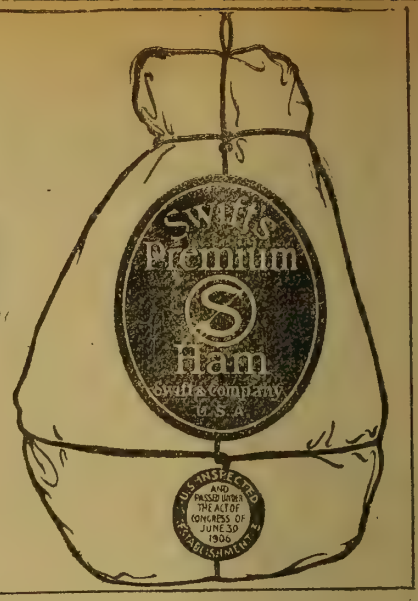
No. 3 Extras	No. 2½ Special	No. 2½ Extras	No. 2½ Ex. Standards	No. 2½ Standards	No. 2½ Second	No. 2½ Water	No. 2½ Pie	VARIETY	No. 8 Ex. No. 3 Grade	No. 8 Ex. No. 2½ Grade	No. 8 Ex. Standard	No. 8 Standard	No. 8 Water	No. 8 Pie
2 00	1 85	1 70	1 40	1 30	1 20	1 10	1 10	Apples		4 50	4 25	3 75	3 00	2 85
3 00	2 75	2 50	2 10	1 80	1 50	1 40	1 25	Apricots	8 00	7 00	6 50	6 00	5 25	5 00
3 50	3 25	2 80	2 60					" peeled	9 50	8 50	8 00			
3 50	3 25	2 80	2 60					" sliced	9 50	8 50	8 00			
								Assorted						
2 25	2 00	1 75	1 60	1 50	1 40	1 30	1 30	Blackberries			5 00	4 75	4 25	4 25
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (Royal Anne)	10 00	9 00	8 00	7 00	5 00	4 50
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (White)	10 00	9 00	8 00	7 00	5 00	4 50
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (Black)	10 00	9 00	8 00	7 00	5 00	4 50
2 00	1 75	1 60	1 35	1 25	1 10	1 05	1 05	Grapes (White Muscat)			3 75	3 50	3 00	3 00
2 50	2 25	2 00	1 80	1 65	1 45	1 30	1 10 unp 1 20 pld	Peaches (Yelolw Free)	7 00	6 00	5 50	5 00	4 25	4 00 pld 3 25 unp
3 00	2 60	2 40	2 15	1 85	1 65	1 40	1 10 unp 1 25 pld	Peaches (Lemon Cling)	8 00	7 50	6 50	6 00	4 50	4 25 pld 3 50 unp
3 00	2 60	2 40	2 15	1 85				Peaches (**Lemon Cling Sliced**)	8 00	7 50	6 50	6 00	4 50	
3 00	2 60	2 40	2 15	1 85	1 65	1 40	1 10 upd 1 25 pld	Peaches (White Heath)	8 00	7 50	6 50	6 00	4 50	
3 00	2 60	2 40	2 15	1 85				Peaches (**White Heath Sliced**)						
3 00	2 60	2 40	2 15	1 80	1 65	1 40	1 05 unp 1 20 pld	Pears (Bartlett)	8 00	7 50	6 50	5 50	4 50	3 75 pld 3 25 unp
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Green Gage)	5 50	4 50	4 00	3 75	3 25	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Egg)	5 50	4 50	4 00	3 75	3 25	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Gold Drop)	5 50	4 50	4 00	3 75	3 25	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Damson)	5 50	4 50	4 00	3 75	3 25	3 00
3 25	3 00	2 75	2 50	2 35	2 25			Raspberries						
3 25	2 75	2 60	2 50	2 25	2 15			Strawberries						

No. 1 Tall Cans sliced L. C. Peaches, Ex. $1.35; Ex. Standard, $1.25.

If shipped 6 cans to the case, figure Gals. —10c per dozen higher.

All No. 3, No. 2 and No. 2½ cans, 2 doz en in a case; No. 1 cans 4 dozen in a case; galoln cans. 1 dozen in a case.

Swift's Premium Ham



The superior Quality of Swift's Premium Ham is due to the careful selection, scientific pickling and careful smoking. They please customers. Every Ham U. S. Inspected and Passed.

Swift & Company, U. S. A.

9 10 11 12

Department 5.

This Dept. is corrected by Wellman Peck & Co.; Haas Bros.

JELLIES, JAMS AND PRESERVES.

	Griffon 16-oz. Jars		Cutting 16-oz. Jars		Rose No. 2 Tins.		Rose Picnic Tins		Tumbler Jelly 4-doz. Case
	Preserves	Jam Pure	Jam Pure	Jelly Blended	Jam Pure	Jelly Blended	Jelly Pure	Jelly Blended	Jelly Blended
Apple	....	2 35	....	2 00	....	1 60	....	92½	90
Apricot	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Apricot Marmalade	2 35	....	....	....	1 85	....	....	....	.....
Blackberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Currant	2 35	2 35	....	2 00	....	1 60	97½	92½	90
Fig	2 35	....	2 00	....	1 85	....	97½	....	.....
Gooseberry	....	2 35	....	2 00	....	1 60	....	92½	90
Lemon	....	2 35	....	2 00	....	1 60	....	92½	90
Loganberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	....	90
Orange	2 35	2 35	....	2 00	1 85	1 60	97½	92½	90
Orange Marmalade	2 35	....	2 00	....	1 85	....	97½	....	.....
Peach	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Damson	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Green Gage	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Quince	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Raspberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Strawberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Assorted Regular	2 35	....	2 00	2 00	1 85	1 60	97½	92½	90
Assorted Berries	2 35	....	2 00	2 00	1 85	1 60	97½	92½	90

PINE APPLES

Per Doz

Johnson's Columbia

2's sliced, 2 doz. in case...2 30
2's grated, 2 doz. in case..2 30
1's sliced, 4 doz. in case..1 15
1's grated, 4 doz. in case..1 15
Gal. coreless, 4½ lb to tin, ½ doz. in case, per lb.. 16
Gal., grated, 7 lb to tins, ½ doz. in case, per lb.. 16
2's sliced, Baltimore, 2 doz case 2 25
1's cocktail, Baltimore ovals, 4 doz. case.....1 25

Hawaiian.

Extra sliced, 2 doz, 2½.... 2.50
" " 4 doz, 1s.....none
" grated, 2 doz, 2s.... 2.25
" " 4 doz, 1s 1.40

Per doz

Standard, sliced, 2½s, 2 doz 2.00
" " 2s, 4 doz....none
" " 1s, 4 doz.... 1.35
Chunks, 2s..... 2.25
Whole, 2½s, 2 doz..... 2.00
Grated, 2s, 2 doz..... 1.75
" 1s, 4 doz..... 1.25
" gals, ½ doz..... 6.25

Singapore.

2 lb sliced.. 1.7522-oz., doz..48.00
1-lb sliced.. .952½ whole.. 2.25

Department 7.

This Dept. is corrected by Sussman, Wormser & Co., Wellman, Peck & Co.

CANNED VEGETABLES

Asparagus.

Marmoth 5.50
Large White 5.00
Medium White 4.75
White Tips 4.50

Beans

Stringless Extras .....
Blue Lake, none .....
Blue Lake, gal., none.....
String, 2 lb, Standard..... 1.25
String, gal., Standard..... 4.50
Lima, soaked 1.00

Baked Beans

Fancy Eastern .....$
1-lb Tall tins..... 50
2-lb Tall Tins 80
2½-lb Tall tins..... 1 00
3-lb Tall tins 1 10

Corn

2s Maine, per doz.....$1.35
Gallon, cut, Maine, per doz..none
Gallon, cob, Maine, per doz.. 5.50
Iowa, per doz ..... .90
5 case lots, Iowa..... .85

Succotash.

Standard Maine 1.35

Peas

Petit Pois 2.00
2s Extra Fine Sifted..... 1.75
Standards 1.35
2s, Soaks ..... .90

Tomatoes

3s, Solid Pack 1.40
3s with peppers 1.45
2½s, Solid Pack 1.25
2½'s, Solid Pack with peppers 1.35
2½s, Standard 1.15
Gallon, Standard 3 25
Gallon, Solid Pack 4.00
Gallon Puree 3.25

Miscellaneous

Artichoke 2½s.....$ ..
Carrots, 2s ..... 1.
Cabbage, 2s 1.1
Turnips, gal..... 4.00
Spinach, 2s 1.35
Spinach, gal..... 4 00
Beets, 2s 1.05
Hominy, Great Western, 3s... 1.15
Pumpkin and Squash, gal.... 2.50

Department 8.

PROVISIONS.

HAMS.

Eastern Standard, 17-18.... .17
" " 15-16.... .17
" " 12-14.... .17¼
Picnic Hams ..... .10½

Boiled Hams

Skin on ..... .24½
Skin on ..... .25½

Breakfast Bacon

Eastern Standard, 6-8.... .22
" " 8-10.. .20
" " 10-12.... .19

English Cured Bacon

Eastern Cure, 8-10..... .18
Eastern Cure, 8-10..... .18½

Dry Salt Bacon

Clear Medium Bacon..... .1
Clear Light Medium..... .1
Light Belly 1
Extra Light Belly..... .1
Bacon Backs 1
Bacon Bellies 1

Beechnut Packing Co.

Beechnut Sliced Bacon and 1 in Glass.
1 doz No. 1 Jars.....$
Erie Brand Chipped Beef in Glass, 1 doz No. 1 Jars....
5 case lots, less 5 per cent.

Dry Salt Meats

Sides .....
Bellies .....
Backs .....
Fat Backs .....N

Barreled Pork

Bbls. ½-1

Spare Ribs.....$
Family Pork..... 21.50 1
Clear Pork..... 24.00 1
Big Pork..... 26.50 1

Barreled Beef

Mess Beef.....10.00
Family Beef..... 10.50
Ex. Family Beef.. 11.00
Beef Tongues.... 23.00 1

Pigs Feet

Tierces, about 300 lb.....$1
Barrels, about 200 lbs.... 1
½ bbls, about 80 lbs.....
Kegs, about 25 lbs.....
Kits, a bout 15 lbs.....

Pure Leaf Lard

Tierces, about 350 lbs net....
½ bbls, about 100 lbs.....
80-lb Wood Tub, 80-lbs, net..
60-lb Wood Tub, 60 lbs, net..
20-lb Wood Tubs.....
50-lb Cans, one to a case...
20-lb Cans, 4 to case.....
10-lb Cans, 6 to a case.....
5-lb Cans, 6 to a case.....
3-lb Cans, 20 to a case.....

Golden Gate Lard.

Tierces, about 370 lb net..
½ bbls, about 150 lb net...
50-lb cans, 2 to case.....
20-lb cans, 4 to case.....
10-lb lb lb cans, 6 to case....
5-lb cans, 12 to case.....
3-lb cans, 20 to case.....
20-lb wood bkts .....
60-lb tubs .....
80-lb tubs .....

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Compound Lard

Tierces, about 360 lbs, net....09¾
50-lb Cans, 1 to a cae.....10
10-lb Cans, 6 to a case.....10½
5-lb Cans, 12 to a case.....10¾
3-lb Cans, 20 to a case.....10¾

"Arrow" Compound.

Tierces, about 370 lb net.... 9¾
50-lb tins, 2 to case.....10¼

14

½ bbls, about 150 lb net....10¼
50-lb tins, 1 to case.....10¼
20-lb tins, 4 to case.....10½
10-lb tins, 6 to case.....10¾
5-lb tins, 12 to case.....11
3-lb tins, 20 to case.....11
20-lb wood bkts, 20 lb net..10⅜
60-lb wood bkts, 60 lb net10⅛
80-lb wood [illegible] net..10⅛

Suetene.

50-lb Cans .....None

Department 9. CANNED MEATS.

This Dept. is corrected by Cudahy & Co.

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 doz in case	No. ½ Tins, 2 doz in case	No. 1 Tins, 2 doz in case	No. 2 Tins, 1 or 2 doz in case	No. 6 Tins, 1 doz in case	No. 14 Tins, ½ doz in case	No. 1 Tins, 1 doz in case
Corned Beef			1 25	2 25	7 50	16 75	
Roast Beef			1 25	2 25	7 50		
Roast Mutton			1 55	2 60			
Brisket Beef				2 75			
Boiled Beef			1 25	2 25	7 50		
Chipped Beef (in tins)		1 25	2 10		20 00		
Sliced Beef (in glass)		1 40	2 40				2 40
Sliced Beef (in tins)		1 35	2 35		22 00		
Sliced Beef (in glass)		1 50	2 50				2 50
Chip Beef (in Tins)		1 85					
Brawn			1 25	2 25			
Pigs' Feet			1 40	2 60			
Corned Pork			1 25	2 25			
Lunch Tongue		1 65	2 75				
Sheep Tongue		1 45	2 35				
Lambs' Tongue		1 45	2 35			No.1½	
Luncheon Tongue						5 50	
Sliced Bacon (in tins)							2 50
Sliced Bacon (in glass)		1 55					2 55
Deviled Ham (Geinuine)	85	1 50					
Potted Ham (Genuine)	85	1 50					
Potted Tongue (Genuine)	85	1 50					
Potted Meat (Ham Flavor)	40	75			No. 3		
Deviled Meat (Ham Flavor)	40	75			Tins		
Potted Meat (Tongue Flavor)	40	75			1 or 2		
Boneless Chicken		2 60			Dz. in Case		
Veal Loaf							
Sandwich Loaf		95	1 80		1 80		
Picnic Loaf		95	1 80		1 80		
Chili Con Carne	No.¾	95	1 80		1 80		
Beafsteak and Onions	95	80	1 30				
Hamburger Steak		90	1 65				
Frankfurter Bratwurst		90	1 65				
Minced Collops			1 80				
Tripe				2 20			
Sweetbreads				1 65			
Vienna Sausage			2 50				
Pork Sausage		85	1 35				
Oxford Sausage			2 35				
Bologna Sausage			2 10				
Sausage and Kraut			1 10				
Stewed Kidneys				2 35			
Corned-Beef Hash		90	1 55				
Lunch Sausage		85					
German Lunch Sausage		1 00					
Ox Marrow				2 90			
		No.1½	No. 2	No.2½	No. 3	No. 6	
Ox Tongue (whole)		6 25	7 50	9 25	11 25	20 50	
							No. 5
Chorizos							10 00

Every Dealer

Who Consults this Department

SELLS CANNED MEAT

It Would Help Your Goods
If He Read About Them
HERE

15

Department 10. FISH AND CHEESE.

This Dept. is corrected by

Wieland Bros.; Roethlisberger & Grassoff.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$18.50
½-lb cans, 2 doz in case	10.00
¼-lb cans, 5 doz in case	5.20
⅛-lb cans, 6 doz in case	2.70
White Label Brand	none

CHEESE

Foreign and Domestic.

	new
New York State Factory Cheddars June make	18
Twins, June make	18
October make, Cheddadr's	19½
October make, Twins	19½
Cal. State factory flats	15½-16
Cal. State fctry, Young Am	17-18
Jack or Monterey	16-17
Brick Cream	18-19
Limburger, Eastern, lb	17-18
Swiss, imported, lb	30
Domestic Twins, new	22½-23
Roquefort, lb	42
Gouda, per lb	27
Sap Sago	22½
Pineapples, Eastrn, 6 in cs, cs.	3 50
Pineapples, Eastn, 6 in cs, sml	2 55
Holalnd, Edam,med plain, dz	9 50
Holland, Edam, medium in bladders, per doz	9.50 10 00
P'ffr'd Edam, small 34-35 pds per case of 12	9.00
P'ffr'd Edam, med 38-40 f	9.75
Do Edam, large 44-45	10.50

Fancy

Camembert, Brie, Roquefort and Gorgonzola, jars	none
Parmesan C & B, sml bot doz	3 00
Parmesan C & B, lge bot, doz	5 00

Bayle's

Small ½-lb 1-lb. 2½-lb 5-lb
Deviled Cheese:
$1.00, $2.25, $4.00, $5.00, $9.00
After Dinner Cheese:
$1.00, $2.40, $4.00, $4.50, $7.50
Roquefort Cheese:
$1.00 ,$2.40, $4.00 ,$4.50, $7.50

MacLaren Imperial Cheese Co., Ltd

Imperial Cheese—	
Club size, 2 doz jars, doz	$1.25
No. 1, size, 1 doz jars, doz	2.80
No. 2 size, ½ doz jars, doz	5.25
No. 3 size, ½ doz jars, doz	10.60
Individuals, 5 doz jars, doz	.85
Roquefort Cheese—	
Small size, 2 doz jars, doz	1.75
Large size, 1 doz jars, doz	3.25
Individuals, 5 doz jars, doz	.85

SALT FISH

Pacific Codfish

Bundles, per lb	4½
Case, selected, per lb	5½
Boneless, 30-lb boxes, lb	6
Boneless, 40-lb boxes, lb	5½
Boneless Stripes, per lb	6
Boneless Blocks, per lb	7
Boneless Tablets, per lb	8½
Boneless Middles, per lb	7½
Boneless Middles, extra,per lb	10½

16

Eastern Codfish

Gen. Georges, 8 fish to cs	$11.00
Gen. Georges, 12 fish to cs	10.00
Geo. Cur. Cod, case	9.50
Geo. Cur. Cod ,40 fish to cs	8.00
Gen. Geo. Middles, 60 fish	15
Gen. Geo. Tablets,36 fish	11½
Gen. Geo. Blocks, 40 fish	11½

Shredded Codfish

Beardsley's shredded, 2 doz. in case	1.00

Norwegian Mackerel

Bloater, 120-130 fish	55 00
Bloater, ½ bbl., 60-65 fish	28.50
No. 1, 150-160 fish	45.00
No. 1, 75-80 fish	23.50
No. 2, 220-240 fish	37 00
No. 2, 110-120 fish	19.50
No. 3, 300-350 fish	38 00
No. 3, 150-175 fish	15 00
No. 4, 400-440 fish, bbl	25 00
No. 4, 200-220 fish	13 50

Irish Mackerel

No. 1, 200-220 fish	none
No. 1, 80-90 fish	none
No. 2, 325-350 fish	none
No. 2, 130-140 fish	none
No. 2, 475-500 fish	none
No. 2, 180-190 fish	none
No. 1, 10-lb kits, 15-16	
No. 2, 20-22 fish	1 30

American Bloaters

Shore Bloaters, 115-120 fish	none
Shore Bloaters, 45-50 fish	none
Extra No. 1, 120-130 fish	none
Extra No. 1, 50-55 fish	none
No. 1, 140-150 fish	none
No. 1, 60-65 fish	none
No. 2, 130-140 fish	28.50
No. 2, 55-60 fish	11.00
No. 2, 140-160 fish	none
No. 2, 60-65 fish	none
No. 2, 160-180 fish	none
No. 2, 70-80 fish	none
No. 2, 180-200 fish	none
No. 2, 80-90 fish	none

In Kits

Extra Mess, 7 to 8 fish each	$1.00
No. 1, kits, 8-9 fish or 15-17 fish	1.40
No. 2, kits, 8-9 or 20-22 fish	1.30

Salmon

King, bbls	none
Oregon Silversides, bbls	13 00
Alaska Red, bbls	13 00
Alaska Red, ½-bbls, 100 lbs	7 25
Alaska Red, kits	1.00
Bellies, bbls	15.00-18.00
Tongues and Sounds, kits 10-lb	1 40
Tongues and Sounds, ½-bbls, 80-lb	11 50

New Herring, Pack 1906

Holland.

Ex Sicld Mixed, bbls	20 00
" " " ½ bbls	10.50
" " " Keg	1.30
Cheaper grade, mixed, bbl	16.00
" " " ½ bbl	8.50
" " Keg	90
Ex Selected, Milchner, bbl	22.00
" " " ½ bbl	11.50
" " " Keg	1.35
Cheaper, Milchner, bbl	18.00
" " ½ bbl	9.50
" " Kegs	1.00
Labrador, round, 160 fish	5.50
Labrador Split, per ½ bbl	6.50
Pacific, ½-bbl	3.00

WIELAND BROS.

309-311 DAVIS STREET, SAN FRANCISCO.

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camembert, Schloss, Kronen and Neufchatel Cheese.

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Smoked Fish

Neptune, Brand, 100s	$2.85
Neptune, Brand 50s	1.60
Dainty Brand, 50s	2.25
Bloaters, Grim., 100 box	$3.00
Bloaters, Grim., 50 in box	1.75
Bloaters, Cromarty	3.00
Yarmouth, 100 in box	
Halibut, chunks	.15
Herring, boxes, Eastern	.25
Herring, boxes, Washington	.20
Herrings, Neptune, boneless, boxes of 10s, net	1.35
Moir's Selected Red Herrings, 100's	1.90
Moir's Selected Red Herrings, 50's	1.25
Salmon ,per lb	10 20

Beardsley's.

Herring, boneless, tins, doz	1.50
Herring, boneless, small, doz	1.00
Herring, boneless, vacuum tumblers, 2 doz in case	1.95
Finnan Haddies, 30-lb boxes, per lb	13½

Potted Fish.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy Bloater Paste	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	.75
Ditto, fancy pots	4.75
Kippered Herrings	1.90
Kippered Herrings, Meirs	1.90

Department 11.

CANNED FISH.

This Dept. is corrected by **Sussman, Wormser & Co.; Tillmann & Bendel.**

	Doz.
Anchovies, in oil, 2 doz ½ pts., in glass, doz	5.00
Anchovies, 2 doz, ¼ pts, dz	3.00
Bloaters, Yarmouth C. & B. doz	4.50
Codfish Balls, 2-lb tins per. doz	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.35
Eels, smoked, 1-lb, per dz	2.85
Finnan Haddies, 2-lb ovl	2.25
Finnan Haddies, 1-lb. round, per doz	1.80
Sardelles. imp.,½-lb tins	2.50
Sardelles, imp. in glass	3.00
Sardelles, dom. 1-lb, glss 2	25
Sardelles, Ankers. ⅛ keg	3.00
Sprats	7.50 8.00

Mackerel

1-lb tins, 50 in a case

2-lb tins ,2/doz. in a case

Gold Label ,1-lb tins	1.50
P. &. W., 2-lb soused	2.75
P. & W., 2- lbmustard	2.75
P. & W., 2-lb tomato	2.75
Underwood, 2-lb soused	2.85
Underwood, 2-lb tomato	2.85
Underwood, 2-lb mustard	2.85
Los Angeles, 2-lb soused	2.55
Los Angeles ,2-lb tomato	2.55
Los Angeles, 2-lb mustrd	2.55
Mt. Desert, 2-lb soused	2.25
Mt. Desert, 2-lb tomato	2.25
Mt. Desert, 1-lb soused	1.35
Blueback, 1-lb, fresh	1.10
4 doz., 1s, flat, oval	1.80
4 doz., flat, square	1.40

Crescent Mackerel

Soused, 18-oz tins, doz	$1.80
Tomato, 18-oz tins, doz	1.80
Mustard, 18-oz tins, doz	1.80

Mackerel in Oil.

Bezler's	3.00	4.00
Lemarchand	5.00	7.00

Salmon

Alaska Red, 1-lb tins, doz	$1.25
Alaska Red, 2-lb	none
Alaska Pink ,1-lb. tins	.95
Alaska Flats, 1 lb	none
Oregon Red, 1 lb	none
Oregon Red 2 lb	none
Oregon Pink, 1 lb	none
Oregon Pink, 2 lb	none
Oregon Flats, 1 lb	none
Columbia Riv, 1lb tls	none
Columbia Riv, 1 lb flats	none

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Sardines.

	Per case
French, ¼s, 18 m.m	9.50
" ¼s, 22 m.m	12.50
Portuguese, ¼s, 18 m.m	9.00
" ¼s, 22 m.m	9.50
" ½s, 30 m.m	16.00
Norwegian, ¼s, 18 m.m	9.00

Sprats.

French, ¼s, 18 m.m	8.50
" 22 m.m	9.50

American Sardines

(¼s pkd 100 to cs, ¾s 50 to cs.)

¼ in oil, without key	3.80
¼s in oil with key	4.00
¼s in oil, per doz	.50
¼s in mustard, per doz	.60
¼s in mustard, case	3.75
¾s in mustard, per doz	.95
¾s in mustard, case	3.25

SHELL FISH.

Abalones

4 doz in cs ,with shells, cs 6.00

Clams and Clam Juice

	doz
Doxsee Clams, 1-lb tins	$1.85
Doxsee Clams ,2-lb tins	2.75
Doxsee Clam Juice ,1-lb	.90
Doxsee Clam Juice ,2-lb	1.60
B&M Lunch Clams, flat	1.37½
Underwood Clams, 1-lb	1.05
Underwood Clams, 2-lb	1.65
P. & W. Clams, 1-lb tins	1.35
P. & W. Clams, 2-lb tins	1.65
Oxford Clams, 1-lb tins	.95
Oxford Clams, 2-lb tins	1.50
P. & W. Clam Chowder	2.25
Burnham's Clam Bullion, qts	
Burnham's Clam Bullion,pts	4.50
Burnham's Cl'm Bullion,½ pts	2.40

Crabs.

½s flat, 4 doz, per doz	2.25
Minced, ½s flat, 4 doz	1.25
Picnic, 1s, 4 doz	1.15
" 2s, 2 doz	1.75

Lobsters

	Doz
Picnic talls, 4 doz, per doz	3.00
Picnic flats, 4 doz, per doz	2.80
½-lb. flats, 4 doz, per doz	2.60
¼-lb flats, 4 doz, per doz	1.40

Oysters

Oysters, Selects, 12 oz	$3.25
Oysters, Selects, 6 oz	1.75
Oysters, Standard, 10 oz	2.35
Oysters, Standard, 5 oz	1.35
Oysters, Standard, 8 oz	2.10
Oyster, Standard, 4 oz	1.15

Shrimps.

Shrimps, pickled, 1-lb	$1.35
Dunbar's Picnics, 1-lb, doz	1.35
Pride of the Gulf, 1-lb, doz	1.30
Dunbar's 1½-lb, doz	2.35
Pride of the Gulf, 1½-lb, dz	2.30
Pickled Shrimp, 1-lb, doz	1.35

The Advocate

has the

Largest Circulation

of

Any Trade Paper on the

Pacific Coast.

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Department 12.

SPICES AND FLAVORING EXTRACTS.

Schilling's Best Spices — Nature's Best.
Square Tins, Never Sold in Bulk.
Small medium, large size have sifting tops except Mustard.

	Small size per doz.	Medium size pr doz	Large size per doz	Ex.Large size pr doz	Hotel size pr tin
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.80	1.35	2.40	4.00	.85
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	1.35	2.30	4.35	7.75	2.00
Cloves	1.10	1.90	3.50	6.50	1.35
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
White Pepper	1.10	2.00	3.75	6.75	1.50
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	**6 doz.**	**4 doz.**	**2 doz.**	**2 doz.**	**1 doz.**
Gross Weight	**21 lbs.**	**24 lbs.**	**23 lbs.**	**38 lbs.**	**54 lbs.**

Folger's Golden Gate Ground Spices.
High Grade—High Price.

Net Weight	⅛-lb per dz 4 doz to cs	¼-lb per dz 4 doz to cs	½-lb per dz 2 doz to cs	1-lb per dz 2 doz to cs	2½-lb per dz 2 doz to cs	5-lb per dz 1 doz to cs
Pepper	.75	1.15	2.15	3.65	.29	.28
Mustard	.75	1.15	2.15	3.65	.29	.28
Ginger	.75	1.15	2.15	3.65	.29	.28
Allspice	.70	1.10	2.05	3.50	.28	.27
Cinnamon	1.30	2.25	4.25	8.15	.65	.64
Cloves	.90	1.50	2.75	4.95	.40	.39
Cayenne	.90	1.50	2.75	4.95	.40	.39
White Pepper	.95	1.55	2.85	5.10	.41	.40
Nutmegs	1.60	2.65	5.15	9.75	.71	.70
Mace	1.75	2.90	5.40	10.25	.75	.74
Sage	.65	1.05	1.95	3.35	.21	.20
Thyme	.70	1.25	2.35	4.35	.32	.31
Marjoram	.85	1.40	2.60	4.80	.38	.36
Savory	.70	1.25	2.35	4.35	.32	.31

This Dept. is corrected by **A. Schilling & Co.; Tillmann & Bendel.**

In Original Packages.

Pepper, Black	14	18
Pepper, White	25	30
Ginger	13	19
Ginger, Gen Jam	15	21
Cinnamon, Ceylon	22	25
Cassia	16	24
Cassia	16	64
Cloves	20	36
Allspice	10	17
Nutmegs	30	65
Mace	80	90
Laurel Leaves, in bales		07
Lalrel Leaves, in small lots,		10

Paprika.

1 oz, doz	1.00	16 oz, doz	7.75
2 oz, doz	1.50	2½-lb tins	
4 oz, doz	2.75	5-lb tins	
8 oz, doz	4.50	3ulk, lb	

MUSTARD.

Colman's, ⅛s, per lb	.52
Colman's, ½s ,per lb	.48
Colman's 1s, per lb	.43
Colman's 5s, per lb	.43
Durkees ½s, per doz	.65
Durkees ¼s per floz	1.30
Schilling's Best, small	.80
Schilling's Best, medium	1.35

Prepared.

Louit Freres, per doz	2.25
Imitation Freres, per doz	.70
Dusseldorfer, 1 doz pts, case	1.60
Eddy's Salad, small	.90
Eddy's salad ,medium	1.35
Eddy's large	2.00
Webbs, 2 doz. cs	.135
Heinz, 2 doz. cs	1.25

FLAVORING EXTRACTS.

Schilling's Best.

Triple Strength, Pure and Uncolored, Sprinkling Tops.
Full Measure. Never sold in bulk

	Lemon and Others	Vanilla and Rose		Lemon and Others	Vanilla and Rose
1 oz	1.30	1.80	8 oz	7.25	11.00
2 oz	2.00	3.00	16 oz	14.00	21.50
4 oz	3.75	5.75	32 oz	27.00	42.00
6 oz	5.50	8.50			

Folger's Golden Gate.
High Grade—High Price.

	Vanilla and Rose		Lemon and Others
1 oz	1.60	1 oz	1.25
2 oz	2.50	2 oz	1.85
4 oz	4.75	4 oz	3.45
6 oz	6.75	6 oz	4.75
8 oz	9.00	16 oz	12.00
16 oz	16.50	32 oz	23.00
32 oz	32.00	8 oz	6.50

Department 13.

BAKING POWDER, ETC.

This Dept. is corrected by **Hooper & Jennings; Tillmann & Bendel.**

Royal

	1 cs	5 cs	10cs
¼ lbs cans	$1.38	$ 1.36	$ 1.34
6 oz. cans	1.92	1.89	1.87
½ lb. cans	2.57	2.52	2.50
12 oz cans	3.82	3.75	3.72
1 lb cans	4.95	4.85	4.80
2½ lbs cans	11.65	11.40	11.28
3 lb cans	13.60	13.34	13.20
5 lb cans	22.35	21.90	21.68

An extra discount of 1 % if packed in barrels.

Trophy

4 oz., doz	1.10	2½ lb, doz	9.00
8 oz., doz	2.00	5 lbs., doz	18.00
16 oz., doz	3.50	10 lbs, doz	31.50

Sun Baking Powder

16 oz, doz	$3.90	4 oz, doz	1.20
8 oz, doz	2.20		

Schilling's Best.

Never sold in bulk.

4 oz, gr	16.50	½ lb., doz	10.50
6 oz, gr	22.50	3 lbs, doz	12.00
8 oz, gr	28.00	4 lbs, doz	16.00
12 oz, gr	41.00	5 lbs, doz	20.00
16 oz, gr	53.00	10 lbs, doz	39.00

Folger's Golden Gate.
Guaranteed Pure.

4 oz, gr	16.00	2½ pat, dz	10.00
6 oz, gr	22.50	3 pat, dz	12.50
8 oz, gr	28.00	4 pat, dz	16.00
12 oz, gr	41.00	5 pat, dz	20.00
16 oz, gr	53.00	10 pat, dz	39.00

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CRESCENT.

Per doz

¼-lb tins.. .65|3-lb tins... 5.50
½-lb tins.. 1.25|5-lb tins,.. 9.00
1-lb tins... 2.00|

Rumford Baking Powder.



½-lb can, 2 doz in box, doz.$1.40
1-lb can, 1 doz in box, doz. 2.80
3-lb can, ½ doz in box, doz 7.50
5-lb can, ½ doz in box, doz.12.50
Less 5 per cent in 5 case lots.
One case ½s or less with 10 case lots.

K. C.

10 oz., dz.. .90|50 oz., dz.. 4.25
15 oz., dz.. 1.35|76 oz., dz.. 6.50
25 oz., dz.. 2.15|

Pure Cream Tartar.

100-lb bbls .27|5-lb tins,dz 2.65
50, 25-lb bx .28|1-lb tins, dz 5.50
5-lb tins, lb. .40|

SODA.

Churches ,A. & H., 30 or 60 1's ..... .05¼
Same, 60 ½s..... .05½
Dwight's Cow Brand, 60 1s ..... .05¼
Same, 60 ½s..... .05½
(12-oz. pkg. ½c more; 8-oz. package ¼c more; 5 cs lots, ¼c less.)

Department 14.

FARINACEOUS GOODS.

This Dept. is corrected by **Hooper & Jennings; Wm. Cluff Co.**

Miscellaneous Flours

California Family 5.00
Cal. Baker's Extra 5.00
Rye Flour 5.25

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Rye Meal 5.00
Graham 5.00
Whole Wheat 5.10
Colonial 5.25
Sperry's 5.50
Gluten 5.50

Quaker Oats Co.

Quaker Oats, 36 2s.....$3.85
Scotch Oats, 36 2s..... 3.85
Banner Oats, 30 5s..... 4.75
Saxon Oats, 20 5s..... 4.75
Zest, 20s 4.10
Zest, 36s 2.50
Apetizo, 24s..... 3.00
Quaker Wheat Berries, 36 2s. 2.85
Quaker Puffed Rice, 36 2s.. 3.00

EGG-O-SEE CEREAL CO.

Egg-O-See, 36 1s, per case.. 2.85
E-C Corn Flakes, 36 1s, case 2.85
5 case lots either..... 2.75

DEL MONTE MILLING CO.

Del Monte Rolled Oats, wood, 7.25
Del Monte Rolled Oats,, sacks, 2 90-lb 6.75
Alta Mills Rolled Oats, wood. 6.75
Alta Mills Rolled Oats, sacks, 2 90-lb 6.25
Del Monte Rolled Wheat,wood 4.30
Del Monte Rolled Wheat, 2 75-lb sacks 3.80

Case Goods.

Per case

Self-raising Buckwheat Flour 20 cartons, 3½ lbs.....$4.00
24 cartons, 3 lbs..... 4.00
40 cartons, 1¾ lbs..... 4.00
Cal. Flapjack Flour, 36 2s.. 4.00
Semola or Nutty Grains, 20 cartons, 4 lbs 3.60
Cal. Cream Flake Oats, 36 2s 3.60
Primrose Wheat, 36 2¾s.... 3.85
Farina, 24 cartons, 1-lb 1.80

American Milling Co.'s Cereals.

Per Bbl.

Colonial Ex. Cream Rolled Oats, 180 lbs., (wood)....$7.25
180 lbs., 90-lb sacks..... 6.75
150 lbs., wood..... 6.00
Pacific Brand Rolled Oats,180 lbs. (wood) 6.75
180 lbs., 90-lb sacks..... 6.25
Bohemian Rolled Oats, 180 lbs. (wood) 6.00

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180 lbs., 90-lb sacks..... 5.50
Colonial Pearl Rolled Wheat, 150 lbs. (75-lb sacks)..... 3.80
Colonial Granulated Hominy, 200 lbs (wood)..... 7.75
Colonial Steel Cut Oat Meal, 200 lbs. (wood)..... 8.25
Brewster's Pat. N. Y. Buckwheat Flour,200 lbs(wood) 8.25
Colonial Pearled Hominy, 200 lbs. (wood) 7.75
Colonial New Process Buckwheat Flour,200 lbs(wood) 8.25

Case Goods.

Colonial Ex. Cream Rolled Oats, 36 2-lb pkgs.....$3.75
Colonial Self-Raising Buckwheat Flour, 24 3-lb pkgs 3.80
Pettijohn's Breakfast Gem, 2-lb pkgs. to case..... 3.25
(All prices net.)

MISCELLANEOUS PACKAGE CEREALS.

Capital Mills Rlld Oats,36 2s 3.60
36 2s 3.60
Grape Nuts, 1 & 2 doz, per dz 1.35
doz 1.35
Breakfast Gem, case 3 doz... 3.25
Wheatine, 36 2s, per case.... 3.30
Germea, 20 4-lb. pkgs, per case 4.10
Germea, 20 2-lb. pkgs per case 3.20
Flaked Rice, 24 1's 3.00
Dr. Price's Wheat Flake Celery Food per case.... 2.85
Hecker's Farina, 24 2s, case 2.00
Pillsbury's Best Cereal Vitos, 36 2s..... 5.10
Cream of Wheat, 36 2's.. 5.25
Crespo, 36 2's 2.75
Snow Flake, 36 2's..... 2.80
Malta Vita, 36 1's 4.00
Our Mother's Mush, 36 2s.... 2.80
Twin Bros. Mush, 36 2s..... 2.80
H. H Robbins, Cr'mry Bkfst 36 2s 2.80
Carnation Wheat Flakes 20 5s 4.70
A B C Breakfast Wheat 72 2's 5.00
A B C Breakfast Wheat 36 2's 2.60
Nutro, 9s 2.80
Wheaton, 9s 5.20
Morning Meal, per case..... 2.80

Pancake Flours.

Uncle Sam, 36 2s..... 3.25
Encore, 36 2s..... 3.75
Grape Nuts, No. 22, per doz 1.35
Olympic Wheat Hearts, 20 5s 4.75
Olympic Wheat Hearts, 36 2s 4.75
" Pancake Flour,20 5s 4.75
" Cake Pastry Flr, 20 5s. 4.75

H. O. Cereals.

Case

H-O Buckwheat, 2 doz. 3-lb pkgs, per case..... 3.75
H-O Pan Cake Flour, cse. 3.90
H-O Oats ,24 2's, per cs. 3.15
Korn Kinks, 36 2s 3.00
Force 4.50

Freight paid on country shipments of H. O. goods up to 25c per cent on 5 case lots.

RALSTON MILLS.

Ralston Breakfast Food 36 2s 4.50
Ralston Barley Fo'd, 36 2s 4.25
Ralston Health Oats, 36 2s 4.50
Ralston Hominy Grits, 36 2s 4.25
Ralston Health Crisp 36 2s 2.75
Ralston Select Bran, 24 3s 2.50
Ralston Pan Cake Flour 36 2's 3.75
Ralston Whole Wheat Flr 4 ¼s..... 5.50

Capitol Mills.

Per Bbl.

Ex Cream Rld Oats, 180 lbs.$7.25
Ex Cream R'lld Oats, 180 lbs. (90-lb. sacks 6.75
Rolled Oats, 180 lbs..... 6.75
Rld Oats, (90-lb. sks), 180 lbs 6.25
Rolled Oats, 180-lb. bbls.... 8.00
Rolled Oats, 90-lb. sacks... 5.50

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Pearled Rld Wheat,150 lb..s 4.30
Pearled Rld Wheat (75-lb. sacks). 150 lbs..... 3.80
Granulated Hominy, bbls.... 7.75
Pearled Hominy, bbls..... 7.25
New Process Buckwheat Flour, bbls 8.25
Steel-Cut Oatmeal, "A" (fine) "B"(medium), "C" (coarse) bbls 8.25
Brewster's Pat. New Process Buckwheat Flour, bbls.... 8.25

Per Case

Self-Raising Bckwheat Flour 20-3½-lb. pkgs, in cases.. 3.80
Self-Raising Bckwheat Flour 24-3 lb. pkgs, in cases.... 3.80
Farina, 24 1-lb. pkgs in cases 1.60
Mills Ex. Cream Rld Oats, 36 2-lb. pkgs in cases..... 3.60
Pan-Cake Flour,36 2-lb. pkgs in cases 3.80

Farinaceous Goods in Sacks

Manufactured by Local Mills.

Per 100 lbs. in 10-lb. sacks.

Buckwheat Flour, Plain....$4.00
Buckwheat Flour, Extra.... 4.30
Bckwheat Flour,New Process 4.30
Bckwheat Flour, Self-Raising 5.40
Buckwheat Groats 9.00
Corn Meal, Yellow..... 2.75
Corn Meal, White..... 2.75
Corn Meal, Ex Cream Yellow 3.40
Corn Meal, Ex Cream White 3.40
Corn Flour 2.75
Cracked Wheat 3.50
Entire Wheat Flour..... 3.20
Farina 4.20
Flaked Pearl Wht,7-lb&10-lb 3.20
Graham Flour 3.00
Hominy, large 3.40
Hominy, small 3.80
Granulated Hominy 3.80
Oatmeal, plain 4.10
Oatmeal, extra 4.30
Oatmeal, steel-cut 4.30
Oat Groats 4.30
Pearl Grits 3.85
Pearl Barley, No. 1..... 5.40
Pearl Barley, No. 2..... 5.40
Pearl Barley, No. 3..... 5.40
Split Peas, Yell..o....w..... 6.00
Split Peas, Green..... 6.00
Rice Flour..... 7.20
Rolled Oats, 7-lb & 10-lb.... 4.30
Rye Flour 3.40
Rye Meal 3.20
Wheat Meal 3.40
Pearl Barley, No. 1, 25 and 50-lb. boxes 5.40
Split Peas, Yellow, 25 and 50-lb. boxes 5.00
Split Peas, Green, 25 and 50-lb. boxes 6.00

25-lb. sacks deduct 10 cents per cwt. from price of 10s.
50-lb. sacks deduct 20 cents per cwt. from price of 10s.

PASTES

Imported.

Crown Macaroni,25 1s, pr pkg .12
" Spaghetti, 25 1s, pr pkg .12
" Vermicelli, 25 1s, pr pkg .12

Imported Style.

Bellac Macaroni, 25 1s, pr pkg .10
" Spaghetti, 25 1s, per pkg .10
" Vermicelli, 25 1s, pr pkg .10
" Alphabet, 25 1s, pr pkg.. .12
Wash. Macaroni, 25 1s, pr cse 1.50
" Spaghetti, 25 1s, pr cse. 1.80
" Vermicelli, 25 1s, pr cse 1.80

Golden Egg.

Macaroni, 48 ½s, per case.. 1.80
Alphabets 1.80
Spaghetti, 48 ½s, per case.. 1.80
Vermicelli, 48 ½s, per case 1.80
Noodles, 48 small, per case.. 1.80
Noodles, 24 large, per case.. 1.80

Marvelli.

Macaroni, cs 4 dz,No. 1 car. dz 1.20
Spaghetti,.cs 4 dz,No. 1 car, dz 1.20
Vermicelli, cs 4 dz, No. 1 car,dz 1.20
Alphabets,cs 4 dz, No. 1 car. dz 1.20
Straight or assorted on above.
No. ½, Extra, per box ... .20
No. 1, Extra, per box ... .30

STERILIZED MEALS IN CARTONS PUT UP BY LOCAL MILLS.

ALL NET	Carton	Net Case	Rt'l Pr Pkg.
Buckwheat Flour	36-2 lbs.	$3.65	15c
Buckwheat Flour	20-5 lbs.	4.85	30c
Corn Meal, White or Yellow	36-2 lbs	2.35	10c
Corn Meal, White or Yellow	20-5 lbs.	3.20	25c
Cracked Wheat	36-2 lbs.	3.60	15c
Cracked Wheat	20-5 lbs.	4.60	30c
Graham Flour	36-2 lbs.	2.85	10c
Graham Flour	20-5 lbs.	3.90	25c
Hominy, Large	36-2 lbs.	3.60	15c
Hominy, Large	20-5 lbs.	4.60	30c
Hominy, Small	36-2 lbs.	3.60	15c
Hominy, Small	20-5 lbs.	4.60	30c
Oat Meal, Granulated	36-2 lbs.	3.65	15c
Oat Meal, Granulated	20-5 lbs.	4.60	30c
Steel Cut Oatmeal, A. B. C.	36-2 lbs.	3.75	15c
Steel Cut Oatmeal, A. B. C.	20-5 lbs.	4.85	30c
Pearl Barley, 1, 2, 3	36-2 lbs.	4.75	20c
Pearl Barley, 1, 2, 3	20-5 lbs.	6.20	40c
Rice Flour	36-2 lbs.	6.00	25c
Rice Flour	20-5 lbs.	8.00	55c
Rye Flour	36-2 lbs.	3.60	15c
Rye Flour	20-5 lbs.	4.60	30c
Rye Meal	36-2 lbs.	3.50	15c
Rye Meal	20-5 lbs.	4.50	30c
Split Peas, Yellow or Green	36-2 lbs.	4.45	15c
Split Peas, Yellow or Green	20-5 lbs.	5.70	40c
Whole Wheat Flour	36-2 lbs.	3.00	10c
Whole Wheat Flour	20-5 lbs.	3.85	25c
Gluten Flour	36-2 lbs.	4.30	15c
Gluten Flour	20-5 lbs.	6.00	40c
Farina	36-2 lbs.	3.95	15c
Farina	20-5 lbs.	5.35	30c
Lightning Tapioca	24-1 lb.	2.00	15c
Cardinal Crushed Oats, Premium	20-5 lbs.	4.15	

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No. 1, Extra, 25 lbs..... 1.10
No. 1, Extra, 50 lbs..... 2.10
No. 1, Extra, 100 lbs..... 5.00
Royal, 3s .....none
Queen's Taste, 12 3s.....none

Sago and Tapioca.

Pearl Sago ..... .06
Pearl Tapioco ..... .06
Flake Tapioco ..... .06
Minute, 36-¾..... 2.75
Instantaneous, 50-1s..... 5.50
Instantaneous, 36-¾ 2.75

Department 15.

RICE.

M. J. Brandenstein & Co.

Japan, Tycoon, Fancy Table$5.50
" Rubicon, extra fancy 6.00
" M. J. B.,Double Diamond..... 6.25
Fancy Head, Carolina..6.50 7.00
Louisiana, Japan.....4.85 5.25
Louisiana Tengue..... 5.12½
Louisiana Japan Banzai 5.60
Hawaiian 5.00 5.50
China, No. 1, per dbl mt..... 6.37½ 6.50
China, Mxd, dbl mt....4.60 4.75
Patna Head 7.00
Caro Head,MJB, 40 2s,r 20 5s.. 7.50
Imp. Japan MJB 40 2½-lb.. 6.75
Imp. Japan MJB, 10 5-lb.... 6.75
Japan Table Queen, 33 3-lb 5.75
Japan Table Queen, 40 2½-lb 5.75

M. Phillips & Co.

Hermosa, Ex. Fancy2½ & 5-lb 7.10
Fiesta, 2½ and 5-lb..... 6.75
Ex. Fancy Carolina..... 7.00
Fancy Carolina .....6.00 to 6.50
Hawaiian .....5.40 to 5.75
Satsuma No. 1 Imp. Japan.. 6.25
Toyokome 6.00
Togo 5.85
Higo 5.50
Mikado 5.35
Texas Japans .....4.85 to 5.85
China No. 1 .....5.85 to 6.90
China No. 2 .....4.35 to 5.15

W. T. Welisch & Co.

Samurai, La. Japan.....$5.10
Fuji, La. Japan..... 5.50
Fuji Yama, La. Japan..... 5.65
W (circle), La. Japan..... 5.75
Snow White, Caro. Head..... 6.65
Mardi Gras, " " 6.40
Paragon, " " 6.15
Virgin, " " 2½ & 5 7.10
Honeymoon " " 2½ & 5 6.95
Natural " " 3's.... 6.40
Mascot. " " 5.65
Tiffin, Caro. Head..... 5.40
Best Yet, Japan 3s..... 6.20

Rice Specialties.

Quaker Puffed, 3 doz to case. 3.00

Department 16.

LAUNDRY MATERIALS.

This Dept. is corrected by **J. H. Newbauer & Co.; Tillmann & Bendel.**

26

AMMONIA

Greer's Washing Ammonia

First grade absolutely pure. 180 Beaume Strength.

Pints, 2 doz to cs, per doz..$1.65
Qts, 1 doz to case, per doz.. 2.70
½ Gal., ½ doz to cs, per doz. 4.50

Greer's Toilet Ammonia

Lavender and Violet

Pints (2 doz .to cs).$2.50 pr dz

Parson's Household Ammonia (Neutral.)

Pts., 2 doz to case, per doz..$ 1.75
Qts., 1 doz to case, per doz.. 2.65
½ gals, 1 doz to case, per doz 4.50

Washing Ammonia

Standard Grade

Pts, 2 doz to case, per doz..$ .80
Qts, 2 doz to case, per doz.. 1.10

Bluing, Ball

Nuremberg, A, ½s, per lb. .35
Do A. D., ½s, per lb.. .27½
Do A. C. R., ½s, per lb.. .22½

Crown

German ½s' per lb...12½ 13
Do ¼ 's, per lb...14½ 15
Deschamp's French, 1's per lb 27½
Do ½'s, per lb....28½

Bluing, Liquid

Common, pts, 3 dz to case.. .85
" qt, 2 doz to case.. 1.25
" ½ gal, 1 doz to case 2.50

Borax

20-Mule Team, 1's cs of 2 doz $2.25
20-Mule Team, 12-oz cs of 4 doz..... 3.45
20-Mule Team, ¼'s cs of 8 doz 3.84
(Less 5 per cent in 5 case lots;
Lump, 25 lbs in box..... .09
Powdered, 25 lbs in box.... .09

Chloride of Lime

Brookman's, 1's per lb....7¼
Do ½'s, per lb.....9
Blue Bell, 50 1s, per lb.....6½
Owl, 50 1s.....7

Potash.

Per case
Babbitt's 4 doz in case..... 3.00
American, 4 doz in case..... 3.00

Lye.

Tomson's Red Seal, 4 dz to case 4.00
Tomson's 5-lb 12 to cs.. 4 50
American, 1s, 4 dz in case.. 3.05
Babbit's Lye, 4 doz in case 3 10
Metropolitan 4 dz to cs.. 3 00
" 5-case lots... 2 90
Banner, 1 case, 4 doz..... 3.60
Blue Bell, 48 1s..... 2 85
Jumbo, 48 1s..... 1 90
Golden Star, 4 doz to case.. 2.90
Merry Nickel, case 1.75
Merry War, case 2.85

Sal Soda

California, sacks 1 40
California, bbls 1 50

27

Department 17.

SOAPS.

This Dept. is corrected by **Wm. Cluff Co.; Tillmann & Bendel.**

Peet Bros.

Silk Soap $3 35
A. B. Naptha..... 4.20
Crystal White 4.00
Fern 3.30
Lily White (Floating) 3.90
Mechanics, 36 cakes in box.. 2.05
Mechanics, 50 in box (5c size) 1.90
Swansdown, 50 bars in box.. 2.00
Pine Tar, 100 cakes in box.. 3.75
Olive Castile, bx doz, pr gr.. 4.80
Mottled Castile,bx 1 dz cakes 4.80
Pure White Castile, 12, 15 or 20 bars to box 3.10
Spring Blossoms,bx 3,wrpd,gr 4.80
Beau Ideal, bx 3, wrpd, gr.. 5.20
Attar of Roses, bx 3, wrpd, gr 5.20
20th Century Buttermilk, box 3 cakes, wrapped, pr gross 5.00
Elder Flower, bx 1 dz cakes 4.80
Turkish Elder Flower, bx 3,gr 5.20
Turkish Oatmeal,bx 3,wrpd, gr 5.20
Oatmeal, bx 1 dz cakes,pr gr. 4.25
Witchazel, bx 1 dz cakes pr gr 5.00
Bart'nia Bouquet,bx 3 wrpd,gr24.00
Sweet Narcissus,bx 3,wrpd,gr.17.50
La Rosa, bx 3 wrpd, pr gr.... 9.00
Maj'tic Series Heilotrope Jasimine,Jcky Clb,Rose bx 3,wrp 9.00
Japan Bouquet, bx 3, wrpd,gr 9.00
Barbers' Cream, 6 lb bxs, pr lb .20

Standard Soap Co.

Gasene, 100 ..... 4 25
Top Notch, 100 10 oz..... 3.25
Yellowstone, 100 14 oz..... 4 00
Marigold, 100 16 oz..... 4 20
Radio, 100 10 oz 3.00
Magno, 100 10 oz..... 6 00
Gold Medal Borax..... 6 50
Purity, "Floating," 5c size 3 90
Do. 10c size..... 6 25
Do. 10c size, 20..... 1 30
Electric Mineral, 100 16 oz 5 50
Electric Mineral, 20, 16 oz.. 1 15
Peerless Kitchen, 100 10 oz.. 2 85
Peerless Kitchen, 20 10 oz ..... .65

Swift & Co.

Wool Soap, 10 oz., 100s..... 7.00
" " 6 oz., 100s..... 4.00
Witch Hazel (Swift & Co.).. 5.00
Oat Meal (Swift & Co.)..... 5.00
White Ribbon 3.65
Swift's Pride 3.35
Swift's Naptha 4.00
Elko 3.55
Cream Laundry 4.25
Snap, 60, 16 oz..... 2.65
Snap, 100, 8 oz..... 2.25
Special, Grocers' Assmt (sells for $9.00; 80% profit)..... 5.00

Miscellaneous.

Mascot $2.65
Miller's Naphta, 100 14-oz.... 4.35

28

Mikado, 20 14 oz.....
Mikado, 20 14 oz.....
Lenox, 100.....
Lenox, 20 .....
Ivory, 100 10 oz.....
Ivory, 100 6 oz.....
Fairbank's Clairette, 100.
Fairbank's Santa Claus, 10
Fairbank's Copco, 100..
Fairbanks' Fairy Ovl, 5c.
Fairy Oval, 10c.....
Sunny Monday, 100s.....



50 large.
100 small

Lifebuoy, Indry size,60 cake
" Indry size, 20 cakes
" toilet size, 100 cakes
" toilet size, 50 cakes
Sunlight, Indry shape,100 c
Welcome, Borax Indry soa
Cheerful, high grd Indry so
Monkey Brand, 100 cakes.
Monkey Brand, 50 cakes...
Babbitt's, 100 .....
Strker's Kitchen, 100s, 8 oz
Strker's Kitchen, 20s, 8 oz
Star of Kitchen Sand Soap
Gem of Kitchen Sand Soa
Yacht Club Borax, 200s.....
" " " 100s .....
" " " 20s .....
Nun Nicer Borax, 10 oz.....
Blue Ribbon Borax, 7 oz...

The Genuine.



Price, per case.....
Packed 100 bars in Case.

Castile Soap

Notre Dame .....
White Virgin, lb.....
White, Conti .....
Mottled, imported .....

Clover Leaf White .....

SAVON.

Gilt Edge, 100, 16 oz.....
" " 20s .....

BABBITT'S BRANDS.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!

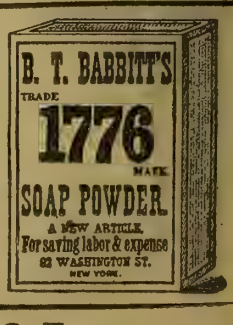


B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 41 CLAY STREET. S. F.

29

Royal, 100, 14-oz 3 40
" 100 12-oz 3 10
" 100 10-oz 2.76
Vermont Long Bar Laundry, 100-lb cases 3 50
Packed either 100, 50, 40 or 25 bars to case

Scouring Soap

Bon Ami, 3 dz to cs, per cs $3 50
Sapolio, ½ gross box, per bx 4.50
Sapolio, hand, ½ grs bx, pr bx 4.50

WASHING POWDERS

Gold Dust ,24 3's, per cs. $4.50
Gold Dust, 100 10 oz.... 4.00
Swift's Pride, 12 oz..... 4.25
Swift's Pride, 24 4s..... 4.25
Lavarine, 36 1 lb, pr. cs. 3.00
Lavarine, 100 5c pkgs.... 3.50
Pearline, 100 6 oz pkgs.. 3.75
Babbitt's 1776, 6 oz..... 2.85
Kleeno, 72 1s..... 5.25
Kleeno, 24 3s..... 4.75
Kleeno, 100 ½s..... 4.00
Peet's Seafoam, 24 3s..... 3.75
" " 100 12 oz..... 3.75

Grandma's Borax, powdered 24 3s 4.50
" " 60 ¾'s 2.40
One case, large size, free with 5 cases, large or small.

Department 18.

STARCHES.

This Dept. is corrected by **J. H. Newbauer & Co.; Wm Cluff Co.**

Kingsford's Oswego.

Silver Gloss 12 6-lb bxs..9
" 40 1-lb pkgs.8½
Corn, 40-lb boxes.....8

NATIONAL STARCH CO.

Lily, Sioux and Niagra Brands.

Corn, 40 1s 6
Gloss, 48 1s.....6¼
Gloss, 12 6lb.....7
Laundry (bulk), 50s.....5

None Such Brand.

Corn, 40 1s.....6
Gloss, 48 1s.....6
Gloss, 12 6s.....7
Gloss, 50-lb box 4¾

Owl.

Corn, 40 1s, per lb.....5
Gloss, 40 1s, per lb.....5½
" 12 6s, per lb.....6

Murdoch's Oswego.

Oswego Corn, 40 1s.....7¼
Velvet Gloss, 40 1s 7¾
" " 12 6s 8¼

Blue Ribbon.

Gloss, 48 1s .....
Gloss, 12 6s.....
Corn, 40 12s.....

Miscellaneous

Celluloid, 60 ¾-lb pkgs,pr bx 4.75
Elastic, same, per box..... 5 00
Pop Corn Starch, 40 1s..... 6 50
China, 80s 6.00

Department 19.

OILS, PAINTS, ETC.

This Dept. is corrected by **Whittier-Coburn Co.; W. P. Fuller & Co.**

Coal Oil

Water White, bulk.....10½
Water White, 150 deg bulk..11½
Special Water White, bulk...12½
Pearl, cases, 2 5s.....17½
Astral, cases, 2 5s.....17½
Star, cases, 2 5's 17½
Ex. Star, cases, 2 5's.....20½
Argo, bulk 19
" case 26
Elaine, cases, 2 5s.....26½
Eocene, cases, 2 5s.....20½

Gasoline and Benzine

86 deg. Gasoline, bulk.....30
86 deg. Gasoline, cases....37½
Benzine, bulk 12
Benzine, cases 19
Stove Gasoline, bulk.....18
" " case 25
Gasoline, 86 deg., bulk.....30
Same, cases, 2 5s 37½
Red Crown Gasoline, in bulk.18
Red Crown Gasoline, in cases,

30

2 5s 25
Motor Gasoline, bulk.....18
Motor Gasoline, in cases, 2 5s.25
No. 1 Eng. Dist. Iron Bbls. or Drums 09½
No. 2 Eng. Dist., cases, 2 5s..16½
No. 2 Eng. Dist. from Bbls or Drums 08
No. 2, Eng. Dist., cases, 2-5s..15
V. M. & P. Naptha, in bulk..10
V. M. & P. Naptha,cases,2 5s.17½

Turpentine.

Strictly Pure, cases, 2 5s....83
" drums of iron bbls..76½

Linseed Oil

Pure, raw, bbls.....55
" boiled, in bbls.....57
" raw, case, 2 5s.....61
" boiled, case, 2 5s.....63

Castor Oil

Baker's AA, cases, 2 5s..... 1.30
No. 1, cases ,2 5's..... .70
2 oz ..... .65
4 oz ..... .90
8 oz 2.00
2 5-gal tins, per gal..... 1.30

Lard Oil

	Bbl.	Case
Strictly pure	.85	91
Sup. Win., str.	.75	81
No. 1	.60	66
1 oz		.45
2 oz		.55
4 oz		.85

Neatsfoot Oil

Cooper's	.80	85
Extra	.70	75
No. 4	.60	66

Lubricating Oils

	bbls	Case
Star Cylinder Oil	.60	65
Columbia Cylinder	.40	65
Gem Cylinder Oil		..
Ruby Cylinder Oil		..
Star Machine Oil	.30	25
Star Dynamo Oil	.50	55
Star Spindle Oil	.50	55
Star Sep'ter Oil	.50	55
Red Engine Oil	.27	32
600 M Cylinder	.45	50
FFV Cylinder	.80	85
Med. Ruby Eng.	.30	35
Castor Machine	.23	28
Auto-Cylinder	.60	65
Gas Engine	.30	35

Miscellaneous Oils

Union Salad Oil	.70	76
Pure Sperm Oil	.70	75
No. 1 Polar	.40	45
ihCna Nut Oil,ordinary	.—	75
China Nut Oil, No. 1	.—	90

White Lead

Whittier, in kegs,	7¾	8½
Pioneer, " "	7¼	8¼

Dry Paints

English Paris White, bbls..$1.60
Whiting, barrels 1.20
Prince's Min'l B'wn, bbls. 1.65
Yellow Ochre 1.50 1.65
Eng. Ven. Red, bbls....1.50 1.75

Department 20.

This Dept. is corected by **Pac. Coast Biscuit Co.**

CANDIES.

Lozenges

5-lb. boxes)

XXX Peppermint, pals.13 .16
Thin Peppermint..... .16
TT Peppermint ..... .16
Musk, fluted, pails.... .22
Cinnamon, Lemon, Sassafras, Rose..... .18
Midget fruit ..... .20
Conversation and hrts. .15
Liliput Conv. & herts.. .17
Midget Conv. Lozenges. .18
Crown T. T. Loz, 24 5c pkgs .80
Aurora Lozenges, 24 5c pkgs .80
Cough Troaches, 5-lb bx .25
Eagle Wafers, Peppermints ,Wintergreen.. .25

Mixed Candy

(30-lb pails)

Plain Mixed 9½
Royal Mixed.....12½

31

Grocers' Mixed..... 10½
Yankee Mixed 12
American Mixed..... 13
Fancy A Mixed 13
Fancy C. Mixed 14½
French S. Mixed 16
French No. 1 Mixed..... 18
French Extra Mixed..... 20
Lady Mixed 15
Broken Mixed 9

Steam Panwork

Anise Seed 22
Aromatic Cachous..... 18
Assorted Berries..... 16
Assorted Dragee..... 14
Assorted Imperials..... 16
Assorted Small Seeds....22
Bird's Eggs 17
Boston Baked Beans..... 17
Burnt Peanuts..... 18
Burnt Almonds..... 25
Caraway Seed ,smooth....22
Caraway Seed, pearled...22
Celery Seed..... 22
Cinnamon Beans large red15
Cinnamon Beans, imperial17
Coriander Seed, pearled..22
Jelly Beans, pails..12½ 14
Jelly Bird's Eggs..... 17
Jelly Cranberries..... 17
Jelly Limes..... 17
Jelly Raspberries..... 17
Jordon Almonds, fine....45
Jordon Almonds ,imitation18
Licorice Beans 15
Red Hots..... 25
Ringed Marbles..... 16
Sugar Coated Licorice Tablets 20
Sugar Almonds..... 25
Sugar Plums..... 16

Cream Goods.

(5-lb boxes)

Fondans Creams..... 14
Hand Dipped..... 20
Hand Dipped, with nuts on....22
Fruit and nut ices..... 18
Cream Peppermint..... 20
Crushed Fruit Bonbons..32

Chocolates.

(5-lb boxes)

Chocolate, plain..... 14
Chocolate ,Hand Made..... 20
Chocolate Dipped Bonbons..20
Chocolate Dipped Bonbons with nuts 22
Chocolate ,Climax ,30-lb pails 16
Chocolate Chips 25
Chocolate Nonpareil Drops.20
Chocolate Wafers..... 22
Chocolate Cream Tablets 30 in box 1.10

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5 lb tins ..... .28
Occidental Marshmallows, 3 lb tins ..... .30
Dipping Marshmallows, 5-lb boxes ..... .25
Angel Food, 5-lb boxes.. .20
French Nougat, 30 5c slices in box 1.00
Walnut, Apricot ,Spanish Nougat, 5-lb boxes ,lb....25

Sundries.

Opera Carmels ..... .19
Rock Candy ,white & red .15
Rock Candy, brown..... .16
Licorice Drops ..... .20
Licorice Sticks, 16 to lb.. .28
Licorice Tablets, 5-lb box.... 1.25
Licorice Tablets, 24 5c bx .80
Licorice Penny Sticks, 100 in box..... .65
Buttercups, 5-lb tins..... .25

Gum Goods

(5-lb boxes)

A. B. Gum Drops, asstd....9
A. B. Gum Drops licorice 9
A. B. Gum Drops, cryst'zd11
A. B. Bonbons, plain inbls 7

32

A. B. Bonbons, fancy, mbl 7½
A. B. Bonobns ,fancy, crystalized, 5-lb boxes 15
A. B. Fruits..... 18
Royal Gum Drops..... 15
Gemline Gum Drops, hard 15
Jelly Squares ,assorted...14
Bijou Sticks 18
Spiced Jelly Drops..... 9
New Turkish Figs..... 16
Fig Paste ,plain 16
Fig Paste, tricolor..... 18

Chewing Gum.

	Single	Box
Sweet Heart, per box....		.60
Sen-Sen, 20 pieces.....		.60
Sweet Heart, 20 pieces..		.60
Blood Orange, 20 pieces..		.60
Chiclets, 40 5c pkgs.....		1.25
Chiclets, 10 10c pkgs....		.80
Newton's Pepsin, 20 pkgs....		.60
Pearlo, 40 5c package.....		1 00

Department 21.

CRACKERS.

Animals ..... .12½
Animals Iced ..... .15
Assorted ..... .12
Assorted Extra ..... .14
Assorted ..... .12
Assorted Extra ..... .14
Automobiles ..... .12
Assorted Fingers ..... .15
Boston ..... .09
Butters, Templar ..... .09
Champions ..... .09
Chocolate Wafer ..... .18
Coco Taffy ..... .15
Cocoanut ..... .15
Currant Cakes ..... .12½
Cornhills ..... .11
Cherry Marshmallow .... .18
Cracker Meal ..... .06
Cracknel, plain ..... .22
Creole Belle ..... .16
Dainty Chip ..... .14
Dainty Marshmallow .... .16
Digestives ..... .09
Egg Jumble 14
Fig Bar 14
Fruit, Iced ..... .15
Fruit Biscuit ..... .14
Fine and Dandy ..... .18
Fruit Sultanas ..... .14
Golden Cream 15
Graham Gems 09
Ginger Cake ..... .10
Ginger Nut ..... .11
Graham 10
High Tea 15
Honey Comb, Iced ..... .14
Honey, Frosted ..... .14
Iced Sweets 14
Iced Squares ..... .14
Jennie Lind ..... .12
Lemon Snap ..... .12
La Grand ..... .11
Lemon Biscuit 14
Lemon Wafer 14
Little Egypt ..... .14
Lunch Banquet ..... .14
Lunch, Oakland 09
Lunch, Coast ..... .09
Monitor ..... .09
Marshmallow, Walnut .. .16
Nicnacs 12½
Nicnacs, No. 1..... .11
Orange Wafer ..... .14
Oysteretts ..... .08
Pilot Bread ..... .04
Pretzel 10
Popular, Mixed 12½
Picnics ..... .07½
Pilot, Extra ..... .05
Pretzelletts ..... .11
Pineapple Delight ..... .16
Red Cross Oyster 08
Saltin Snowflake 14
Snowflake 14
Seed Cake 12
Salted Pinnets 10
Sea Foam 16
Saxon Peat 08
Sugar Cookins 12
Soda ..... .08½

Soda, Extra ..... .07
Soda, Saloon ..... .07
Soda No. 1 (5c seller) doz .50
Soda No. 2 (10c seller) .. .80
Soda No. 3 (25c seller) .. .20
Soda 96¾
Soda ..... .16
Walnuts, Marshmallow .. .16
Waters, Assorted ..... .16
Vanilla Snap ..... .12
Vanilla Biscuit ..... .14
Star Butter ..... .60
Strawberry Wafer ..... .14
Soda Extra ..... .07
Soda ..... .16
Your Sweets ..... .16
Zephyr Pilot ..... .09
Big Four Snaps, doz..... .50
Railroad Lunch, doz..... 1.00
(Gingerette-Lemonette, doz .50
(Chocolette-Str'wb'rrylette,s,dz .50
Banquet Lunch (cartons) . .15
Banquet Lunch, 2-lb tins .30
Saline Snowflake, 2-lb tins .30
Graham's, 1-lb cartons, doz 1.00
Del Monte Tea (carton) dz .75
Water 12¾

Department 22.

FANCY GROCERIES.

This Dept. is corected by
Wellman, Peck & Co.

Wellman, Peck & Co.; Haas Bros.

Bouillion Capsules.

Anker's, 10 capsules in box per doz boxes 3.00

BEEF EXTRACT

"Rex," 2 oz per doz..... 4.40
" 4 oz " " 8.00
" 8 oz " " 14.75
" 16 oz " " 27.50
Marshall's 2 oz, per doz.... 2.65
" 4 oz., per doz..... 4.75
Liebig's 2 oz, 32 12s to cs, dz 4.50
" 4 oz,16 12s to cs " 8.40
" 8 oz, 8 12s to cs, " 15.90
" 16 oz, 4 6s to cs, " 29.75
Libby's, 2 oz, per doz..... 4.45
" 4 oz, " " 8.00
" 8 oz, " " 14.00
" 16 oz, " " 26.00

Capers.

Capotes, 1 d in case....1.00 1.50
Nonpareil, small 1.50
Nonpareil, large 2.25
Nonpareil, Imperial qts. 10.00
" , 2 litre... 20.00
" , 4 " ... 37.50

CHOCOLATES.

Baker's.

Our registered guarantee under National Pure Food Laws is Serial No. 90



Registered U. S. Pat. Off.

BAKER'S COCOA AND CHOCOLATE

48 HIGHEST AWARDS IN EUROPE AND AMERICA

WALTER BAKER & CO., Ltd.

(Established 1780)

DORCHESTER, MASS.

	Per Lb.
Premium No. 1 Chocolate, 12 and 25 lb. boxes	
Vanilla Chocolate, 6 and 12 lb. boxes	
German Sweet, 6 and 12 lb. boxes	
Breakfast Cocoa, ½ lb. tins, plain, 6 lb. boxes	
Breakfast Cocoa, ½ lb. tins, 12 lb boxes	
Cracked Cocoa, ½ lb. pgs., 12 lb boxes	
Caracas Sweet Chocolate, 6 lb. boxes	
Soluble Chocolate (hot or cold soda), 1 lb. cans	

German Sweet, 6-lb boxes ⅛s and ¼s ..... .25
Eagle, 12 1s..... .25
Premium, 12 1s ..... .34¼
Vanilla, 12 ⅛s..... .44
Powdered, ¼s, ½s, 1s 12 lb boxes ..... .30
Subject to quantity discounnt.

Ghirardelli's. In paper.

Eagle, 24 1-lb..... .22½
Eagle, 12 1-lb..... .23
Eagle, 12 ½-lb..... .24
Eagle, 12 ¼-lb..... .25
Crescent, 6, 5 to lb..... .18½
Crescent, 12, 6 to lb..... .19½
Cal. Sweet, 6, 6 to lb..... .25½
Cal. Sweet, 12, 6 to lb..... .24
Monarch, 12 and ½ lb..... .27
Monarch, 12, 1-lb..... .26
Monarch, 12, ½ lb..... .27
Star, 24 1-lb..... .19½
Star, 12 1-lb..... .20

Ground. In tins.

Ghirardelli's, 12 1-lb..... .28½
" 24 1-lb tins .... .28
" 60 1-lb tins .... .27½
" 60 3-lb tins..... .26
" 30 3-lb tins ..... .26
" 60 10-lb tins..... .25½
" 1 35-lb tins .... .25
In delivery cases.
Ghirardelli's, 60 3-lb tins.... .26
Venard's, 24 1-lb tins..... .21
Venard's, 20 3-lb tins..... .20
Miner's, 12 1-lb tins..... .23½
Miner's, 24 1-lb tins..... .23
Miner's, 20 3-lb tins..... .22

COCOAS.

Baker's Bkfst, ½s, 1s and 5s .42
Van Houten's, ¼s and ½s. .83
Van Houten's, 1s..... .80
Royal Dutch, 12 ¼s..... .77
Royal Dutch, 12 1s..... .60
Epp's, 14 ½s..... .38
Fry's, 12 ½s..... .39
Webb's, 6 ½s..... .23
Lowney's, 6 ½s..... .37
Ghirardelli's Bkfst, 6 ½s.... .40½
" Bkfst, 12 ½s.... .40
" Impri, 6 & 12 ½s. .52
Miner's Bkfst, 6 ½s ..... .37½
Miner's Bkfst, 6 1-5s..... .39
Van Emden's Dutch, 1-lb.... .60
Van Emden's Dutch, ½-lb... .70
Van Emden's Dutch, ½-lb.. .75

Cereal Coffee.

Postum, 24 ½'s, per doz....$1.35
Postum, 36 1's, per doz..... 2.25

Chutney.

Bombay, assorted qts.....$6.25
" assorted pts..... 4.00
" Major Grey, qts.... 7.50
" Major Grey, pts.... 4.50

CIDER.

Mott's boiled, doz qts..... 3.25
Monroe's, champagne, doz.. 2.50
" boiled, doz..... 2.75
Bidwell's, " " 2.50

COCOANUT.

Baker's.

Baker's Drifted Snow, pails 14
Bbls, 126 lbs..... .13
Brazil shr'ded or Table Talk. long thread, 20-lb pails lb.14
" 150-lb bbls, per lb.13
Table Talk in parchment bgs, cases of 30's, 60½'s or 30½'s and 15 1's..... .14½

Schepp's.

Shredded 1-lb pkgs, per lb...23
" ½-lb pail, per lb..24
" ¼-lb pail, per lb..25
" 12 5c pkgs..... .47½

Dunham's.

Shredded, 1-lb ppr, per lb...27
" ½-lb ppr, per lb..28
" ¼-lb pksg, per lb.29

COFFEE SUBSTITUTES.

Postum Cereal.

No. 1, 2 dz, sml pkgs, per dz 1.35
No. 3, 3 dz, lrg pkgs, per dz 2.25
No. 0, 1 dz, lrg pkgs, per dz 2.25

EVAPORATED MILKS.

BORDEN'S

MILK CO.

All Borden's Brands Guaranteed.





Eagle Brand—

Condensed Milk, 4 doz,.... 6.80

Pioneer Brand—

Evaporated Milk (Unsweetened)
Tall Cans, 4 doz..... 4.25
Small Size, 4 doz..... 2.00
Challenge 4.65
Floral 4.50
Rose 4.75

Borden's Malted Milk.

Trial size, pe rdoz..... .90
Small Size 4.00
Large ize 8.00
Hospital Size.....33.00

Alpine Milk.

20-oz., 1 to 5 case..... 4.05
20-oz., 5 to 10 case..... 4.00
20-oz., 10 to 25 case..... 3.95
20-oz, 25 to 50 case.....
20-oz, 50 cases or more....
8-oz, 96 to case.....
Gal., 6 to case.....

Carnation Milk.

20-oz, 1 to 4 case..... 4.05
20-oz, 5 to 9 case..... 4.00
20-oz, 10 to 24 case..... 3.95
20-oz, 25 to 49 case.....
Gal., 6 to case, 10c less.

Miscellaneous.

St. Charles, 4 doz in case...$4.50
St. Charles, 5 case lots..... 4.40
Jersey, 4 doz, per case..... 4.00
Lily 4.25
Highland 4.25
Pet, Fam., 4 doz to case.... 3.35
Baby Pet, 6 doz to case..... 3.00

Cottolene.

	Single cs.	5 cs.	10 cs.	25 cs
Small	7.25	7.15	7.10	7.00
Medium	7.25	7.15	7.10	7.00
Large	7.25	7.15	7.10	7.00

GELATINE.

Bromangelon.

(Straight and assorted flavors: Raspberry, Lemon, Strawberry, Orange, Cherry, Chocolate).
Large, 2 doz, per doz..... 1.20
Small, 3 doz, straight or assorted, per doz..... .90
Silver White Keystone, per dz 1.00
Minute, per doz 1.00
Knox's, per doz..... 1.25
Knox's per gross..... 15.00
Knox, Acidulated, per doz.. 1.20
Cox's, per doz..... 1.15
Keck's, per doz..... 1.10
Plymouth Rock 1.20
(1 doz. free with 3 doz.)
Sheet ..... .35

Ginger Confections.

China, per case of 6 stone jars 2.50
China, Chyloong small stone pots, per doz..... ....

Crystallized glace, ½-lb. tin, per doz. 2.50

Hops.

No. 1, ¼ lb, 30-lb box, lb.... .30
No. 1, 1 lb, 30-lb box, lb.... .30
Less than 30-lb boxes..... .31

Junket Tablets.

1½ doz in container, per dz .80

Lemon Sugar.

Gilt Edge, 24½s, per doz.. 1.37½
Gilt Edge, 24 1's, per doz.. 1.85

Lime Juice.

Tahita, 24 8 oz, per doz....$1.25
Tahita, short measure, 16-oz. 1.50
Tahita, full measure, 32-oz..2.50
Tahita, bulk, gal..... 1.00

Olives.

Bottled.

Queen Olives, 10 oz, oval,pts, 2 doz 3.00
Fluted Stuffed Olives, 5 oz., 6 doz 1.10
10 oz., oval olives, pts, 2 dz 2.50
Baby Pimolas, 10 oz, 2 doz.. 3.65
Baby Pimolas, 24 18s..... 6.25
Manzanilla, 8 oz, 4 doz.... 1.25
Manzanilla, 5 oz, 4 doz.... 1.10
American Ripe, pts, tin, 2 dz 2.25
American Ripe, qts, 2 doz.. 3.75
Old Mission Ripe, pts, 4 doz. 1.80
Old Mission Ripe, qts, 2 doz. 3.25

White Label, 5-oz., Manzanillas.

	Per doz
5-oz., Manzanilla	1.30
8-oz., Queen	1.85
10 oz., Queen	2.35
14 oz., Queen	3.75
22 oz., Queen	5.75
32 oz., Queen	9.00
64 oz., Queen	16.00
5 oz., Stuffed	1.30
10 oz., Stuffed	2.65

Olive Oil.

1 doz qts (California) per dz 8.00
2 doz pts, (California) per dz 4.25
4 doz ½ pts(California) pr dz 2.25
Gallon tins, " each.... 2.50
½ gal. (California) each.... 1.50

Nicelle Brand.

4 doz ½ pts, case..... 9.00
2 doz pts, case..... 8.50
1 doz 22 oz., case..... 9.00
1 doz qts, case..... 8.00

Old Mission.

1 doz qts., case..... 8.00
2 doz pts., case..... 9.00
2 doz ¼ pts..... 4.80

Grogan's Purity Olive Oil.

Qts., 6 to gal, 12 to cs, pr cs. 7.50
Pts., 12 to gal, 24 to cs, pr cs.. 8.00
½ pts., 24 to gal, 48 to cs. pr cs 8.50
Gal. Can, 8 to case, per can. 2.40
½ Gal Can, 12 to case, pr can 1.30

Mushrooms.

	doz.
Le Court, 100 to case	$3.50
La Forrest, 100 to cs	3.00
Hotel, 100 to case	3.00
Fancy Stuffed, pts	4.00

Peanut Butter.

Heron's 2 doz to cs, per doz 2.40
Imperial, 2 dz, No. ¼,glass,dz 1.10
" 2 dz, No. ½,glass, dz 2.10
" 1 dz, No. 1, glass, dz 3.25

Peels.

Citron, 25-lb box..... .23
Citron, 10-lb box..... .23½
Lemon, 25-lb box..... .15
Lemon, 10-lb box..... .15½
Orange, 25-lb box..... .14
Orange, 10-lb box..... .14½

Plum Pudding.

Currice, Individual, doz.....$1.10
" No. 1, doz..... 2.50
" No. 2, doz..... 4.50
" No. 3, doz..... 6.50

HOOPER & JENNINGS

Importers and Wholesale Grocers

Teas, Coffees, Dried Fruits, Provisions, Cigars and Tobaccos

462-468 Bryant St., bet 2nd and 3rd Sts.

Telephone Temporary 674 San Francisco

87 88

Department 28.

PICKLES, VINEGAR, RELISHES, ETC.

This Department is corrected each week by the Pacific Vinegar & Pickle Works.

PICKLES IN BULK

California Home Brand

Uniformly Assorted by Hand and Count. Guaranteed.	Sour ½ bbl 32 gal.	Sour ¼ bbl 16 gal.	Sweet ½ bbl 32 gal.	Sweet ¼ bbl 16 gal.
Special Small Gherkins ½ bbl. 6000, ¼ bbl 3000			24.00	12.50
Special Small Mixed Same count			24.00	12.50
Gherkins ½ bbl 4000, ¼ bbl. 2000			21.00	11.00
Mixed Same count			21.00	11.00
Special Small Medium Pickles ½ bbls. 3000, ¼ bbls. 1500	13.00	7.00	18.00	9.50
Special Small Medium Mixed Same count	13.00	7.00	18.00	9.50
Small Medium Pickles ½ bbls. 2000, ¼ bbls. 1000	12.00	6.50	16.00	8.50
Small Medium Mixed Same size	12.00	6.50	16.00	8.50
Chow Chow			15.00	8.00

Package Count	Bbl 1800	Bbl 1500	½ bbl 1200	¼ bbl 600	½ bbl 1000	¼ bbl 500
DILLS	15.00	14.00	10.00	6.00	9.50	5.50

Jumbo Dills.—bbl., $12.00; ½ bbl., $9.00; ¼ bbl., $5.00.

California Home Brand.
Sour and Sweet, (Plain or Mixed), German Dill, Chow Chow and Onions

	No1 Sml	No2 Mdn	No3 Lrg	Dills	Swt Mid gets	Sweet Gherkins	Chow Chow	Pearl Onions
Barrels, 50 Gals.	$0.36	$0.33	$0.28	$0.28	$0.60	$0.55	.....	$0.80
½ Barrels, 32 Gals.	.38	.35	.30	.30	.62½	.57½	.....	.82
¼ Barrels 16 Gals.	.40	.37	.32	.32	.67½	.62½	.....	.84
Kegs, 10 Gals	.42	.39	.....	.34	.67½	.62½	.....	.86
Kegs, 5 Gals.	.44	.41	.....	.36	.70	.65	.....	.88
Pails, 5 Gals.	.44	.41	.....	.36	.70	.65	.....	.88
Pails, 2 gals.	.55	.50	.....	.38	.75	.70	.60	1.00
Pails, 1 gal.	.65	.60	.....	.50	.85	.80	.70	1.10
Sd kegs, 10s, 8 gals.	3.50	3.25	2.00	2.75	5 50	5.00	3.75	7.25
Sd kegs, 5s, 4 gals.	1.75	1.65	1.00	1.50	3.00	2.75	2.00	3.75
Sd kegs, 3s, 2½ gals.	1.25	1.15	.85	1.00	1.75	1.60	1.50	2.25

"CENTAUR BRAND"

Sour (Plain or Mixed), German Dill, Chow Chow and Onions
Midgets Small Medium Select'd Dills Chow Onions

	No1 sml	No2 Mdn	No3 lrg slct	German Dils	Chow Chow	Calif. Onions
Barrels, 50 gals	$0.33	$0.30	$0.25	$0.25	$0.32	$0.25
½ Barrels, 32 gals.	.35	.32	.27	.27	.34	.27
¼ Barrels, 16 gals.	.37	.34	.29	.29	.36	.29
Kegs, 10 gals	.39	.36	.31	.31	.38	.31
Kegs, 5 gals	.41	.38	.33	.33	.40	.33
Pails, 2 gals	.51	.47	.....	.35	.50	.40
Pails, 1 gal	.61	.57	.....	.45	.60	.50
Stand Kegs, 10s, 8 gals.	3.25	3.00	1.60	2.50	3.20	2.50
Stand Kegs, 5s, 4 gals.	1.65	1.50	.80	1.35	1.60	1.25
Stand Kegs, 3s, 2½ gals.	1.15	1.00	.70	.90	1.10	1.00

PICKLES IN GLASS

California Home Brand

Pat. Top—English or Octagon	10 oz	½ Pt.	Pt.	Qt.
Gehrkins Sour	1.35	1.60	2.30	4.50
Mixed Pickles	1.35	1.60	2.30	4.50
Chow Chow	1.35	1.60	2.30	4.50
Pearl Onions	1.75	2.00	3.25	
Sweet Gherkins	1.75	1.90	2.75	5.00
Sweet Mxd Pickles	1.75	1.90	2.75	5.00
Seref Gurken			2.75	5.00

CENTAUR BRAND

	American Style—Square Bot. Pts.	Qts.	Eng. style, Round Bot. ½ Gal	Gal.	½ Pts	Pt.	Qt.
Gherkins	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Mixed Pickles	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Chow Chow	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Picalilli	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Mexican Mixt	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Cal. Onions	1.20	1.75	3.00	5.00	1.20	1.75	3.00

TOMATO CATSUP.

	In Glass, per doz. ½ Pt.	Pt.	Jugs, per Jug ½ Gl.	1 Gal.	2 Gal.	1 Gal. Tins Scr. top	Ft. top
Cal. Home Brand.	1.35	*2.25	3.25	.70	1.00	1.90	.80	.75
Sunrise	.....	.....	.....	.50	.85	1.60	.65	.60
Sunset	.90	1.85	2.75	.35	.60	1.20	.55	.50

*Case free with five.

89 90

Tomato Catsup—In Bulk.

	Bbl. 50 Gl.	½ Bbl. 32 Gl.	¼ Bbl. 16 Gl.	10 Gl. Keg	5 Gl. Keg	Standard kegs 10's	5's	3's
Cal. Home Brand.	.65	.60	.65	.68	.70	5.50	2.75	2.00
Sunrise	.45	.50	.55	.58	.60	4.50	2.50	1.75
Sunset	.35	.40	.45	.48	.50	3.75	2.00	1.50

TABLE SAUCE.

In Glass.

	½ Pts	Pts.	Qts.	In Jugs ½ Gal	1 Gal	2 Gal	Gal. Tins
Cal. Home Brand.	2 00	3 00	4 00	.75	1 25	2.25	.85
Worcestershire	1 00	2.00	3 00	.55	1.00	2.00	.....
Chestershire	.75	1 50	2 25	.35	.60	1.20	.45

Table Sauce in Bulk.

	Bbls 50 G	½ bbls 32 G	¼ bbl 16 G	10 G Keg	5 G Keg	Standard Kegs 10's	5's	3's
Cal. Home Band.								
Worcestershire	.80	.82	.84	.86	.88	7.00	3.50	3.00
Chestershire	.55	.57	.59	.61	.63	5.00	2.50	2.00

VINEGAR

Commercial Wine, Cider, Malt or Spirit Vinegar

	40 Gr.	50 Gr.	60 Gr.	70 Gr.	80 Gr.	90 Gr.
Barrels	.14	.16	.17	.18	.20	.22
½ Barrels	.16	.18	.19	.20	.22	.24
¼ Barrels	.18	.20	.21	.22	.24	.26
10 Gal. Kegs	.20	.22	.23	.24	.26	.28
8 Gal. Kegs	.20	.22	.23	.24	.26	.28
5 Gal. Kegs	.22	.24	.25	.26	.28	.30
4 Gal. Kegs	.22	.24	.25	.26	.28	.30
8 Gal. Kegs	.24	.26	.27	.28	.30	.32

HIGH GRADE VINEGARS

	Barrels	½ Bbls
California White Wine Vinegar	.30	.35
California Red Wine Vinegar	.30	.35
Apple Juice Vinegar	.25	.30
California Home Brand Pure Pickling Vinegar	.25	.30
Cases of one dozen uarts		2.50

RELISHES AND CONDIMENTS.

Miscellaneous.

	6 oz	½ Pt.	Pt.	10 oz
Tomato Chutney	1.25	1.75	2.50	1.35
Chili Sauce	1.25	1.75	2.50	1.35
Salad Dressing	1.25	1.75	2.50	

California Home Brand

	8 oz	14 oz.	Pts
Sweet Relish	.95	2.00	2.75
East India Relish	.95	2.00	2.75
Red Hot	.95	2.00	2.75

G. & D., 1s, 2 doz to cs, dz.. 2.50
" 2s, 12 to cs, doz.. 4.50
" 3's, 6 to case, doz.. 6.50
" 4's, 6 to case, doz.. 8.50
R. & R., Individual, doz.... 1.00
" 1's, per doz..... 2.65
" 2's, per doz..... 4.60
" 3's, per doz..... 7.10

Salad Dressing.

Durkee, small, 2 dz, per doz.. 2.50
" large, 1 doz. pr doz 4.25
" picnic size, 4 dz. pr dz 1.00
My Wife's, 1 doz, 16-oz. case 3.25

Salad Oil.

Tierces, about 50 gal., gal..$ .75
1 gal. tins, 10 to case, gal.... 1.00
5 gal. tins, 1 to case, gal.... .95
½ gal. tins, 20 to case, gal.. 1.10
Quart bottles, 12 to case, doz 2.75
Pt. Bottles, 24 to case, doz.. 1.50
½ pt. bot., 36 case, doz.....

Saratoga Chips.

(Less 5 per cent.)

Bulk, 15-lb box 3.60
Cartons, 6-oz., 24 in case, doz 1.30

SALT.

Cal. Table & Dairy, 75 2's, 60 2½'s, 50 3's, 30 5's, 15 10's and 8 20s, per bale..... 1.75
Do 50-lb bags, ton..... 1.00
Leslie's Sterilized, 75 2's, 50 3's, 40 4's, 30 5's, 15 10's, and 8 20s, per bale..... 2.25
Do, 50-lb bags, ton.....none
Leslie's, 50s 20.00
Imptd Liverpool, 50s, ton....20.50
" " 100s, ton....19 50
" " 200s, ton....19.00
Genuine Werrington, 50s, pr ton 20.00

H. R. H. Liverpool.

Bales of 75, 2s, per bale....
Bales of 50 3's, 40 4's, 30 5's, 15 10s, 8 20s, per bale....
Bags, 50s, per ton.....

Worcester.

Worcester Dairy, bbl 320 lbs (5 bbls, 5.25).....
Worcester Dairy, bbl 320 lbs. 10 bbls 4.75
Worcester Table, 140 2s, 100 1 bbl 5 bbl
2s and 60 5s 5.75
Worcester Table, 50-lb sacks, Irish Linen ..... .90 .85

Rock Salt.

Half-Ground, 100-lb sks. (no ton)
" " 50s, ton
Stock, 100-lb sacks, per ton
" 50s, ton

Package Salt.

Leslie's Sterlized, 48 2's.. 2.75
" " 24 3's.. 1.60
" " 20 5's.. 1.50
" " 50 1's.. 1.65
R. S. V. P., 2s, 24 to case... 2.50
R. S. V. P., 3s, 24 to cs. pr cs. 1.75
R. S. V. P., 5s, 20 to cs. pr cs. 2.50
Cal. Cabin, 24 2s..... 1.70

Celery Salt.

Durkee's, 1 doz in box..... 1.25

SOUPS.

Anderson's 20 varieties.....
Campbell's, 21 varieties.....
Snider's, Tomato, 3's..
" " 2's.....
Van Camp's, 21 varieties
Libby's, 2's, assorted....
" 1's, " .....
" concentrated, 1's.

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Franco-American.

	Qts.	Pts.
Mock-Turtle, Ox-Tail, Consomme, Bouillon, Julienne, Vegetable, Beef, Pea	3.15	1.80
Chicken	3.50	2.00
Gumbo	3.50	2.00
Green Turtle, thick	7.00	3.60
" " clear	9.50	....
Mulligatawney	3.50	2.00
Tomato	3.15	1.80
Assorted	3.25	1.85

Truffles.

1-16 glass, per doz	3.60
1-16 tins, per doz	2.75
⅛ tins, per doz	5.25
¼ tins, per doz	10.45
½ tins, per doz	20.35

Yeast Cakes.

Magic Yeast, case	1.20
Yeast Gem, case	1.15
Great Western	1.00
Gillet's Magic	1.20
Yeast Foam	1.20

This Dept. is corrected by **Fillmann & Bendel: Pac. Vinegar & Pickle Works.**

CATSUPS.

Snider's, qts. doz	3.75
" pts "	2.40
" 1½ pts. "	1.40

Griffon's.

½-pints, per doz	1.12½
Pints, per doz	1.85
Quarts, per doz	3.25

Miscellaneous.

Campbell's, ½ pts, doz	1.15
Heinz, 10-oz	[illegible]
" 12-oz	[illegible]
" 17-oz	[illegible]
Blue Label, 25 ½-pts. to cs	[illegible]
Blue Label, 25 pts to cs	[illegible]
Blue Label, 12 qts to cs	[illegible]
Golden Star, gal jugs, doz	none
" " qt jugs, doz	3.65
" " pt jugs, doz	2.35
" " ½ pt jugs, doz	1.40

Long's Fruit Catsup.

Pts, 24 to cs, case	4.75
½-Pts, 48 to cs, "	5.75
" 2, 5 and 10 lbs, lb	1.60

SAUCES.

Holbrook's, ½ pts	2.40
Lea & Perrin's, small	2.75
Lea & Perrin's, medium	5.00
Lea & Perrin's, large	8.25
5 cases, 5c per doz less.	
Tobasco, McIlheny	4.00
Tobasco, New Iberia	3.50
Bengal Worcester, ½ pt	.85
Bengal Worcester, pt	1.25
Pepper, sprinkle top, ½ pt	2.00
Superior Pepper, small	.90
Superior Pepper, large	1.50
Libby's Manchester Sauce, 24½ pints, per doz	1.20

HORSE RADISH.

Picnic Gems, doz	.95
Pints, doz	.95
Medium, doz	1.30
Quarts, doz	2.50
10-Gal. Kegs, gal	.78
5-Gal. Kegs, gal	.80
2-Gal. Pails, gal	.85
1-Gal Pails, gal	.90
Standard Kegs, 10s, keg	6.50
" " 5s, keg	3.25
" " 3s, keg	2.00

FRENCH MUSTARD.
(In bulk.)

	Cal. Home Brand	Stan-dard
Bbl, per gal	.35	.30
½ bbl, per gal	.37	.32
¼ bbl, per gal	.40	.34
10-Gal Keg	.42	.36
5-Gal. Keg	.45	.38
2-Gal. Pail	.50	.45
1-Gal. Pail	.60	.55
Standard Keg, 10s	3.50	3.00
" " 5s	1.75	1.50
" " 3s	1.50	1.25

In Glass, Cal. Home Brand.

8 oz, 2 dz to case, per doz	.96
14-oz, 2 doz to case, per doz	1.75

Standard.

6 oz, small bbl	.80
8 oz, Dusseldorf	.90

42

16-oz, "	1.40

SAUERKRAUT.
Cal. Home Brand—Dry Pack

Bbl., 50-gal	15.00
½-bbl., 32 gal	10.50
¼-bbl., 15 gal	5.50
10-Gal Kegs	3.25
5-Gal Kegs	1.75
2-Gal Pails	.85
1-Gal Pails	.60
Standard Kegs, 10s	2.50

Department 24.

GROCERY SUNDRIES.

This Dept. is corrected by **Haas Bros.; Wm. Schuff Co.**

Axle Grease.

H. & L., per case	$2.00
C. & S., 2-doz case, per case	2.00
" 5 case lots	1.95
" 10 case lots	1.85
Frazer's, 2 doz tins, per case	2.25
Frazer's, 4 doz wd, per case	3.60
Frazers, 15-lb pails	1.00
Mica, 3 doz tins, per case	2.60
Castor Oil, 2 doz 1s	2.60
Universal, 2½, light	2.00
Universal, 2½, dark	1.75

Paper Bags.

Automatic, Self-Opening, 500 in pkg., List.

¼-lb	$1.00	8-lb	4.80
½-lb	1.20	10-lb	5.20
1-lb	1.60	12-lb	6.30
1½-lb	1.70	14-lb	8.30
2-lb	2.00	16-lb	9.00
3-lb	2.50	20-lb	10.00
4-lb	2.90	25-lb	11.00
5-lb	3.40	30-lb	13.00
6-lb	4.00	35-lb	15.00
7-lb	4.40		

Sizes 3 to 35 lbs.

Sugar Bags, broad bottom, lb .06

Discounts from above list:
Cheapest, 50%.
Eagle or Equal, 50%.
White bags, 50%.
Lion, 40%.
Mikado (stripped)-40%.

Bluestone.

Barrels, per lb	.12
5 bbl. lots, per lb	11½

BATH BRICK

Bristol, 2 doz, per case	.95
Powdered, 20 1s, per case	1.15
Powdered, 40 ½s, per case	1.25

CANDLES.
Admantine.

Adam, 14-oz., 20s	.11½
" 12-oz., 20s	.10½
" 10-oz., 20s	.09¾
Hotel, 40s, 12-oz	.10¾
(Wrapped ¼c higher.)	
Chippewa, 1 oz	.07¾

Torchlight

Stearic Acid, 12 oz, 20s	.10¼
" 14 oz, 20s	.11¼
" (wrap) 16 oz 20s	.13¼

Stearic.

Schneider's 14-oz., 20s	.14
Schneider's 14-oz., 40s	.13⅞
Schneider's 16-oz., 20s	.15¾

Paraffine, Etc.

	Per lb.
4s, 6s, in cartons of 36-lb bxs	11
12s, in cartons of 36-lb bxs	11¼
½-lb, in cartoons of 25-lb bxs	11
1-lb cartons of 25-lb bxs	11
Colored, 1c higher.	
Beeswax, pure for churches	.35
Do No. 2	.27½
Do No. 3	.22½
Christmas, all sizes	.09
Do holders, per gross	.85
Wax Tapers, per doz pkgs	.80
Do Per Gross	8.00
Night Lights, German, on pap & wd, per doz	.40
Do French, on tin, doz 85, 1.25	

Werks

16 oz, S. A., 40s, (wrap)	.16¼
16 oz, S. A., 20s	.15⅞
14 oz., S. A., 40s, (wrap)	.14
14 oz, S. A., 20s	.13⅞
14 oz, Adam, 20s	.11¾
12 oz, Adam, 20s	.10¾
10 oz, Adam 20s	.09

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Standard Oil Company.
Electric Light.

	Per Set
6s, 16 oz., 20 sets	.11¾
6s, 14 oz., 20 sets	.10¾
6s, 12 oz., 20 sets	.09¾
6s, 10 oz., 20 sets	.08¾
12s, 12 oz., 40 sets (hotel)	.08¾

Granite Mining.

	Per Set
6s, 16 oz., 40 sets	.12¼
6s, 16 oz., 20 sets	.12½
6s, 14 oz., 40 sets	.11
6s, 14 oz., 20 sets	.11¼
6s, 12 oz., 20 sets	.10¼
6s, 12 oz., 20 sets	.10¼
6s, 10 oz., 20 sets	.09½
12s, 12 oz., 40 sets (hotel)	.10½

Paraffine Wax.

	Per Set
1s, 14 oz., 25 sets, white	.10¾
2s, 14 oz., 25 sets, white	.10¾
4s, 14 oz., 36 sets, white	.10¾
6s, 14 oz., 36 sets, white	.10¾
12s, 14 oz., 36 sets, white	.11¾
Colored, 1 cent higher.	

Radiant Paraffine Wax.

	Per Set
4s, 14 oz., 36 sets	.10
6s, 14 oz., 36 sets	.10
6s, 14 oz., 20 sets	.09¾
6s, 10 oz., 20 sets	.08

Egg Food.

Pratt's, 26-oz, 2 doz in cs	$4.50
Wellington's, 1-lb, 2 doz box	4.00

Fly Paper.



Sticky (holders gratis) $ 2.50



Tanglefoot, per case	2.50
Tanglefoot Holders, per case of 50	.35
Subert's, 40 5s, paper in box	.90

Fruit Jars.
(Net cash—no discount)

Mason's, pts, per gross	6.95
Mason's, qts, per gross	7.00
Mason's, ½ gal., per gross	10.00

Fruit Jar Caps.

Porcelain, 6 doz to box, pr bx	2.80

Fruit Jar Rubbers.

No. 1 White, per lb	.60
"Gold Seal," cartons, per gr	.75
"Badgers," cartons, per gr	.60
Red Ribbon	.70

Glue.

Le Page's, 1 oz per doz	.80
Le Page's, 2 ob., per doz	1.30
Le Page's ½-gill tins, per doz	1.50
Le Page's, 1-gill tin, per doz	2.00
" " Tubes, small, gr	12.00
" " " big, per gr	18.00

Cordage.

Basic price—Manila 15¾, Sisal 10¾, (5,000 lbs. ¼c and 10,000 lbs. ½c less.) All kinds advance on base price per pound as given underneath:

	Sis.	Man.
Rope, 1¼-in., (7-16 diam and upwards)	basis	basis.
" 6 and 9 thr. (¼ " 12 thread (⅜ diam)	½	½
" Bale, 3 and 4, strand	½ less basis	
" " 2, 6, 8 st'nd	½	½
Lath Yarn	basis	basis
Hop Twine, tarred	1	1
Grape Vine Twine	1	1
Spring Twine		2½
Paper Twine, unoiled	½	2½
Whale Line and Bolt		1

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Hawser laid rope for well-boring	1
Transmission of Power	5
Lanyard and Tarred	basis
Lariat Rope, hd tw, unoiled, 3 & 4 st'd	1
Sash Cord in cots	3

Cuttle Bone.

Birds', per lb	.30

Insect Powder.

Eureka, 10c size, per doz	2.75
Eureka, 25c size, per doz	1.75
Eureka, 60c size, per doz	4.50
Eureka, $1.00 size, per doz	8.00
Buhach, 2-oz., per doz	1.15
" 4-oz., per doz	2.15
" 8-oz., per doz	3.75
" 16-oz., per doz	6.80
" 6-lb, per lb	.60

Matches.

Tins	1.65
Boys, doz boxes	.12
Swedish Safety, per gross	.65
Swedish Wind, 1 gross	.90
Vulcan Paraffine, 65s per gr	.55
Do 50 grs lots	.50

Diamond Match Co.'s.

Anchor, 200s	1.70
Do, 500s	4.00
Bird's Eye, 500s, gr	3.75
3 Noes Safety, 100s	7.75
Bees Wax, 100s	4.50
Globe, 100s	5.00
Domino, case	2.75
Red Top Safety	2.75
S. & C. Eastern Parlor 80's	4.25
S. & C., 200s	2.25
S & C., 300s	3.25
S. & C., 500s	4.25
Press, 100s, 5-gross case	4.75
Little Star, per case	2.20
Search Light, 100s, large, 1 gr	4.75

Paper, Wrapping.

Butter, White, per ream	.20
Do Waxed, per ream	.25
Manilla, No. 2, roll, any size lb	.4½
Manilla, No. 1, rolls or flat	.05
Straw, per ream	.95
Do rolls, any size, per lb	.03½
Drab, per ream	.60
Do rolls, any size, per lb	.02¾

Paper, Toilet.

Royal, 100 rolls of 500 shts	4.00
O Keyed, 5-oz rolls, per case	2.50
Royal, 8-oz rolls, per case	4.25
O Keyed, tablets, per caes	3.75
Pastime, tablets, per case	4.50
Union, per case	7.00
Lulu, pkgs, 4000 shts, per cs	3.75
Astoria, pkgs 450 shts, per cs	3.90
Windsor, pkgs 500 shts, per cs	4.00
Untversal, pkgs 700 shts, pr cs	6.00
Great Eastern, pkgs 1000 shts, per case	7.50
Popular Rolls, 5 oz, 100 rols, per case	3.00
Daisy Rols, 9 oz, 100 rolls, per case	4.50
Express Rolls, 10 oz, 100 rolls, per case	5.00
Asbestos Rolls, 11 oz, 100 rolls, per case	5.25
Mammoth Rolls, 16 oz, 100 rolls, per case	7.50
Pyramidal, 2000 sheets, 50 rolls in case	7.50

"No-Mods"
(Cereal Laxative.)

48 cartons to case, per case. $12.00
Less 30 % discount to trade.
Varying cash discount depending on quantity purchased.

Polishes, Shoe.
Day & Martin's.

Large, 6 dz to case, doz	3.00
Medium, 6 dz to case, doz	2.25
Small, 10 dz to case, doz	1.00

Mason's Russet Polish.

	Doz.	¼ Gr.	Gr.
No. 2	.40	1.20	4.80
No. 3	.70	2.00	8.00

Comb Black Dressing.

	Doz.	¼ Gr.	Gr.
Large	1.50	4.50	18.00
Small	.80	2.30	9.20

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Combination Russet.

	Doz	¼ Gr	Gr
Large	1 50	4.50	18.00
Small	.80	2.30	4.80

Mason's Stove Polish.

Doz.	¼ Gr.	Gr.
.....	.45	1.20	4.80

Polish, Stove.

Rising Sun, large pkg., per gr 6.25
Do 5-gross lots..... 6.00
Do Small pkg., per gross.. 3.85
Sun Paste, lrg, ¼ gr bx per gr 5.00
Enameline, No. 4 tins, per gr 5.00
Do No. 6 tins, per gr.... 8.25
Do Liquid, pt-tins, bx 3 dz 2.25

X-Ray Stove Polish.



Small, 3 doz. to case, per cs 1.50
Large, 3 doz to case, per cs 2.50
(½ doz. free with each case.)

Polish, Metal.

Electro Silicon, 1 gr in case per doz ..... .80
Brilliantshine, ½ pts, per doz .95
Brilliantshine, pts per doz.. 1.80
Brilliantshine, qts, per doz.. 3.15
Do, ½ gal., per doz..... 6.00
Do 1 gal tins, per tin.... .85
U. S. Metal Polish, qts..... 3.67
" " pts 2.00
" " ½ pts..... 1.25
U. S. Metallic Polish Paste, lb. package, doz..... 3.35
½-lb. package, doz..... 1.67
3-oz package, doz..... .50
Barkeeper's Friend, pwdr, gr. 21.60

Seeds.

Anis ..... .15½
Canary ..... .07
Caraway ..... .15
Celery ..... .17½
Coriander ..... .11
Cumin ..... .18
Flax, ground ..... .06
Flax, whole ..... .06½
Hemp, sacks ..... .06½
Millet ..... .06½
Mustard ..... .10
Poppy ..... .15
Rape, Cal..... .06
Bird gravel, 2s, per doz.... .85
Bird Seed Mixed, 48 1s, doz .80
Red Ribbon, 60 1s..... .6½

Original sacks ½c less.

Sheep Dip.

Little', 10-gal tins, per gal.. 1.20
Little's, 5-gal drums, per gal 1.20
Smith's, 10 ½-gal tins, gal .95
Smith's, 5-gal drums, per gal .95

Shoe Blacking.

	Doz.	¼ Gr.	Gr.
No. 1	.25	.75	2.80
No. 2	.30	.85	3.25
No. 3	.35	1.00	3.85
No. 4	.45	1.40	5.45

Shoe Dressing.

Boss, 3 dz to cs, per gr..... 9.00
Russian, 3 dz to cs, per gr.. 12.00
Shinola, per gross..... 10.00
16 Shinola outfits of brush and dauber, no charge.
Shinola paste, case of 3 doz 2.50
3 solid brass scoops, no charge

Bixby's Polishes.

Royal Polish, 1 doz in box.. .85
Royal P'lish, 3 dz bx, ham'r free 2.55
Shoe, Satin, 1 dz (sml comb'n) .75
No. 5 Shoe Satin Pste, 1 doz .80
No. 5 Shoe Satin Paste, 1 doz .40
No. 10 Satinola Paste, 1 doz .80
No. 10 Satinola Paste, 1 doz in box ..... .80
Satinola, combination, sml, dz .75
Satinola, combination, lrge, dz 1.25
Shoe White Cream, per doz .85
Ermino White Paste, per doz .80

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Jet Oil, doz..... .85
Jet Oil, 3 dz bx, 5 Bixola free 2.55

Bixby's.

"BBB," size M., ¼ gr. box.. 1.25
"BBB," size B, per ½ gr. box 2.50

Twine.

Cotton, 4-ply, 100-lb bales, lb .27
" 3-ply, 100-lb bales.. .27
" 2-lb cones, per lb.. .27
Hemp, 8-oz balls, pr 3-lb pkg.. .27
Do, 4-oz balls, per 3-lb pkg .27
Sack, 4-ply, 12-lb pkgs, lb.. .27

Binder Twine.

Pure Manila, 650 ft to lb, pr lb 14½
Manila, 600 ft to lb, per lb. .13½
Standard, 500 ft to lb, pr lb 11½
Sisal, 500 ft to lb, per lb.. .11½

Wax.

Fruit, 25 1-lb pkgs, per box.. 1.50
Mint Wax, per box..... 1.50
Japan, per lb..... .20
Beeswax ..... .38
Pure Ref. Paraf., 40 1s, lb.. .10
Pure Ref. Paraf., 20 1s, lb.. .10

Wax Strings.

12-in., 10 pkg, 100 stgs each. 1.75
14-in., 10 pkg, 100 stgs each.. 1.90

Department 25.

WOOD AND WILLOW WARE
AXE HANDLES.

This Dept. is corrected by The Heyman-Weilll Co.

Ex, 36-in., doz $2.50
No. 1, 36-in., doz 1.75
No. 2, 36-in., doz..... 1.35

Baskets.

	Per doz.
Cal., Open, Spruce, No. 3....	.85
Cal., Open, Spruce, No. 4....	.90
Cal., Open, Spruce, No. 5....	1.00
Cal., Satchel, Spruce, nest, 0-5	1.35
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal. Satchel, Spruce, nest, 1-41	.71
German Market, nest of 4....	1.25
Clothes, Oval, Wil., No. 2..	7.75
Clothes, Oval, Wil., No. 3..	9.00
Same, nest of 5 sizes.....	3.50
Japanese Telescopee, nest of 5, size 18x12x7.....	1.25
Same, size 20x13½x7.....	1.50
Same, size 24x15x10.....	1.90

Bowls, Wooden.

	Per doz
Maple, No. 1, 11-inch.....	.80
Do No. 2, 13-inch.....	1.75
Do No. 3, 15-inch.....	3.00
Do No. 4, 17-inch.....	4.75
Do No. 5, 19-inch.....	6.50
Do No. 6, 21-inch.....	8.50

Brooms.

	Per doz
No. 7 Special.....	4.00
Little Lady.....	3.65
Dandy	3.10
Cooks' Choice	2.35
Ladies' Pride, No. 1.....	2.85
Toy, string	1.00
Common Whisk.....	1.00
OO Whisk.....	1.35

Brushes.

	Per doz	
Dust	2.25	12.00
Scrubbing	.55	3.00
Dandy	1.50	5.75

Shoe Brushes.

No. 415, black tampico No. 50 .95
No. 25 Mixed Center..... 1.75
No. 602, all black..... 2.00

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No. 235, black and white 2.50
No. 7, bristles..... 3.90

Stove Brushes.

	Per doz
551 tampico, handles	.90
No. 41, Black Bristle.....	1.90
No. 411, Black Bristle.....	2.25

Ox Fibre Brushes.

	Per doz
Stub Cat, 10½x2½ in face..	1.50
Do Rat, 8½x2½ in face..	1.25
Do Mouse, 6¼x2½ in face	1.00

Can Openers.

King, doz ..... .75
Sprague, doz ..... .45

Carpet Sweepers.

Bissell's, per doz, 25.00 to 27.00
Standard, per doz..... 23.00

Cheese Safes.

Round, 22-in. each..... 2.25
Square each 4.00

Clothes Lines.

Sisal, 40-foot, per doz..... .90
Sisal, 60-foot, per doz..... 1.25
Cotton, 40-foot, per doz..... .80
Cotton, 60-foot, per doz.... 1.20
Sash Cord, 60-foot, per doz.. 1.75
Sash Cord, 90-foot, per doz.. 2.64
Wire Cord, 50-foot, per doz.. 1.60
Wire Cord, 75-foot, per doz.. 1.60
Wire Cord, 100-foot, per doz.. 2.10

Clothes Line Pulleys.

Galv. Iron, with eye..... 10.50
" " with hook ..... .60

CLOTHESPINS.

Common, per box of 5 gross.. .70
U. S. Patent Spring, per gross .55

CORKS.

Demijohns.

(Discount of 40% and 10%)

½ gal $5.75
1 gal 7.50
2 gal 13.50
3 gal 16.00
5 gal 24.00

Dust Pans.

No. 1 Japan, doz..... .75
Covered, doz 1.30
Janitor, doz 2.25

Dusters.

	Per doz
China, fancy colored.....	.80
Standard Turkey, No. 10....	2.45
" " No. 12.....	3.25
" " No. 14.....	4.25
" " No. 16.....	5.25
" " No. 18.....	6.00
Janitor, extra heavy.....	15.00

DOOR MATS, COCOA.

	Per doz
Light, No. 1, 14x24.....	4.40
Do No. 2, 16x27.....	6.00
Do No. 3, 18x30.....	7.75
No No. 4, 20x33.....	9.50
Medium, No. 1, 14x25.....	5.50
Medium No. 2, 16x27.....	7.00
Medium, No. 3, 18x30.....	8.75
Medium, No. 4, 20x33.....	10.50
Extra, No. 2, 16x27.....	10.00
Extra, No. 3, 18x30.....	13.00
Extra, No. 4, 20x33.....	15.50
Extra, No. 5, 22x36.....	19.00
Keystone Steel Mats, sq. ft..	.30

Faucets.

	Per doz
Cork Lined, No. 0.....	.45
" " No. 2.....	.45
Cork lined, No. 3, doz.....	.90
" " No. 4.....	.90
" " No. 6.....	.75
" " No. 8.....	.90

Ironing Boards.

4-ft., per doz..... 4.40
4½-ft., per doz..... 5.00
5-ft., per doz..... 6.00
5½-ft., per doz..... 7.20

LAMP BURNERS.

Opposition.

0 or E, per doz..... .65
1 or A, per doz..... .75
2 or B, per doz..... .85

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LAMP CHIMNEYS.

Electric—In Cartons.

No 2, 6 doz in case, per doz 1.10

Lantern Globes.

Packed 5 doz in case ..... .70

Aurora Rochester.

	Per doz
No. 1, 6 doz in case.....	.75
No. 2, 6 doz in case.....	.90
No. 3, 6 doz in case.....	2.00

Smooth Bead Top.

No. 1 or A, 6 doz in case..	.85
No. 2 or B, 6 doz in case..	1.05

La Bastie.

	Per doz
No. A, plain bulk, 6 doz in cs	1.25
No. B, plain bulk, 6 doz in cs	1.35
No. A, crimp bulk, 6 dz in cs	1.75
No. B, crimp bulk, 6 dz in cs	1.95

Common Chimney.

	Per doz
No. 0 or E, 6 doz in case..	.40
No. 1 or A, 6 doz in case..	.45
No. 2 or B, 6 doz in case..	.66

LEMON SQUEEZERS.

Ball, per doz..... $0.85
Glass, No. 1, per doz..... .75
Glass, No. 3 (for oranges) dz 1.25

MOPS AND HANDLES.

	Per doz
9-lb. Mops	1.35-1.65
12-lb. Mops	1.80-2.20
Patent Mop Handles.....	1.00
Plain Mop Handles.....	.90

PAILS.

	Per doz
Wood, painted, 3 hoops.....	2.65
Wood, varnished, 3 hoops....	2.50
White Cedar, 3 galv. hoops..	3.25
Fibre	3.60
Galvanized, 8 quarts.....	2.05
" 10 quarts.....	2.30
" 12 quarts	2.55
" 14 quarts	2.80

SHELF PAPER.

	Per gross
Narrow, assorted colors.....	.12
Lace paper, per box.....	.80

TUBS.

White Cedar—No .0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.
Fiber—No. 0, $19.00; No. 1, $15.75; No. 2, $13.75; No. 3, $12.25.
Galvanized—No. 0, $8.85; No. 1, $6.95; No. 2, $7.95; No. 3, $8.85.

WASHBOARDS.

	Per doz
California, regular size.....	2.25
Little Lady, glass.....	1.85
Little Lady, zinc.....	1.10
Peerless, double	3.50
North Star	3.65
Crystal Glass	4.40

Washing Machines

Waverly	6.75
Matchless	6.85
Western	3.75
Majestic, family size, each....	6.00
Snowball, family size, each..	6.75
Leader, family size, each....	7.00
Shelby, family size, each....	7.75

WICKING.

	Gro
Lamp, 0 or E, ¾-inch	$0.50
Lamp, 1 or A, ⅞-inch.....	.40
Lamp, 2 or B, 1-inch	.60
Lamp, 3 or D, 1¼-inch	.85
No. 1, Rochester	1.00
No. 2, Rochester	1.25
No. 3, Mammoth.....	7.50
Junior Rochester	2.00
Stoves, 3-inch	1.50
Stoves, 3½-inch	1.90
Stoves, 4-inch	1.00
Stoves, 4½-inch	2.00

WRINGERS.

Wood Frame.

Two top screws; iron tub clamps.

	Per doz
Royal, 10x1¾ inches.....	17.50
Challenge, "	21.50
King Special "	22.50
Empire "	23.50
Century, 10 inches.....	28.50
" 11 inches	31.50
" 12 inches	35.50

Iron Frame.

Superior, 10 inches..... 29.50

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Department 27.

AMERICAN TOBACCO CO.

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb Cases)

Seal of N. C. 1⅔ oz foil.... 68
" 3½ " 61½
" 8 " 58¼
" 16 " 56⅛
" 1⅔ oz cloth 68
Seal of N. C., 3½ oz cith pchs 63¾
pouches 68
Seal of N. C. 16 oz decorated tin canisters 58¼
Old Eng. Curve Cut, 1⅔ oz curved tins 74½
Old Eng. Curve Cut, 3½ oz curved tins 74½
Old Eng. Curve Cut, 8 oz.. 72
Old Eng. Curve Cut, 16 oz.. 69
Continental Cubes, 1⅔-oz. tins 69½
Monte Critso Slabs, 3½ oz tins 74½
Van Bibber, sicd plg, 1⅔ oz tins, 2½ lb cartons..... 70
Three Feathers, 1⅔ oz, 1¼ lb cartons, net..... 58¾
Pedro, 2½ oz foil..... 47½
" 2½ oz pouch..... 50¾
" 2½ oz assorted..... 49
" 16 oz decorated tin canisters 49½
Dixie Queen, 1⅔ oz foil..... 38¾
" 8 oz tins..... 42⅛
" 16 oz decorated tin canisters, 6 lb cartons, 30 lb in cases..... 42
Duke's Mixture, 1⅔ oz sacks 40
Arlington, 1⅔ oz foil..... 63½
Duke's Cameo, 1⅔-oz..... 41½
Duke's Cameo, 2½ oz foil.. 47½
Melrose, 1⅔-oz foil..... 66⅔
Fragrant Vanity Fair, 1½ oz foil 93
Red Indian Plug Cut, 1⅔ oz and 3½ oz foil..... 39
Fashion, 1⅔ oz 38¾
" 16 oz canisters.... 42¼
Fashion Pail 42⅛
Bull Durham, 1 oz..... 62
" 1⅔ oz..... 62
" 3½ oz 59
" 8 oz 57
" 16 oz..... 53
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb..... 24
Echo Plug Cut, 1⅔ oz(16-oz, 49) 47¾
Red Bell, 1⅔ oz..... 40⅛
" 16-oz pails..... 41⅛
Cornell Mixture, 3½-oz tin.. 83¼
Oriental Mixture, 3½ oz tin.. 93
Honey Dip Twist, 10 to lb.. 43½
Grizzly, 16 oz, 24-lb cases.. 54⅛
Five Bros. Pipe Smoking, long cut, paper pkgs, 3½ oz, 5 lb cartons, 30, 50 & 100 lb cases 37
Pride of Virginia, 1⅔-oz, 3½-oz and 8-oz tins, 2½-lb boxes, 10 & 25-lb cases... 75
Golden Cupid, 1⅔ oz foil, 25, 50 & 100-lb cases..... 60⅞
Sure Shot, 2s..... 33
Union Leader, 1⅔-oz foil.... 37½
" 3-oz pouch.... 39¾
" 8 and 16 oz canister 39¾
Union Leader, 16-oz milk can 39¾
Plaza, 1⅔-oz cloth, 5-lb cartons, case of 25 lbs, net.. 37¼

Fine Cut Chewing.

Hiawatha, 2 oz, b'ght or d'k, 1-lb cart, 10-lb cs, per lb 59
Hiawatha, 5-lb cs, 1-lb carts 59
Hiawatha, 16 oz, b'gt or d'k, 5-lb pails, lb..... 59
Hiawatha, b'gt or dark, 10-lb pails, per lb..... 56
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb pails..... 44
Rose Leaf, 10 to lb, bright or dark, 1-lb cart, 5-lb drums 67
Tiger, 1⅔ paraffine bags, 5-lb moisteners 41

Cheroots and All Tobacco Cigarettes.

Old Vir. Cheroots, 3 in bundle, $12 in less than 1M lots. 11.75
Old Vir. Cheroots, 5 in bundle. 13.95
Bet. the Acts Little Cigars, 10s tin 8.25

50

Bengal little cigars, 10s, (10 per cent in free goods).. 7 30
Royal Bengal, 10 in pkg, 100 in carton..... 11.50
Van Bibber Little Cig., bundles of 10, boxes of 100.... 16.20
Sub Rosa cigarros, 10s, cartons of 500, per M..... 4.00

Stogies, Etc.,

Less 2% for cash.

Star Pittsburgh stogies 1-10s, 5 for 10c..... 15.00
Florodora little cigars, 1-10s, 3 for 5c..... 12.25
Red Top Stogies, 1-10s, 3 for 5c 12.50
Red Label Stogies (Jenkinson) 11.65

Cigarette Paper.

Vanity Fair, 50 pkg in box .97½
Wheat Straw, 50 pkg in bx, net 1.30
Wheat Straw, 100 pkg in bx net 2.55
Wheat Straw, Interlock, 50 pkg in box..... 1.15
Wild Oats, 40 pkg in box.. .90
Red Seal, 50 in box..... .25
Zig-Zag, 100 in box..... 2.50
Riz la croix..... 1.95

Plug Tobacco.

(Subject to discount 2%)

Battle Ax, 16 oz, 5 cuts, 12 and 24 lb bts, net..... 39
Big Gun, 16 oz, 3x12 smooth, bright, 6 sp, 16 lb butts.... 44
Boot Jack, 3x12, R & R, 5½ oz, 8 sp, 1, 4 8 and 12-lb and 2-lb fancy wooden bxs, net. 87
Bullion, 1x6, D T Nines, 6 to lb, 20-lb cad's..... 50
Climax, 2x12, R & R, 16 oz, 6 sp, 6, 12 & 30 lbs (7 oz 7, 10½, & 21 lbs 48)..... 45
Climax, 3x12, thin, 7 oz, 7 and 14 lb 48
Cross Bow, 3x12, 14 oz, 4 sp, 14 lb butts..... 38
Drummond's Natural Leaf, 5½ oz, 5, 8 and 12-lb butts.... 63
Gold Rope, 7 to lb, 3, 6 and 12-lb boxes 56
Gold Rope, 14 to lb, 4 and 8-lb boxes 58
Horse Shoe, 16 oz, Smooth, 6 sp, 8, 12 and 24-lb butts.... 43
J. T., 2x6, 7 oz, R & R and Smooth, 2 sp, 10½ and 21 lb butts and caddies..... 39
J. T., 3x12, 14 oz, Smooth, 4 sp, 10½ and 21-lb butts.... 39
Newsboy, P. P. br or bulk, 5s 8, 16 & 24 lb..... 40
Nobby Spun Roll, 7 to lb, 3, 6 and 12 lb boxes..... 57
Old Honesty, 3x12, Smth, 15 oz, 6 sp, 7½, 15 and 30 lb..... 44
Old Peach and Honey, 6 to lb, 8 lb boxes..... 43
Piper Heidsieck, 5½ oz plugs, 2⅜x8 Pony Panel, 3-10c cuts, 4, 7, 14 lb..... 69
Red Cross, 12 and 24-lb butts, 17 oz, 3x12, embrossed 4 sp. 33
Saw Log, 2x12, R & R, 16 oz 6 sp, 24 lb..... 46
Saw Log, 3x12, R & R, 32 oz, 12 sp, 32 & 48 lb..... 46
Sledge, 16 oz, 4 sp, 3, 6, 12 and 24 31
Something Good, foil wrapped, R & R, 5½ to lb, 9, 13 lb butts 45
Spear Head, 16 oz, 6 sp, 6, 18 and 30 (7 oz, 48)..... 45
Standard Navy, 3x12, embossed, 4 oz, 4 sp, 14 and 28 lb 38
6 for 10, 16⅔ oz, 24 lb butts. 35
Star, 16 oz, 12, 24 and 52 lb butts 45
Tinsley's Nat. Leaf, 3x12, 16 oz, 6 & 12 lb..... 54

Twist Tobacco.

Granger Twist, hand made light pressed, 12 to lb, 12-lb half bushels and 15-lb grained pails 45
Red Ribbon Twist, 10 to lb, 16 lb ½ bushels and 8 lb pecks 40
Honey dip Twist, 11 to lb, packed 5 lb..... 44

51

Smoking Tobacco.

Master Workman plug, 3x6, 10 oz, 10 lb cad..... 45
Finzer's Mixed Plug, 16 oz, 3x12, 5 sp, 5 and 10 lb.... 32
Ole Varginy, 3 oz plugs 2x4 bright, 10½ lb boxes..... 42
Sickle plug, 15 oz 3x12, 5 sp 7½, 15 and 30 lb butts.... 46

JOHN BOLLMAN & CO.

Cigarettes.

Net cash.

Fragrant Vanity Fair..... 3.90
Duke's Cameo..... 3.80
Sweet Caporal..... 3.90
Virginia Brights..... 3.90
Pets (foil packages)..... 6.12
Richmond Straight Cuts, 10s tin and paper..... 6.12
Cairo, No. 27 and 27a, (cork tip 7.50)..... 6.50
Casino Gold Tip..... 9.00
Imperiales, 10s, 20s, 50s, 100s, with or without mouthpcs. 7.35
Sultans, 10s, 20s, 50s, 100s, Mais and Rice paper with mouthpieces 9.25
Abdallah, No. 3 gold tip..... 7.75
" No. 2..... 9.00
" No. 1..... 13.00
Princess Lillian, Cork tips... 17.65
Turkish Trophies 7.75
Egyptian Deities, No. 1, 10s. 25.50
" " No. 3, 10s, plain tips 17.60
Egyptian Deities, cork tips.. 18.15
Mogul, cork tip..... 10.25

High Grade Smoking Tobacco.

Less 2% for cash.

Imperial Mixture, 2½-oz tin 1.10
Plum, 1⅔-oz foil, net..... .64⅛
Three Kings Mixture, 3½-oz tins 1.30
Yale Mixture, 1-oz tin, 1¼ and 2½ lb cartons..... 1.35
" 1⅔-oz tin, 2½ lb carfons 1.60
Yale Mixture, 3½-oz tin, 2½ lb cartons 1.60
Lone Jack, 3½-oz bags, net 1.17½

Wills' English Smoking.

Capstan, mild, med. or strong, 3½-oz, per lb..... 1.60
Capstan, mild, med or strong, 1⅔ oz, per lb..... 1.75
Latakia, 3½ oz, per lb..... 2.10

Sundry English Smoking.

Pioneer, 3½ oz, per lb..... 1.45
" 8 oz, per lb..... 1.43
" 16 oz, per lb..... 1.40
Lambert & Butler's Log Cabin, 3½ oz, per lb..... 1.30
Smith's Glasgow Mixture, 3½ oz., per lb 1.70

J. B. PACE TOBACCO COMPANY

Scroll Tag, twist, 6 to lb (other sizes, 67)..... 66½
" light pressed, all styles 73½
Scroll Tag, cable coil, 3 and 4 oz 76
Corduroy Spun Roll, 6-lb bxs 56⅛
Mastiff Plug Cut, 1⅔ oz pchs or tin foil pkgs..... 68
Mastiff Plug Cut, 3½ oz pchs or tin foil pkgs..... 63
Mastiff Plug Cut, 16 oz decorated tin 52½
Boston Smoke, 12s (24s, 48). 49

SURBRUG CO.

Grain, 1⅔ oz patent can.... .70
Golden Sceptre, 1-oz, 1-lb cart, per lb..... 1.20
Golden Sceptre, 1⅔-oz, 2½-lb cart, per lb..... 1.20
Golden Sceptre, 3½-oz, 2½-lb cart, per lb..... 1.05
Golden Sceptre, 8-oz, 5-lb cart, per lb 1.00
Golden Sceptre, 16-oz, 6-lb cart, per lb..... .95
Arcadia, 3½ oz, 2½-lb cts (1 1-lb cts 1.60)..... 1.56
" 1⅔-oz, 2½-lb carts 1.60
" 8 oz, decorated tin. 1.55
" 16 oz, decorated tin. 1.50
Crescent Club Mixture, 3½ oz .90

52

Cigarettes.

Milo Cork Tips 18.50
" Plain " 18.00
" Ladies' mouthpieces, 20s oval box..... 9.00
Egyptian Arabs No. 3 Cork Tips 7.40
King William, Egyptian, net 18.00
Turkish Delight, sanitary tip 7.00

JNO. J. BAGLEY & CO.

Net cash.

Gold Shore, 2½-oz..... 46¾
Lime Kiln cut plug, 2 oz.... 59¾
" " 3½ oz..... 59¾
" " 8 oz tins. 66⅔
" " 16 oz tins 64¼
Sun cured 2½ oz foil..... 49
" 2½ oz pouch.... 51

WEYMAN BROS.

Less 2%.

Cut and Dry, 3½ oz papers.. 32¼

H. BOHLS & CO.

Fancy Mixtures.

White Navy Mixture, 1⅔ oz foil ..... .65
White Navy, 3½-oz foil, 5-lb cartons ..... .63
White Navy, 16-oz foil..... .60
London Dock, 3½-oz foil, 5-lb cartons ..... .80
Golden Gate, 3½-oz tin, 5-lb cartons ..... .85
Bright Virginia Pickings, 3½-oz tin, 5-lb cartons..... .80
Gold Bar, 3½-oz tin, 5-lb cart. .90
Great Blend, 16-oz box, mild, medium and special..... 1.15
Great Blend, 8-oz box, mild, medium and special..... 1.20
Great Blend, 3½-oz box, mild, medium and special..... 1.25

Cut Plug.

Seal Rock, 1⅔-oz tins, 2½-lb cartons 25-lb ..... .74
Seal Rock, 3½-oz tins, 2½-lb cartons 25-lb ..... .74
Seal Rock, 8-oz tins..... .74
Peanut, 1⅔-oz foil, 5-lb cart .38
Old Chief, 8-oz and 16-oz.... .46
Seven Up, 16-oz pail, briar pipe with each tin..... .54
Seven Up, 2½-oz pail, without briar pipe ..... .45
Seven Up, 2½-oz foil, 5-lb cart .43
Seven Up, 2½-oz pouch, 5-lb cartons ..... .49

Long Cut.

case, per doz 1.30

R. A. PATTERSON TOBACCO COMPANY.

Less 2%.

Honest Labor, pch and tins, 2½-oz ..... .50
Lucky Strike, 1⅔ oz tins.... .75
" 3½ oz tins..... .75
Patterson's Seal, 1⅔ oz foil. .37
" 3½ oz pch. .38
" 16 oz tin... .41

SNUFF.

America Snuff Co.

French, Rappee, 1⅔ oz bottles, per 3 doz..... 2.90
French, Rappee, 3½ oz bottles, per doz..... 1.80
French, Rappee, 16 oz jars, per lb..... .65
Maccaboy, 16-oz jars, per lb .60
Irish High Toast, 16-oz self-sealing fruit jars, 12-lb bxs .57
Scotch Lilienthal's, in bladders, per lb..... .60
Scotch Lilienthal's, in weasands, per lb..... .62
Horse Shoe, 16 oz glass jars, lb ..... .50
Horse Shoe, 2½ oz fibre cans .51
Horse Shoe, 8 and 16 oz cans .48
Horse Shoe, 1 oz and 16 oz cans ..... .56

Weyman Bros.

Copenhagen, 16-oz stone jars of 2 doz, per gross..... 5.00
1-oz tin, carts

" 11 inches	33.00
" 12 inches	37.00
Crescent	27.00

Ball Bearing.

Hitchcock	33.00

MISCELLANEOUS.

Barrel Covers, 17-in. (flour barrel size), per doz	1.80
Barrel Covers, 21-in. (sugar barrel size), per doz	2.70
Brownies, per doz	.75 1.00 1.25
Butter Ladles, plain, doz	.45
Butter Ladles, clays, doz	.85
Butter Spades, doz	.40
Dishes, oval, ½-lb, per M	2.25
" " 1-lb, per M	2.50
" " 2-lb, per M	2.75
Dishes, wire end, ½-lb, per M	2.00
" " " 1-lb, per M	2.25
" " " 2-lb, per M	2.50
Egg Beaters, Dover	1.00
Measures, fiber, 4 pieces (Set pt., qt., ½ gal and funnel)	1.50
Lanterns, O Tubular, doz	5.90
Lantern globes, in bbls	.70@95
Mouse traps, 1 to 5 holes, doz	.45@60
Mouse traps, "Sure Catch," dz	.35
Traps, rat, "Blizzard," doz	.90
Nest Eggs, per doz	.20
Oil cans, glass, wire cover, 1 gal, per doz	4.50
Oil Cans, gal., glvnzd iron,	2.15
Oil Cans, 5 gal., glvnzd iron.	7.50
Potato Mashers, per doz.	45@75
Rolling Pins, per doz	1.35@1.50
Spoons, wooden	.30c, 37c .65
Step Ladders, each per ft.,	14-22-40
Tacks, steel, asstd, 2 14-oz.	.25
Tacks, Common, 2 oz., doz.	.11
Tapers, gas, 30 17-in, gtgs.dz	.65
Toothpicks, box	2.50, 2.75
Twine Holders, hanging, doz	2.00
Spittons, fiber, 13-inch	6.25
Spittons, fiber, 12-inch	5.00
Spittons, fiber, 9-inch	4.15
Whips, per doz, from 90c to	18.00
Window Screens, 12-inch, doz	2.75
" " 18-inch, doz	3.25
" " 24-inch, doz	3.60

Department 26.

STATIONERY.

Corrected by the Schwabacher-Frey Stationery Co. 42-44 Sutter St., San Francisco.

Blank Books.

Counter, 72 leaf, per grs	5.00
Counter, 90 leaf, per grs	6.00

Day and Ledger.

Cap, canvas, 200 pp., each	.30
Cap, canvas, 500 pp., each	1.00
Crown Cloth, 150 pp., each	.75
Crown Cloth, 300 pp., each	1.00
Cap, Im. Leather Bnd, 600 pp	3.20

Writing Paper.

Tanglewood.	Ream
Commercial Note, 5lb	.60
Commercial Note, 6lb	.72
Letter, 10-lb ex	1.20
Cap, 12-lb ex	1.44

Envelopes.

	Per M
XX, 5-in	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX,4-in.,Baronial cream or white	1.40@1.80
XX,5-in.,Baronial cream or white	1.60@2.00

Inks—Carter's or Diamond.

Black, 2 oz cylinder, p. gr.	4.50
Red, 2 oz, 3 dz to box, pr bx	1.25
Black, 4 oz, per gr	7.20
" or Blue Blk, ½ pt.dz	2.17
" or Blue Blk, pt, dz	3.50
" or Blue Blk, qt	6.00

Lead Pencils.

	Gross
Cedar, rubber tip	1.25
Red pishd, mtl rbbr tip,I.X.L	1.65
Matchless	3.00
Yellow, pshd, rbr tip, round	4.00
" pishd, rbr tip,hexagon	4.00
Black, pishd, rbr, tip, Nos. 1, 2, 3, 4, "Office" Hex	4.50
Carpenters, 3 dz to bx, pr bx	1.00

Steel Pens.

	Gross
Railroad, 1 gross in box	$0.40
Stub, ex fine, sml, mdn lrg	.40
Falcon	.40
Bank	.40
School, fine	.40
Spencerian Nos. 1, 2 or 3	.85
Gillott's, No. 404	.50
Gillott's, No. 303	.90
Pacific Mail, cinkle plate	1.00
Tuxedo	1.00

DIAMOND MATCH COMPANY'S POLICY.

(From the Commercial Bulletin and Northwest Trade.

There has been much criticism of the Diamond Match Company, and some of the trade papers have published lengthy articles and communications regarding its selling plan and other methods. Heretofore the company has ignored these criticisms, but now it is out with a semi-official statement which, in effect, says that the company does not want to buy the independents or form a pool or effect a working agreement of any kind, but that certain of the independents whose business is unprofitable have sought to sell themselves to the Barber Company.

The official statement also defends the much criticized factor selling plan, with the somewhat startling revelation that this plan has been in vogue with the company for twenty-five years, during all of which period both the Diamond Match Company and the trade have been mutually satisfied with its workings.

The pronunciamento is as follows:

"It would not be far from the truth if it were declared that the present agitation against the Diamond Match Company is due more than anything else to a feeling of resentment and disappointment (on the part of certain individulas) in consequence of the failure attendant on a recent effort to induce the officials of the Diamond Match Company to discuss a proposition to buy out a number of so-called independent concerns, who, because of their apparent inability to make their own business pay, would like to unload on a rival competitor.

"For six years the Diamond Match Company has not, directly or indirectly, sought nor arranged a meeting with any of its competitors. The officials of the company have repeatedly refused to negotiate with or listen to overtures from individuals connected with competing corporations, and interviews have only been granted representatives of competitors at their solicitation and out of courtesy to them

FACTOR SELLING PLAN DEFENDED.

"The plan under which the company is working in its sales department is identically the same as that which it has followed for nearly twenty-five years. Time and experience have proved this plan to be advantageous alike to the company and the trade. Matches are sold through wholesale grocers and jobbers, who under contract, act as its commission agents. They are required to exert their efforts in the direction of extending the sales of the company's goods, and in consideration thereof are paid a commission on all sales they make. The match company, on its part, utilizes a large selling organization in creating a demand for its matches, and at a large expense secures, through its own employes, orders from the retailer which are, however, placed with such wholesale houses as the purchaser may designate. The match company actually helps the wholesaler to sell his goods at a large annual expenditure, and in return simply asks that he be loyal. This plan has worked satisfactorily in the past, and is no respect a restraint of trade or infringement of the rights of competitors. The so-called independent match companies have done exactly what the Diamond Match Company is doing. If they manufacture matches of equal quality, it ought not to be difficult for them to impress first the consumer, then the retailer with that fact, in which case they should have no trouble in inducing the wholesaler to act as their selling agents rather than agents for the Diamond Match Company.

"In the interests of its stockholders it is to be hoped that the present policy of the officials of the Diamond Match Company will be maintained, so far as regards their dealings with other match companies, and that they will not be induced to spend large sums in the acquisition of unprofitable plants.

"In the creation of selling agencies by manufacturing companies, there is hardly a company that does not require that the expense of the agency and the payment of commissions on the sale of its product shall be contingent upon an agreement on the part of the agent to work and utilize its organization and resources solely in its behalf. That is all that the Diamond Match Company is and has been doing."

Diamond Match methods mean protection to profits and a good margin for the retailer. You rearely hear of Diamond matches being advertised at bargain counter prices to the detriment of the retail trade at large. In addition to that the Diamond's goods are the best made. The consumer is given good value and in handling matches to the consumer the retailer cannot afford to go far into experiments.

Since 1899 there have been started 139 independent match-making enterprises, of which five are active to-day. The multiplication of brands of matches is as much of a nuisance as the multiplication of brands of breakfast foods and other competitive proprietary articles, whereby profits are destroyed and stocks unloaded with unsalable brands. As we see it, the Diamond Match Company's agency policy seeks to increase demand and insure to all classes of distributers a liberal profit, without restricting their liberty.

SOAPING CENTRAL AMERICA.

Otto Luhn, Jr., son of the veteran San Francisco soap maker, has made a great success of the soap business in Central America. He has three soap factories running full blast and has as a partner, President Zelaya, the head of the Republic of Nicaragua. His address is Leon, Nicaragua, C. A.

A smile, like a soft answer, turneth away wrath. It need not be a grin, but a good wholesome smile is a factor in business that is worth cultivating.

Clerk's Corner.

A Clerk Who is a Clerk.

"I have had too many clerks assure me that they are not mind readers," said one successful old grocer to the writer last week. "I do not like the confession. It indicates a lack of ambition to be mind readers. Every salesman must be enough of one to be able to judge what to offer and how to offer it to each posible customer.

"For instance, a woman calls at the store and asks the price of canned peas. I have them all the way from soaks at 8 or 9 cents up to imported petits pois at 30 cents or more—perhaps a dozen different varieties at as many different prices. If the clerk starts out to name every price from 8 cents up to 30 he will produce two results. The purchaser will not care to let it appear that she wants the cheapest, when such an array is placed before her. She will not know which to pick and perhaps will not feel like paying for the finest variety. If he knows the family and its resources he ought to be able to pick one or two varieties which will suit its taste and purse. If he does not know her, he ought to be able to judge pretty closely from her appearance and manner as to what is wanted and feel his way until he has hit it exactly.

"Another line and a harder one to sell according to the customer's wishes is tea. A grocer will carry a line varying in price from, say 25 cents to $1. If the clerk names a variety of prices as long as that he will leave his customer in a quandary. He ought to try and learn which variety of tea his customer wants—Japan, Young Hyson, Oolong or some other familiar to the general public. Having learned that, he can name one or two prices for different grades and generally satisfy her. If he attempts to sell goods according to a string of prices alone, he has only one chance in a dozen of giving satisfaction even if he makes the sale.

"Quality first, store service next are the things to be kept before the consumer. Find the quality the customer wants, inspire in her a belief that the service is ready for her and the rest will come naturally. The clerk should know the appearance between a can of sardines, in pure olive oil, heads and tails off, and one of the same fish in cotton-seed oil, heads and tails included, and he should be able to explain the difference in price to a customer who wants the information. It must be done deftly, however, not to give offense to the one who can pay only the lower price of to the one who will pay any price for extra fine quality. The clerk should not talk too much. He should say enough to start the customer talking and then listen. He ought to be able to hold up his end of the conversation, but his main point is to learn the customer's desires and satisfy them. It requires tact and much of it.

"The clerk at the counter and the order clerk should keep on confidential terms with the management on one side and the bundle wrapper and delivery service on the other. Each assistant ought to help the rest to complete without harmony in the store."

GROCER DECEIVED.

Fresno Merchant Bested by Smooth Grafter—Captured by the Police.

Fresno, Cal., July 23.—H. C. Roberts, a hard-looking young fellow, was arrested last night by Patrolman Coyle for obtaining goods and money under false pretenses.

Roberts went into the store of O. O. Card at the corner of O and Merced streets on Saturday and told Card that he wanted to purchase $2 worth of groceries. He said that he was a switchman employed in the Southern Pacific yards and that he lived with his mother on Diana street and wanted credit. Card agreed and then Roberts asked him to advance him $1.25 to pay a butcher bill and Card handed him the money. Yesterday Roberts went back to Card's store and asked for the same amount and Card let him have the money, but late in the afternoon began to grow suspicious and notified the police to keep a lookout for Roberts. Early in the evening Coyle saw him on the streets and followed him to Barstow's saloon on Mariposa street and placed him under arrest.

GASOLINE EXPLODES.

Demijohn of Liquid Ignites From Cigar Stump.

Several persons narrowly escaped severe injury when a gallon of gasoline confined in a demijohn exploded in front of Sill's grocery store, corner of Shattuck avenue and Allston way in Berkeley recently.

The oil was ignited from a cigar stump carelessly dropped beside the demijohn as it stood on the sidewalk outside the entrance of the store. Part of the gasoline had leaked from the bottle and the fluid burst into flame and spread in all directions. Luckly it was confined to the sidewalk area and the flames did not ignite the woodwork of the building. A member of the grocery firm blew the blazing oil into the street by means of the store fire hose.

San Luis Obispo, Cal.—Charles Newcombe has opened his restaurant and family grocery store on Osos street, opposite the Southern Pacific depot. It is located in what may be soon the best position in the city, although it is away from the heart of the city at present.

Quality in lieu of free goods—that's Griffon's.

Get the goods to your customers on time. This is one of the most important details of grocery store management and if it is neglected you will lose your customers just as sure as fate—and rapidly, too.

Ft. Smith Refrigerators—Cold and dry.

Greer's Washing Ammonia

It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

310 Sacramento St., San Francisco
Telephone Temporary 3898

Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast.
SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer,** Trade Mark.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

YOUR EVERY WANT IN

PAPER

Can Be Supplied by

A. Zellerbach & Sons

421 JACKSON STREET
San Francisco Cal.

U. S. Metal Polish

POLISH.
Qts. .....$3.00 per doz
Pts. ..... 2.00 per doz
½ Pts. ..... .90 per doz

PASTE.
1 lb. .....$3.00 per doz
½ " ..... 1.75 per doz
3 oz. ..... .50 per doz
Barkeeper's Friend Powder, gross $15.00

U. S. METALLIC POLISH PASTE

is put up by a Practical Chemist; also in Liquid Form Free from Acid or Grit Twenty years in the Markets of the World For sale by all dealers. Also the Savoy Alkali Floor Powder, containing no grease.

J. T. WILSON,
Pacific Coast Agt., 2471 16th St., S. F.

Manufacturers' List.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When a grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco, 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer, who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schilling's.

Schillings Best, ¼-lb. cans.....$ .15
Schillings Best, ½-lb. cans..... .25
Sshillings Best, 1-lb .cans..... .45

Rumford.

Rumford, ½-lb. cans..... .15
Rumford, 1-lb cans..... .30
Rumford, 3-lb cans..... .75
Rumford, 5-lb cans..... 1.25

Crescent.

	To Family Trade	To Restr., Etc.
3-lb tins.....	.70 each	6.75 per doz
¼-lb tins.....	.10 each	$1.10 per doz
½-lb tins.....	.15 each	1.60 per doz
1-lb tins.....	.25 each	2.65 per doz
5-lb tins.....	1.00 each	10.50 per doz

Sun Baking Powder.

1 lb ..... .45 | ¼ lb ..... .15
½ lb ..... .25

CHOCOLATE

(Effective August 15th, 1907.)

Ghiradelli's Ground Chocolate, 1-lb Tins .35
Ghiradelli's Ground Chocolate, 3-lb Tins .90
Eagle Chocolate, 1-lb Pkg .30
Ghiradelli's Cocoa, ½-lb Tins .25

CEREALS

Cal. Flapjack Flour (Del Monte Milling Co.) 2 lb. package..... .15
Cream Flaked Oats (Del Monte Milling Co.) 15c, two for..... .25
Excelsior Flaked Oats
Excelsior Oats (Del Monte Milling Co.) straight..... .10
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 1-2 lb. pkge .25
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 lb. package .20
Peacock Brand Buckwheat (Del Monte Milling Co) 1 1-2 lb. pkge .15
Shredded Wheat Biscuits, 15c or two ..... .25
Triscuit, straight ..... .10

TEA.

Tree, (M. J. Brandenstein & Co.).... .50

COFFEE.

Golden Gate (J. A. Folger & Co.) 1 lb. cans ..... .40
M. J. B., (M. J. Brandenstein & Co.) 1 lb..... .40
M. J. B., (M. J. Brandenstein & Co.) 3 lbs 1.00

COTTOLENE.

Small size pails.....$ .30
Medium size pails..... .60
Large size pails..... 1.35

FLOUR

Globe Mills.—A-1, $1.55; Banquet, $1.45; Silver Star, $1.40.

Del Monte.—Delmonte, $1.55; Waldo, $1.40.

Port Costa.—Port Costa, $1.55; Starr's Extra Choice, $1.45; Mayflower, $1.40.

Stockton Mills.—Crown $1.55; White Navy, $1.40; Triumph, $1.35; Bear, $1.35.

Sperry Mills.—Horace Davis, Patent Roller, $1.65; Golden Gate, $1.55; Drifted Snow, $1.55; Sperry, $1.55; Royal, $1.45; Eagle, $1.40; First Grade Flour, 1-8th, 85c; 10-lb. sack 45c.

American Milling Co.—Colonial, $1.50.

Bay City Mills (1st and Clay Sts., Oakland)—"Bay City," $1.50; "White Foam." $1.50.

Diamond Milling Co.—Diamond Patent, 49-lb. sacks, $1.50; Diamond Family, 49-lb. sacks, $1.40; Sky High, 49-lb. sacks, $1.35.

Phoenix Milling Co., Sacramento.—(Bay Territory office, 17th & Wood St., Oakland. B. E. Bryan, Agent.)—"Phoenix," $1.55.

Mapleine.

2 oz ..... .35
4 oz ..... .60
16 oz 2.00
32 oz 4.00
Gallons 15.00

OLIVE OIL.

Purity (Chas.P.Grogan), Half Pts.$ .25
Purity (Chas.P.Grogan) Pints.... .50
Purity (Chas.P.Grogan) Quarts.. .90
Purity (Chas. P. Grogan) Half Gal....1.75
Purity (Chas P. Grogan) Gallon..... 3.00

SAUCES.

Catsup, Bishop's (Bishop & Co) 1-2 pints ..... .15
Catsup, Bishop's (Bishop&Co.) pts .25
Chili Sauce, Bishop's (Bishop&Co.) 1-2 pints ..... .15
Chili Sauce, Bishop's (Bishop&Co.) pints ..... .25

SOAPS....

Sapolio.....10c, 3 for 25c

FLY STICKEM

Forty Foot Size.....15c, 2 for 25c

A NATIONAL ATTRACTION.

John A. Green, of Cleveland, Ohio, Secretary of the National Retail Grocers Association and one of its most succesful presidents, will attend the convention of the California Retail Grocers and Merchants Association at Sacramento in September.

It will be a great treat to all the delegates present to hear the National Secretary talk on the benefits of organization, etc.

Director F. B. Connolly of the National Executive Board has completed arrangements for Mr. Green to visit the Western Territory. The item arranged by Mr. Connolly for Mr. Green is as follows:

He will speak at the Anniversary of the Denver Association on Sept. 2.

He will address an open meeting of the Utah State Association at Salt Lake City on Sept. 5.

The California State Association at Sacramento on Sept. 10—11—12.

The Portland Pure Food Show on Sept. 14.

The Washington State Convention on Sept. 18—19.

He will be the guests of these Association's and the expenses of the trip will be divided equally among them.

The presence of Secretary Green at the State Convention at Sacramento will tend to bring the Grocers of California into closer touch with the National Association and the persiplities of greater benefits for the Retail Grocers of the United States.

Mrs. Green will accompany her husband.

Griffon Catsup—No deals.

P. C. ROSSI, President A. SBARBORO, Secretary

ITALIAN SWISS COLONY

Fine Wines
AND
BRANDIES

1235-1267 Battery Street

Phone, Temporary 112

San Francisco, Cal.

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Association of Alameda Co.

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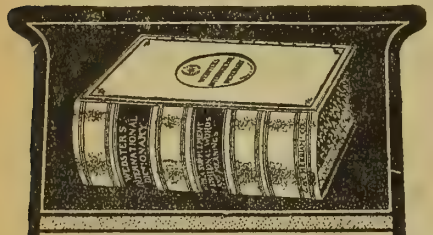
Association meets the 1st and 3d Monday of each month at 8 o'clock, p. m., at 419 12th St., Oakland.

NOTICE.

Whenever any prices in the Manufacturers' List, printed on Page 12 of the "Advocate," are cut, members should notify Secretary MacDonald as promptly as possible. (His telephone is Oakland 151.) Mr. MacDonald will at once take steps to have the cutting stopped.

OAKLAND MEETINGS.

The Alameda County Grocers' Association will hold its meetings on the second Monday of each month.



WEBSTER'S INTERNATIONAL DICTIONARY

THE ONE GREAT STANDARD AUTHORITY.

Can it truly be said of any other book than **WEBSTER'S INTERNATIONAL DICTIONARY** that it is:—
The Standard of the Federal and State Courts? The Standard of the Govt. Printing Office? The Basis of nearly all the Schoolbooks? Indorsed by every State School Supt.? Universally recommended by College Presidents and Educators? The Standard for over 99% of the Newspapers?

UP TO DATE and RELIABLE.
2380 Pages. 5000 Illustrations.
Should You Not Own Such a Book?

WEBSTER'S COLLEGIATE DICTIONARY. The largest of our abridgments. Regular and Thin Paper editions. Unsurpassed for elegance and convenience.
1116 PAGES AND 1400 ILLUSTRATIONS.

Write for "The Story of a Book"—Free.

G. & C. MERRIAM CO.,
SPRINGFIELD, MASS., U. S. A.
GET THE BEST.

RIVAL TO CRACKER TRUST.

Western Man President With M. J. Fitsimmons of Baltimore as Vice President—"General Biscuit Co." to Have Capital of $30,000,000.

New York.—From Baltimore the news comes that at the conference here 19 independent concerns were present, and the project in contemplation was gone over in detail. The final steps for consolidation were not taken at the meeting, as many desired to submit the amended plan to the stockholders before final ratification.

"There was no hitch whatever in the negotiations," said Mr. Penniman, "You must remember, however, that to inaugurate a $30,000,000 corporation requires a great deal of care. It is essential that nothing should be done hastily, but that every possible loophole should be looked after and provided for in advance of the actual signing of the agreement. This is what was done at the New York conference. We held one or more meetings each day, at which the general plan as outlined was submitted and discussed. While this had been carefully prepared, suggestions for strengthening it naturally came up at these meetings. Some of the new ideas advanced were favorably received and were adopted. This changed to some extent the character of the first agreement, and all of the representatives desired to submit the amended plan to their stockholders. This was but natural though all thought the modifications would be accepted and that the combination along the lines as originally drawn will be ultimately accepted.

"I do not know whether another general gathering will be necessary. All who are to become parties to the combination are now fully aware of the terms on which it is desired to unite, and perhaps this can be done as well by correspondence as at a general meeting.

"If another conference should be necessary, I should say it will be called again in New York, perhaps within the next two or three weeks. It will not require a longer time for a full digestion of the modified articles. Then those who are co-operating in this movement can signify their intention of either accepting or rejecting the proposition.

"For my part, I can see no reason why the combination should not be effective as planned. The gathering was thoroughly harmonious at every meeting, and the conference finally broke up with a perfect understanding on all sides."

It was intimated that on its completion a Western man may be chosen as president of the new combination, which will be known as the "General Biscuit Company." Mr. Fitzsimmons will be a vice president, and will also have general charge of the distribution of the output of the combination in the South. The Baltimore plant, with those in Richmond, which it controls, already serves this territory, where they have built up a large and growing business.

It is understood that the idea of this combination originated with Mr. Fitzsimmons, who has been nursing and perfecting it for a long time. It grew out of the immense advantage the independent bakeries secured in establishing a general buying agency in New York. This saved them money, as they took the raw material in large quantities and then distributed it among themselves according to the needs of each.

DESERT SALT CO., ORGANIZED.

Tulare Men Have Filed On Eleven Sections In The Mojave Desert.

Visalia.—Articles of incorporation of the Desert Salt Company were filed today, the principal place of business of which is Tulare. The company, which is at present composed of seven well known Tulare gentlemen, has filed on eleven sections near Searles, close to the country line between Kern and San Bernardino counties.

The salt deposits are large and a test has shown the salt to be 98 per cent pure. It is in the midst of a salt lake.

The Southern Pacific Company has run a survey for a road to extend between Mojave and Keeler in Inyo county and which if built along the line proposed will pass within three-fourths of a mile of the new company's holdings. The property is said to be very valuable.

KELLEY-CLARKE CO.

23 Market St., San Francisco

IVORY SOAP
LENOX SOAP
P. & G. NAPTHA SOAP
K. C. BAKING POWDER
PROCTOR & GAMBLE CANDLES
ORANGE CITY RUSKS
PEARLO GUM
HONEYSUCKLE MILK



An Auto? No!
Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

POWDERED MILK.

Rapid Growth of New Product Among Bakers and Confectioners.

The sales of powdered milk have greatly increased in the market, till the factories are unable to supply the demand, even though the daily output is above 75 barrels. Powdered milk is one of the most interesting of the late arrivals in the grocery trade and promises to be quite as popular, if not more so, than condensed milk. As yet its use has been largely confined to bakers and confectioners, though it is quite as adaptable to soda fountains and as an economic substitute in the home for fresh milk.

Powdered milk, by the processes of Dr. Martin Ekenberg of Sweden, is nothing more nor less than fresh, sweet milk in a dry form, containing all of the ingredients found in the orginal milk. Pure cow's milk contains about 87½ pounds of water to every hundred pounds of milk, so that in every hundred pounds of milk there are about 12½ pounds of dry solids, of this 3½ pounds are butter fat, the other nine pounds consisting of albuminoids, milk sugar and milk-salts.

The manufacturing process is a rapid system of evaporation, removing the water from the milk in less than one minute at a temperature so low that the solids are changed in no way by heat or chemicals, except from a liquid to a dry state.

Bakers mix it with their flour in a dry form and merely add water and find the result equal to those obtained by fresh milk and at materially less cost. It is estimated that milk powder is equivalent to fresh milk at a cost of about 3¼ cents a quart and will keep in any temperature a year or more, in the open package. About three ounces of powder is derived from a quart of fresh milk and it can be restored by the simple addition of water. Although the company has been in operation only two years, its product has more than quadrupled and is still growing in demand. As yet it is marketed only in barrels and boxes for baker's use.

Quality in lieu of free goods—that's Griffon's.

NEW GROCERY STORES.

Los Angeles Eddy & Ward have opened a new grocery store at 125 N. Figueroa street. They have a well selected and new stock of goods.

Gust. Shokos has just opened a new grocery store at 1758 Moneta Ave. Everything new—building and goods.

Louis L. Baker has opened a splendidly equipped store at 110 12th St. Mr. Baker is a genial Southerner, having recently come from Louisiana.

OFFICE Purchasing Commissary U. S. Army, 1006 North Point St., San Francisco, Cal., July 12, 1907. Sealed proposals, in duplicate, for furnishing and delivering on or about August 20, 1907, subsistence stores in accordance with specifications and conditions set forth in Circular No. 3, War Department, Office Commissary General, Washington, D. C., February 12, 1907, will be received at this office until 11 o'clock A. M., July 22, 1907, and then opened. Information furnished on application. C. B. KRAEMER, Major, Commissary.

John T. Kelly
W. H. Kelly

Tel. Temp'y 1362

KELLY BROS.

WAGON COVERS & BOAT SAILS
TENTS, AWNINGS, HAMMOCKS

18-20 Clementina St. Bet. First and Second Sts San Francisco

Cable Address
"CLUFFECK."

Telephone
Temporary 2860

William Cluff Company, Inc.

Wholesale Grocers...

Importers and Exporters of Cigars and Tobacco.

Spear and Mission Sts.

San Francisco, Cal.

HAAS BROS.

Wholesale Grocers---

Importers and Commission Merchants.

100 CALIFORNIA STREET
(Corner Davis)

San Francisco California

Seasonable Suggestions

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

PUSH THE GOODS
PROTECTED BY AGREEMENTS
CUT OUT
AS FAR AS POSSIBLE
ALL GOODS
DEMORALIZED
BY PRICE CUTTERS

A full purse never lacks friends.

Don't be a machine—be original.

A strenuous soul hates cheap successes.

Those who do not go forward go backward.

There'll be no "dog days" if you advertise properly.

A man used to vicissitudes is not easily dejected.

"Write injuries in dust but kindnesses in marble."

"To make money you must satisfy your customers."

Sunshine and wind are good for a ruffled temper.

A fox is cunning only so long as its hide is on its back.

When business gets sick give it a dose of printer's ink.

A wasted opportunity never comes back for a second trial.

Don't hestitate if desired to change a purchase for a customer.

If a man isn't working for himself he isn't working for anybody.

Fraternity in business is the best evidence of higher civilization.

Some men can't even do their duty without making a fuss about it.

There's always room at the top, but few of us care for an attic room.

After a man gets caught in the act he is ready to pose as a reformer.

Don't worry about mislaid bills; they are sure to show up in due time.

We appreciate hard facts when they come in the shape of silver dollars.

It's best to render bills regularly. Regularity is a good thing in business.

The golden motto of the retailer should be: Well bought is half sold.

More than 33,000,000 pounds of macaroni were produced at Lyon, France, in 1905.

Don't forget that the clerk who accomplishes most is the one who makes the least fuss about it.

Don't neglect an opportunity to make a friend of a customer. Confidence begets patronage.

A careless, discourteous or slovenly delivery wagon driver has lost good customers for many a grocer.

The grocer who "skins" his own inventory is really plotting to take a financial advantage of himself.

In time of peace prepare for war, in other words, when things are slack get everything in shape for the next rush.

Wm. Cluff and Co., have this saying pasted on the top of their new grandfather clock exposed to everybody's view.

We admit the grocery business is a r"tust"—a case of "trust" everybody, and in many cases never get the money.

Acquire the knack, or perhaps we should say art, of arousing interest by circular letters and you will certainly wax prosperous.

"But it is your fault if you shirk instead of work, if you watch the clock instead of watching a chance to work harder and better."

Don't forget that the man who sits down the minute that the boss goes out is very often seen standing around waiting for a job.

"If you do one thing better than any one else, if it be only the making of a mouse trap, the world is sure to tread a path to you door."

Hot weather is here: if you have a delivery horse see that he gets plenty of water, is not driven too hard or allowed to stand in the hot sun.

The argument in the ad. helps mightily to get the order. The old style of advertising in the shape of a mere card or announcement is gone.

Do not be content with having a business which barely makes a living for you. Try to build for tomorrow, with the idea that each day should be an improvement over the one before.

The ordinary sparrow can fly at the rate of seventy-two miles an hour. A sparrow, for the forgetful one's sake is what the youngsters call a "chippy".

The man who keeps on hammering will ultimately drive a nail, but a quick sharp, straight blow will set the nail more effectively than a dozen little taps.

As a mater of fact, too much attention cannot be paid to the delivery department. The boy or man should be

Cracker Jack

"The More You Eat The More You Want"

The World's Greatest 5 Cent Seller

Dodge, Sweeney & Co.

Agents

San Francisco California

courteous and care should be taken to avoid mistakes.

Don't let the slow-pay customers do you up. Get after them and make them drop into the store and settle up. It can be done by going after them in the right way.

How about those collections? Be prompt in sending out statements. Put a limit on accounts. Keep them posted up to date. When payments are not made on promised dates find out why!

Don't antagonize your customers. If they have ideas which do not fully agree with your own why let it go at that. Don't make a fuss over it. Maybe your own ideas are wrong after all. Always listen to the customer.

If you work for a man in heaven's name work for him. If he pays you wages that supply you your bread and butter work for him, speak well of him, think well of him, stand by him, and stand by the institution he represents.

The wealth of the United States is increasing at the rate of something like $12,000,000 a day. Much of this wealth is material, while a certain percentage of it represents the appreciation of values, as, for instanc, the increase in the worth of real property such as lands and buildings.

Retailers have been known to work up a big trade on a certain grade of coffee, then when the trade really amounted to something, commence substituting an inferior grade. This is a mistaken policy. When you have made a coffee popular, just be satisfied with the profit it pays, instead of trying to increase the margin of "velvet."

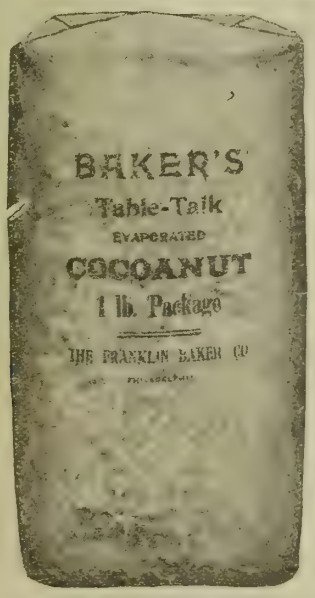
The highest type of service is one which governs details. It satisfies the child sent to purchase an ounce of spice just as surely as the customer purchasing generously. It is no respecter of persons. It never tampers with quality. It is exact. It is fair. It is so perfect that it says—Satisfaction guaranteed or money refunded. It is doing things better than the majority.

Tea is an article that very few people know anything about, it is dealt in by grocers and salesmen and at that they do not know when they are buying and selling good tea. Every grocer should know good tea from bad tea for his own profit. It a customer is pleased with the tea bought at a certain store she is sure to buy again and tell her friends about it.

The time to stop advertising is when you want to go out of business, and then only. You may not believe this, but it is every word true. You man say that you have been in business a good while and have not advertised, and expect to continue in business. This may be, but you have not made half you would if you had been a regular and judicious advertiser. You could have turned your money oftener, made larger margins and had a great deal more fun.

While the United States figures only make up 140,000,000 bushels out of the 600,000,000 bushels of the international wheat trade in 1906, it yet controls the wheat markets of the world. The figures here given show an increase, but are less than those of 1900 and 1901, when the United States alone supplied more than one-half of the total wheat entering international trade. But all these wheat-surplus countries are countries whose wheat production, and still more the wheat surplus, is a variable and uncertain quantity. This is notably true of Russia, Argentina, and British India, and it is very questionable, therefore, whether the wheat consuming world may find it possible to dispense with the exports of wheat from the United States. On the other hand, it seems improbable that the American farmer will now attempt to produce for exportation any considerable quantities of wheat at such low prices as prevailed ten years ago. With a profitable market at home, the American wheat grower seems disposed to adjust the volume of his surplus production to the prices that prevail in the world market.

We're Compelled to Use the Best Nuts.



There is as much difference in cocoanuts as there is in apples. We could make a good bit more money—for a while—if we would put a lower grade of nuts into

Baker's Cocoanut.

But if we did that we couldn't guarantee **Baker's Cocoanut** to keep its sweetness and color.. So we have to use the best grade of nuts to protect our guarantee, even if there were no other reasons.

BUY BAKERS' TABLE TALK BRAND

In Oil-proof bags, packed in 18-lb. Pails and 30-lb. Cases
Sold at Bulk Prices.

No loss in breaking up of the Shred.
No loss in over weighing.
No loss in evaporation.
No loss of time in handling.

Always clean, moist and fresh, and profits sure!

The Franklin Baker Company, Philadelphia.

Johnson-Locke Merc. Co., Agents, - San Francisco.

Los Angeles Progress.

Remarkable Strides in Mercantile Lines During Past Ten Years.

Some of the Big Retail Dealers of Los Angeles—The Amount of Business Done—Number of Help Employed, Etc.

By Geo. E. Place.

Los Angeles has made remarkable strides in the past decade as a great center not only for tourists, but as a manufacturing locality, also for agricultural and other industrial enterprises. The country roundabout is being developed as it never was before, under modern appliances. Its surrounding country has abundant resources, both agricultural, mineral and climatic; all of which have greatly increased its population and created an enormous demand for food products, etc. The trade of its merchants has expanded far beyond its former limits into new fields of operation, while the bulk of business has grown to such enormous proportions that enlarged stores was forced on them and new and large houses have opened up here with larger and greater variety of merchandise, to meet the constantly growing demands.

It is claimed that there are at present nearly 800 retail grocery and general merchandise stores in the city limits of Los Angeles, some of which do a wholesale trade and their aggregate sales run up into millions of dollars annually. Herewith is given a synoptical report of what the largest houses are doing:

J. R. Newberry & Co.

J. R. Newberry & Co., who have twelve (12) stores scattered around in and out of the city and employ 350 men and women, do a business of about two and a quarter (2¼) millions annually. They both wholesale and retail and buy almost by train load lots. Their stores are all large, airy and arranged to facilitate business.

H. Jevne.

H. Jevne, who has been established since 1882 and always has conducted a safe and economical trade under systematic and modern ideas, has grown to such proportions that they now occupy two stores in the heart of the city and employ 200 men and women.

The new six-story structure corner of Sixth and Spring streets, is a model of beauty and elegance and considered the largest and most elaborate grocery house on the coast. The inside finish is of the most costly woods and the bronze electric light fixtures are not surpassed elsewhere. Thirty electric motors and three dumb waiters for lifting packages from one floor to another that will weigh as high as 350 lbs. They have their own coffee roasting plant installed in the building. One hundred telephones are in the building.

On the upper floor, away from flies, heat and dust, there is one of the largest, if not the largest, bakery on the coast, with a capacity of 36000 loaves of bread daily. Here is installed all the latest improved machinery, and here also, is a confectionery department where all the delicate and fine goods are manufactured. The house retails 5,000 loaves of bread daily and ship the balance to outside settlements in Southern California. The firm carries 6000 family accounts.

This house carries the largest, most costly and exquisite stock of imported and domstic wines, liquors and cigars to be found in the city, which are housed in the cool cemented floor basement. A perfect modern system is in vogue in all departments.

The rear part of the building bordering on a wide cemented space basement is nicely arranged for loading and unloading merchandise from and on the teams. The building was especially constructed for the firm and arranged for their convenience. Aside from this the firm has a stable on another street costing $35,000 and with 100 horses that the house use.

Anderson & Chanslor.

Anderson & Chanslor Co., who are located on Spring Street and have been in business for the past 25 years and do a business of half million dollars annually which is constantly growing. They employ 60 people. Also have a store at Catalina Island that employs about 30 people at present time.

Geo. A. Ralphs.

Geo. A. Ralphs does business of $300,000 annually and employ 25 to 30 men. Have also been a long time in business and carry a large and varied stock of up-to-date merchandise.

Albert Cohn.

Albert Cohn, located on South Main street and Washington and Flower streets, has been in business the past 19 years and employs 75 clerks. He is having a splendid trade and on the increase.

Carr & Stephens.

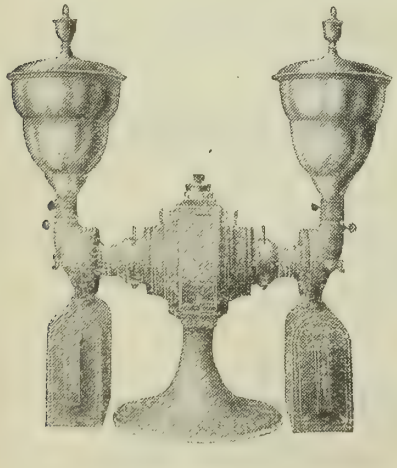
Carr & Stephens is another prosperous grocery firm that are doing a good business and handle all staple and standard merchandise. They have, also, been here in trade for a number of years.

Wages.

There are several other good sized houses here that do a trade of from $50,000 to $100,000 annually, besides many smaller ones that are rushed with their share of family trade. The average wages paid in the above mentioned stores run from $10 to $20 per week. Some few experts may receive a higher rate.

Sharp Competition.

Some amusing incidents are sometimes encountered and cited by purchasers and salesmen. A gentlemen lately from the East, who had located in the Southern part of the city,



IN TWO YEARS THE

Royal Electric Mills

Have grown into the Largest Line of its kind in the World

WHY ?

BECAUSE—

1st. A ROYAL MILL cuts the Coffee into even granules, without crushing or grinding.

2d. A ROYAL MILL is self-cleaning, not a grain of Coffee is left in the mill to mix with the next lot.

3rd. ROYAL MILLS will Pulverize Coffee Without Heating, no other will do this.

Beck Hardware Co.

73-75 Clementina St., Near 2nd and Folsom Sts San Francisco.

stated that he could buy cheaper on time and stay at home than to go down town with the cash. This is sometimes the truth and can probably be accounted for by the sharp competition practiced.

Beach Settlements.

Just at present, at the season's height, all the stores at the beach settlements, Long Beach, San Pedro, Venice, Ocean Park and Santa Monica, are overrun with business and have put on extra help who work over hours

Canneries Operating.

The fruit canning factories started up the later part of July and will continue the work on different varieties until about the end of the year. They employ a great number of young and middle aged women and girls, who are expert workers and keep the money they earn in the country and not send it away to China and Japan like the blended heathen of those countries. This is the way it should be by all industrial establishments on the Pacific Coast, hire your own people who, not only use home made goods, but patronize you, and by so doing help keep these sawed-off degenerated mixed races out of our country, who have no interest whatever here, except to skim off the cream of the land and despoil it without upbuilding or developing it, or improving conditions or society in any manner or shape, on modern or progressive ways. It is evident we don't want them here, and if the question was submitted to the vote of the people nine-tenths would vote to not only exclude them forever, but order what are now here to go away.

Vacation Season.

If any errors are herein noticed, or a more extensively mention not given, it is because the head man or proper party to get information from, or correct data, can hardly ever be found in. They are either gone East, to the beach, island or mountain resorts, or taking their quarterly vacation and only the bookkeeper, cashier or ordinary clerks remain on duty.

THE NATIONAL PURE FOOD LAW.

In these days of pure food agitation and the upheaval and exposing to the limelight of various misbranded food products, it behooves one to be most vigilant in making purchases of prepared and so-called "ready to eat" provisions.

The law now requires that a branded product must be labelled with a truthful statement of the contents of the package. In other words, a can of strained honey, if it contains glucose for a "filler" cannot be called "honey" If Maple Syrup contains glucose, it cannot be called "maple". That being the case, very little pure maple syrup will hereafter appear on this market, as the demand far exceeds the supply, and prior to the operation of the National Pure Food Law, manufacturers could make indiscrimate use of glucose as a convenient and cheap method of adding bulk to their output and calling it all "pure maple."

As a matter of fact the only safe way for one to obtain the pure all-sugar syrup is to make it yourself. This can be done by following this simple recipe:

Dissolve seven pounds of sugar in four pints of boiling water; when throughly dissolved add one ounce of Mapleine and strain through a damp cloth. This will make one gallon of all-sugar syrup without a particle of adulteration and with a maple flavor that experts pronounce perfect, even better than the pure maple.

Mapleine is a product of the Crescent Manufacturing Company of Seattle, Washington, and is welcomed as a long-felt want to the lovers of pure food and the old-fashioned maple flavor.—Orchard and Farm.

10c. STORE AT BERKELEY.

Branch of E. P. Charlton to Be in the Brooks Building.

A large part of the floor space in the handsome new Brooks block at the northeast corner of Kittredge street and Shattuck avenue in Berkeley has been leased by E. P. Charlton for one of his famous 10 and 15-cent stores. The stores in the Brooks building will be among the handsomest in the city. They will have oval plate glass windows at the entrances and the ceilings are to be of ornamental metal.

California's Best Advertised Product

GHIRARDELLI'S

Chocolates and Cocoa Satisfies Everybody

THE DEALER
Because it Cannot be Sold for Less than a Fair Price:

THE CONSUMER
Because it is always Pure, Fresh and of Full Strength.

In order to protect our Trade Mark and Also Protect the Dealers who Distribute our Goods, we have fixed the following as the minimum prices of the goods listed below:

Ghirardelli's Ground Chocolate, 1-lb. tins....30c
" Ground Chocolate, 3-lb. tins.....80c
" Cocoa, ½-lb. tins.....25c
" Eagle Chocolate, 1-lb. tins.....25c

(More may be charged when the dealer finds it necessary.)

We sincerely trust that the Retail Trade will appreciate our Good Will and will lend their aid in our efforts to maintain the above prices

D. GHIRARDELLI CO.

A GENEROUS PROPOSITION.

Plan of Hobart Electric Manufacturing Co. and F. F. Wear Meets Welcome.

Last week we published a letter from F. F. Wear, District Sales, Agent for the Hobart Electric Manufacturing Co., which, owing to its location may have been overlooked by many of our readers:

For the benefit of those who did not see same we repeat below:

Oakland, Cal., July 29th, 1907.
Cal. Retail Grocers & Merchants Ass'n.
San Francisco, Cal.

Gentlemen: — The Hobart Electric Manufacturing Company of Troy, Ohio, in connection with myself, are hereby donating to your Association one of our very latest No. 2121 Floor Pedestal Electric Coffee Mills, free of all expense to you whatsoever, in Sacramento, Cal.

It will be essential for us to personally supervise the demonstration of this new mill, owing to the construction which has not existed in coffee mills prior to this date. It is understood that we will do this during the progress of your Convention at the Assembly Hall on the dates of the 10th, 11th and 12th of September this year.

This mill in question has already been telegraphed for and in fact is **en route** to Sacramento.

The only stipulations that are requested by the Hobart Electric Manufacturing Company and myself are to-wit:

First—That the machine will go to a member of the State Grocers Association.

Second—That he will install and operate the mill in his store.

Third—That under no consideration shall the mill be used for speculative purposes by the fortunate recipient.

Yours very respectfully,

Frank F. Wear.

If the grocers of California follow the plan of the grocers of Texas, to whom a similar mill was given they should make a great deal of money out of this splendid liberal proposition. The Texas grocers raffled the mill among the members. They sold chances for 50c. As a consequence, one of the members of their association secured a coffee mill worth $250 and the association received about $450 in cash.

The action to be taken by the State Grocers Association in regard to the disposal of the coffee mill awaits the judgment of the Board of Directors.

APPROVE OF PLAN.

During the week we have received letters from several of our directors which show approval of the proposition, forcasting acceptance at the next meeting of the Board.

A. A. Jost, President of the State Grocers' Association, says:

"Regarding the handling of the Hobart Coffee Mill, will state that it is very liberal indeed of the Hobart Electric Manufacturing Co., and their Mr. Wear, to make us the offer they have. No doubt nearly all the merchants will take at least one ticket and possibly several. There should be an elegant opportunity for some merchant to secure an up-to-date mill at practically no cost to him."

C. A. Mottaz of Los Angeles, says:

"With regard to the Hobart Coffee Mill proposition will say that I think it is very good. It will help raise a few dollars and grease the wheels a bit. Go to it—quick."

F. B. Connolly, Secretary of the State Grocers' Association, says:

"A splendid proposition and one which every member should heartily work for."

H .K. Duncan, says:

"I certainly approve of the proposition as unfolded by the Hobart people.

John W. King says:

"Go ahead—good idea."

L. Warnke, says:

"The Hobart Electric Manufacturing Co., are surely entitled to the thanks of this Association for their splendid donation to our cause. I am convinced that this will add a nice little sum to the funds of the Association.

Bockman & Andrews, 1586 O'Farrell street has had occasion to use only one of the Association collection letters. It brought the debtor in to settle.

THE "ADVOCATE" GAUGING RODS HAVE ARRIVED!!

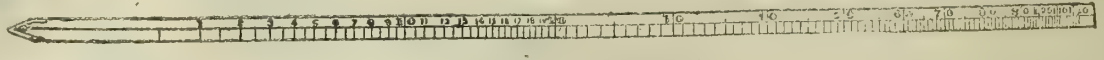
Send Your Order In At Once.

There is no question but what every merchant should have his own measuring instruments on which he can rely for protection. Oil and vinegar are frequently overgauged and unless a merchant has a set of gauging instruments he cannot tell whether he is paying for oil or vinegar that is charged to him at, say 52 gallons, when as a matter of fact the barrel will only hold 48 gallons. This is a trick frequently practiced as these concerns know that few dealers have measuring instruments.

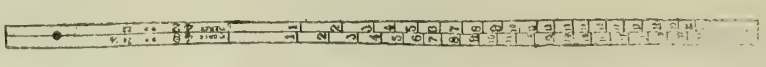
The long stick is used to determine the actual capacity of the barrel while the small one shows the amount that is lacking in the barrel. Protect yourself as many readers of this paper have, by buying a set of the Advocate gauging instruments which are sold at a normal figure. It is advisable to have two sets, one for vinegar, molasses and syrup and another for oil if it is bought in barrels as one set should not be used to gauge both oil and vinegar or molasses.

We will deliver the gauge rods to you at your store at these prices, cash in advance: 1 Guage and 1 Wantage Rod $1.45; 2 Guages and 2 Wantage Rods, $2.80; 3 Guages and 3 Wantage Rods, $4.20.

Cuts in this advertisement show both the gauge and wantage rods. Complete directions for using will be mailed free with each set.



Gauging Rod



Wantage Rod

Get a set of gauge and wantage sticks, then you'll know to a certainty when you buy what you get for your money. Remit by postal or express order, draft or check. SEND ORDERS TO

Retail Grocers' Advocate, 1714 Webster St., San Francisco, Cal.

ADDRESSES WANTED.

Parties Whose Whereabouts Are Desired by Various Merchants of California.

Every reader of the **Advocate** is requested to glance over this list. If you find any one there you know, send us his address.

If you are seeking the address of some customer, send his name, occupation and last-known address, and we will see if we can help locate him for you.

Note—Only employes of the **Advocate** will know who is inquiring for these various parties.

Note—We give only the last known address.

(1) Austin, H. V., Reno (waiter.)
(1) Brennen, Will, Goldfield, Nevada (miner.)
(2) Benjoin, M., Redding.
(3) Bowden, H., Sacramento.
(1) Burton, Chas E., San Francisco, (carpenter.)
(2) Cummings, W. M., Redding.
(2) Chase, Frank, Redding.
(1) Collins, Fred W., Stockton, (carpenter.)
(3) Collings, J. B., Sacramento.
(3) Eubanks, B. F., Sacramento.
(1) Edwards, Joseph, San Francisco, (miner.)
(3) Gowell, Sacramento.
(2) Harvey, J. D., Redding.
(3) Lockridge, J., Sacramento.
(2) McGee, Jas., Redding.
(2) Pasco, Tony, Redding.
(2) Pefley, W. L., Redding.
(1) Paltana, J., Redding.
(1) Smith, J. W.,Sacramento(laborer.)
(3) Stepp, C. A., Sacramento.
(3) Stephens, O. L., Sacramento.
(3) Waggoner, A. H., Sacramento.
(1) Ward, W. H., Stockton, (miner.)
(1) Williams, W. H., Redding (miner.)
(2) Welch, V. G., Redding.
(2) White, H. D., Redding.
(2) Whelihan, F. P., Redding.
(2) Wertz, J. L., Redding.
(4) Colford, Geo. W., Stockton.
(4) Baker, Lewis, O'Farrell & Jones, San Francisco.
(4) Cannon, Wm., Stockton.
(4) Dowen, Clarence J., West Oakland.
Mrs. M. Meyer.
Josiah S. Corbett.
(6) Fred Buel, Oakland (butcher, after electrical worker).
(6) E. O. Brooks, Antioch (farmer).
(6) Geo. Gyotoki, Jersey Island (contractor).
(6) T. Inanami, Jersey Island (contractor).
(6) G. Horioka, Knightsen (laborer).
(6) Wm. Osborne, Stockton (blacksmith).
(6) Paul Gustofson, Pt. Richmond (laborer).
(5) Mrs. M. Meyer.
(5) Josiah S. Corbett, (glazier).

ITEMS OF INTEREST.

In publishing the new 1907 edition of their cipher code the J. K. Armsby Co., have deviated from the old style and have adopted an adjustable cover which permits the insertion of new and the elimination of old pages. This will obviate the necessity of new editions in the future and instead revisions will be made each year and forwarded to subscribers for insertion. This well known code is now used universally by the grocery and kindred trades, canners and dried fruit packers, and is recognized as the standard code for California cured products and canned fruits, vegetables and salmon.

Fruit and vegetables canners of the State of Washington at a meeting at Seattle organized the Washington Fruit and Vegetable Canner's Association. The objects of the association are the promotion of mutual benefit of members, the establishment of uniform grading and packing, and co-operation in the handling of traffic matters involved in the carrying of the canned product to market.

Goldberg, Bowen & Co. are making extensive improvements in the equipment of their coffee department. A new coffee roasting plant has just been installed in their warehouse. In conjunction with the roaster is a mixer and a new contrivance for removing chaff from the ground coffee. The firm has for some time been working on this machine with Chas. Burdick, the engineer, who is also engaged in the enlargement of the Schilling plant. It consists of an arrangement of fans and elevators, and is considered to be the most efficient device of the kind on the coast. They have also ordered a coffee pulverizer of a capacity of 250 pounds an hour, and as soon as this is installed they intend to make a specialty of pulverized coffee, which is coming into great demand here for use in percolating coffee-pots. They have recently begun the practice of putting up their daily requirements of tea in fancy water-proof and air-tight bags, each bearing the label by which it is known. This not only preserves the tea better than the practice of weighing it out from bins, but also puts before the consumer the brand of tea, and thus facilitates ordering.

Late crops will be harvested on nearly all of the Sacramento islands which were flooded last spring, but little will be gathered from the interior of the islands on account of the failure to drain the water from any parts but near levees. Potatoes, celery some grain, hay and asparagus will be harvested. In many instances the asparagus was not damaged.

A new Los Angeles corporation is the French-American Olive and Fruit Company, which is capitalized at $250-000. The directors are Peter Maggini, Ira Van Marin and Edward C. Canet.

Chicago's first annual World's Pure Food Show, which will be held at the Coliseum November 19 to 25, 1907, has already enlisted the hearty support and co-operation of manufacturers and dealers in all parts of the country. The names of the members of the various commissions are a guaranty to exhibitors of the great commercial, industrial and educational value of the exposition Seventy-five awards will be made in as many classifications. All of them will be granted under the direct supervision of the commissions, which are honorary bodies.

The eleventh annual convention of the Retail Merchant's Association of Pennsylvania will be held Tuesday, Wednesday and Thursday, August 20, 21 and 22, 1907, in the Court House at York, Pa.

LASH'S
Kidney and Liver
BITTERS
CURES DYSPEPSIA
1731 Mission St., S. F., Cal.



½ Pts, $1.12½ doz
Pts, 1.35 "
Qts, 3.25 "

JOBBERS WANT PROFITS.

National Association of Wholesale Grocers Declare In Favor of "Live and Let Live" Policy.

The wholesaler is coming to a realization of the unwise policy of acting as an unpaid distributor for the manufatcurer, is becoming more noticeable. At the banquet following the National Convention of Wholesale Grocers held in Chicago this changing attitude was particularly well exemplified. The N. Y. "Journal of Commerce" quotes Franklin McVeagh, a leading Chicago wholesaler, as saying:

"The time has come when the grocer should assert his rights and refuse to handle goods on which there is no profit. The workman is worthy of his hire, and if the manufacturer expects the jobber to handle his products and supply the trade, he ought, in common fairness, to be paid for the work he does."

Triumph of Mr. Hannahs.

Franklin McVeagh said this in the conrse of his address as toastmaster at the big banquet, with which the convention was closed.

Everyone sat up and took notice while Fred W. Hannahs of New York, first vice-president of the National Association, almost danced out of his chair with joy, says the "Journal of Commerce." It was an innocent enough utterance, but coming from a Chicago man and being applauded as it was by Chicago men and a big Chicago audience in Chicago, it meant a great deal to Mr. Hannahs and those of his intimate asociates who knew where he stands on trade questions.

What Mr. McVeagh said was the very thing that Mr. Hannah has been contending for for years, but till that minute he has found Chicago one of the most consistent opponents in the country. In fact so strong was the oposition in years past that Eastern folks have even harbored suspicions that Chicago jobbers had been subsidized by the sugar trusts to back against the principle of "Live and Let Live," for which Mr. Hannahs was fighting. To thus suddenly find his own sentiments preached in a Chicago banquet by a leader in Chicago commerce made Mr. Hannahs feel that his struggle was worth while after all.

Gratis Work a Sore Spot.

The handling of a few leading staples, notably sugar and flour, has long been a sore spot in the grocer's business anatomy. The sugar refiner would sell the jobber sugar at a price and then go out and sell the customer at the same price. Therefore there was no money for the grocer in sugar and he acted as the distributor for the refiner largely because his retail customers wanted the goods and he felt constrained to furnish them. More, he carried the retainer's account and handled the sugar without any return for his trouble. Everyone grumbled, but no one saw his way clear to successfully resist.

There aren't many strings on Mr. Hannahs' fiddle, but he plays the few very well. He played this one effectively. He declared that the only way way for the jobber to emancipate himself was to refuse to handle the goods of the manufacturer who would not pay him for doing it. Of course, the jober's competitor would do it, but the more goods the competitor handled without any return in cash, the better pleased the jobber should be. Let the competitor sell all the sugar if he wanted to, but the chances were that the more he sold for fun the sooner he would get sick of his bar-demanding pay for his work.

gain and be ready to siwng into line,

Suspected of Nefarious Schemes.

Mr. Hannahs has preached this for years, and has generally been effective in the East. In the West he was not understood and some even went so far as to suspect him of having schemes in his head which they could not safely adopt. It was his aggressiveness of such principles that led to the strong opposition to him this year, aspecially in Chicago. Fortunately the proceedings of the convention brought Mr. Hannahs out in his true light as an unswerving champion of associated effort, and he was re-elected unanimously. His highest triumph, however, was when he heard Mr. McVeagh playing on his old string in such eloquent terms. The mountain had come to Mahomet."

The "Perfection" Cheese Cutter

IS THE BEST.

THE
"Perfection"



Because it combines simplicity of operation with perfect accuracy.
No necessity for figuring and consequent mistakes.
Place the cheese in position and the **Cutter does the rest.**

Sole Manufacturers

AMERICAN COMPUTING CO.
701 Indiana Avenue INDIANAPOLIS, IND.
Levenson & Co., San Francisco, Distributors

M·J·B·Coffee

WHY PACKED IN TINS ONLY?



RED SEAL LYE.

Disinfectant, Water Softener, Cleanser. The Sifting top Can.

P. C. TOMSON & CO., Makers, Philadelphia, Pa.

HANDLE

SPERRY FLOUR

and make a good
PROFIT!

The most popular brand on the Market.

Sanipure Milk

An Artificial Mother's Milk for Infants and Invalids. The only Perfect Substitute for a Healthy Mother's Milk—All Jobbers.

PACIFIC COAST CONDENSED MILK COMPANY

Seattle, Wash.

JOHN H. SPOHN CO.

Agents

San Francisco, Cal.

Purposes and Accomplishments

OF THE

California Retail Grocers' & Merchants' Association

OFFICIAL PAPER—Retail Grocers' Advocate.

Plan of Operation.

Prior to 1900, different associations of merchants of California had asked for various laws, from time to time, and had always failed to secure results through lack of organization. These failures caused the Retail Grocers' Association of San Francisco to invite other similar associations to send delegates to a convention in September, 1900. At this convention, it was decided to form an organization to be known as the

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION.

This Association was organized to enable the grocers of California and other merchants to co-operate in order to accomplish results by their united action that they could not secure singly. Each Association sends delegates to an annual convention. These delegates decide the policy to be followed and elect officers to carry out their plans. Every individual member has the right to attend the annual convention as a delegate.

The next **State Convention** will be held at Sacramento, on September 10th, 11th and 12th, 1907.

ACCOMPLISHMENTS.

LAWS SECURED.—Prior to the Legislative Session of 1907, the combined efforts of the merchants affiliated with the California Retail Grocers' and Merchants' Association secured the following results:

Permitting the Attachment of the Wages of Public Officials.

Making a Wife's Separate Property Responsible for Family Bills for the Necessaries of Life. Property owned before marriage or received by will, exempt.

Making a Guarantee of Purity a Sufficient Defense for a Dealer Charged with Violating the Pure Food Law.

We also secured the passage of the following laws through both houses of the Legislature.

VETOED BY GOVERNOR PARDEE.

Making an Account Date from the Time of the Last Item and making a Payment Renew an Account. Vetoed by Governor Pardee.

Allowing Merchants to Form Mutual Fire Insurance Companies. Vetoed by Governor Pardee.

Declaring Trading Stamps Illegal. Declared Unconstitutional by the Supreme Court.

SESSION OF 1907.

At the Legislative Session of 1907, the work at Sacramento was particularly well organized, and, although we were very short of funds, we secured the passage of the following laws **ALL OF WHICH** were approved by Governor Gillett and **THEY ARE NOW LAWS.**

1. Making the time in which an open book account outlaws FOUR years instead of two.
2. Allowing the formation of Mutual Fire Insurance Companies.
3. Making the passing of a check WITH INTENT TO DEFRAUD a State's Prison offense.
4. Providing that the dealer shall not be held responsible for the purity of goods GUARANTEED TO HIM AS PURE.

WE HAVE MORE LAWS TO GET. We want your influence.

We have, by united action, convinced the manufacturers of flour in several localities that the trade wanted them to stop senseless cutting. This has added many dollars to the profits of the grocers.

We propose to unite, where it is considered desirable, so that, as a body, we can:

(a) Protest **EFFECTIVELY** when any manufacturer allows his goods to be cut. **We want your influence.**

(b) Protest **EFFECTIVELY** when a wholesaler or manufacturer sells to a party who would otherwise buy from one of our members. **We want your influence.**

(c) Protest **EFFECTIVELY** when a wholesaler or manufacturer sends out "short" packages to members. **We want your influence.**

We are helping members collect bad bills (and saving them lawyer's fees) by a set of collections letters which always produce splendid results when properly used.

Our paper, **The Retail Grocers' Advocate,** which we own, is the medium which makes it possible for us to secure the results outlined above..

ALL THESE THINGS COST MONEY—You could not get them for $300 a year alone. We think you ought to pay your share ($3 a year) in annual dues. **DON'T YOU?**

California Retail Grocers' and Merchants' Association,

......, 1907.

California Retail Grocers' and Merchant's Association,

1714 Webster St., San Francisco, Cal

Gentlemen: Being desirous of uniting with the other merchants of California to better trade conditions, and being willing to do our share, we hereby make application to be received as a member of the

California Retail Grocers' and Merchant's Association.

and enclose **Three ($3.00) Dollars** to pay our dues for one year from date.

Address .....

Signed .....

THE RETAIL
GROCERS ADVOCATE

E. D. EDDY, EDITOR. SAN FRANCISCO, CALIFORNIA, AUGUST 16, 1907. VOL. 12, NO. 33.



The choice of flavor is a matter of taste

Folger's Golden Gate TEAS

Is it good business policy to push the sales of bulk teas of doubtful origin in place of teas of known quality and purity?

Folger's Golden Gate Teas please consumers, pay grocers a good profit and increase tea sales. Six flavors.

Japan	Ceylon	English Breakfast
Oolong	Gunpowder	Black and Green

Packed flavor tight, in dust-proof sanitary cartons.

J. A. FOLGER & CO., San Francisco.

Importers of Pure Teas.



Systems Profit Your Business

The McCASKEY ACCOUNT REGISTER System is the ONLY COMPLETE, Up-to-the-Minute, ONE-WRITING System on the Market.
200 STYLES AND SIZES!

Made to Fit your Requirments!
No Red Tape or Bothersome Details.
SO SIMPLE the Average School Child can Handle Accounts as Easily as the College Graduate.
The McCASKEY ACCOUNT REGISTER and the FAMOUS MULTIPLEX PADS Beat the World.
The Quickest Way of Handling Accounts ever Invented.
No Copying or Posting—No Night Work—No Disputes—No Forgotten Charges—A Good Collector.
Be Wise and Investigate this Grat Money Saver.

WE CAN SHOW YOU

How Our Register Quickly Pays for Itself, and Quickly Earns You a Profit.

W. A. HAWLEY, Sole Agent Pacific Coast,

BACON BLOCK OAKLAND, CAL.

BRANCH AGENCIES: Los Angeles, Cal.; Sacramento, Cal.; Spokane, Wash.; Portland, Ore.; Seattle, Wash.; San Jose, Cal.
THE McCASKEY REGISTER CO., 34 Rush St., Alliance, Ohio, Manufacturers of the Celebrated Multiplex Duplicating Carbon Back Counter Pads, also Single Carbon and Folding Pads.

The Advocate Endorses the McCaskey Account Register.

RUMFORD

The Wholesome

Baking Powder

It satisfies the grocer's most particular customers.

It enables him to sell the Best of the High-Grade baking powders at a reasonable price.

He is sure of its Quick Sale and a Good Profit.



We Sell

Rice!

From MILLS
Direct to YOU

Send for Samples

W. T. Welisch & Co.

RICE FACTORS

Monadnock Bldg. S. F.

New Sauerkraut

Orders
Promptly
Delivered

REED PICKLE WORKS

1507 Folsom St.

Bet. 11th and 12th

Phone Market 228.

Do You Sell Our

Y-E-A-S-T

Golden Gate Compressed Yeast Co.

Washington and Fillmore Sts.

THE
RETAIL GROCERS ADVOCATE
Published Every Friday by the
CALIFORNIA
RETAIL GROCERS
AND
MERCHANTS
ASSOCIATION
EARL D. EDDY. Editor and Manager.
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The firms listed below are using the columns of The Advocate in the cause of publicity. We urge our friends and members to remember them in placing orders.

AGENTS, MNFRS.
R. A. Holcombe & Co., 50 Clay St.
W. A. Hawley, 1201 Gough.
Beck Hardware Co., 604 Mission
Kelly-Clarke Co., 23 Market.
John H. Spohn Co., 50-52 Clay St.
Fred F. Hobbs Co., Hansford Bldg.
The C. B. Jennings Co., 41 Clay St
Johnson-Lock Mercantile Co., 213 Sansome St
P. E. Lenfesty, 49 Hartford St.
Castle Bros., 1444 O'Farrell St.

AMMONIA.
Pacific Ammonia Bottling Co.

AUTOMATIC WEIGHERS.
Bond Scale Co., 49 Hartford St., S. F., 1640 San Fernando St., Los Angeles.

BAKING POWDER.
"Royal," Johnson-Locke Mercantile Co., Agts., 213 Sansome St.
A. Schilling & Co., 2d and Folsom
"Rumford," Rumford Chem. Wks., Providence, R. I.
Crescent "Egg-Phosphate." John H. Spohn Co., Agts.

BANKS.
Swiss-American Bank.

BREAKFAST FOODS.
Egg-O-See, 135 Hansford Block.
E. C. Corn Flakes, 135 Hansford Block
Malta Vita.
Nutrito, 859 Franklin, Oakland
Pettijohn, American Milling Co.

BITTERS.
Lash's Bitters Co., 1721 Mission

CANNED GOODS.
Burt Oney Canning Co., Dodge Sweeney & Co., Distributors.

CATSUPS.
Pacific Vinegar & Pickle Works, 161 Sacramento St.
"Sniders," John H. Spohn Co., Agts
"Griffon's," California Fruit Canners' Association.

CEREAL FOODS.
American Cereal Co., 23 Market St.

CHEESE CUTTERS.
"Perfection," Levenson Co., Agts.

COCOANUT.
Franklin Baker Co., Johnson-Locke Co., Agents.

COFFEE, TEA, ETC.
J. A. Folger & Co., Spear & Howard Sts.
M. J. Brandenstein & Co., Mission near Spear.
A. Schilling & Co., 2d and Folsom

COFFEE MILLS.
F. F. Wear, D. S. A. Pac. Coast.
Hobart Mills, 137-139 Telegraph Ave., Oakland.
"Royal," Beck Hardware Co., Agts., 604 Mission St.

COMMISSION MERCHANTS.
Dodge-Sweeney & Co., Hathaway Wharf, S. F.
Scatena, L. & Co., 104 Washington. Phone, Temporary 243.
Scheer, Morehouse & Grandi. Hathaway Wharf and 33 Clay St.
Monotti-Larimer & Co., 707 Grove St.

CONFECTIONARY.
"Hunky Dory," Dodge Sweeney & Co., Agts.

DELICACIES.
Rathjens, P. F., 1315-1319 Pacific.
Wieland Bros., 309-311 Davis St.

EVAPORATED MILK.
Carnation, John H. Spohn Co., Agts., 50-52 Clay St.
Alpine, F. F. Hobbs Co., Agts., Hansford Bldg.
Borden Condensed Milk Co., Johnson-Locke Co., Agts., 213 Sansome St.

FLOUR.
Crown Mills, 416 Jackson St.
Del Monte Milling Co., Lombard and Montgomery. Phone, Temporary 1089
Globe Grain & Milling Co. Chestnu and Montgomery. Phone, West 161[illegible]
Bay City Mills, [illegible]
Props., 1st and [illegible]
American Milling Co., [illegible]
Phoenix Milling Co., [illegible]
Sperry Flour Co., [illegible]

GINGER ALE.
D. Steimke & Co., Union and Octavia

INSECT POWDER.
"Eureka."

LYE.
"Red Seal"

MAPLEINE.
John H. Spohn Co., Agts., 52 Clay St.

McCASKEY ACCOUNTING SYSTEM
W. A. Hawley, Agt., 1201 Gough St

OIL TANKS, ETC.
Beck Hardware Co., 604 Mission St
F. F. Wear, "National," 137 Telegraph Ave., Oakland.

OLIVES AND OLIVE OIL.
Chas. P. Grogan, 1741 Albion St., Los Angeles.

PAINTS, OILS & GLASS.
W. P. Fuller & Co., Mission and Beale. Phone, Temporary [illegible]
Whittier, Coburn & Co., Sansome St.

PAPER.
A. Zellerbach & Sons, 421 Jackson St

PASTE.
Cleveland Macaroni Co., Golden Egg Brand.

PEANUT SELLERS.
Kingery Mfg., Co., 106 E Pearl St., Cincinnati, Ohio.

PICKLES, ETC.
Pacific Vinegar and Pickle Works, 161 Sacramento St.
Reed Pickle Works, 1507 Folsom

POLISHES.
X-Ray Stove Polish, R. A. Holcombe & Co., Agts., 50 Clay St.
U. S. Metal Polish, J. T. Wilson, Agt. 2871 16th St

PROVISIONS.
Cudahy Packing Co., 45 Clay St.
Western Meat Co., 17th and Harrison...
Swift & Co., 5th and Townsend.

PRUNES.
Los Gatos Cured Fruit Co., Los Gatos

ROOT BEER.
Chas H. Hires Co., Philadelphia.

RICE.
W. T. Welisch & Co., Monadnock Bldg.
New Orleans Rice Co., 104 Front St

REFRIGERATORS.
Ft. Smith Refrigerator Works, Beck Hardware Co., 73 Clementina St.

SAFES.
Parcell's Safe Co., 523 Market.
Richardson Bros., 131 Fifth.

SOAPS.
"Sapolio," J. P. Gillespie, Agt
Babbitt's Brands, C. B. Jennings Co Agts., 41 Clay St
Cudahy Packing Co., 45 Clay St .
Fels Naptha.
Grandpa's Wonder.

SODA WATER.
D. Steimke & Co., Union and Octavia

SYRUPS, ETC.
Long Syrup Refining Co., 8th and Brannan.

STATIONERY.
Schwabacher-Frey Co., 42 Sutter St

TEA AND COFFEE BAGS (Air Tight)
James Hermann, 2975 Pacific Ave.

TOBACCO.
American Tobacco Co., J. M. Gamble representative, 23 Market St.

VINEGAR WORKS.
Pacific Vinegar & Pickle Works, 161 Sacramento St.
Western Yeast & Vinegar Works 4[illegible] 11th. Phone, Special 274.

WHISKEY
The Rothenberg Co., 7th and Franklin Sts., Oakland.
Wichman, Lutgen & Co., Everett and Harrison Ave., Alameda.

WOODENWARE.
Hyman, Weil & Co., 46 Kansas St

WHOLESALE GROCER.
Haas Bros., 100 California St.
Lennon, John A., 918 Eddy. Phone Emergency 10.
I. H. Newbauer & Co., 430-432 5th
Wm. Cluff Co., Spear and Mission Sts
Hooper & Jennings, [illegible] and 3rd St

YEAST.
Golden Gate Compressed Yeast Co. Washington and Fillmore Sts

The "Perfection" Cheese Cutter

IS THE BEST.



THE
"Perfection"

Because it combines simplicity of operation with perfect accuracy.
No necessity for figuring and consequent mistakes.
Place the cheese in position and the Cutter does the rest.

Sole Manufacturers

AMERICAN COMPUTING CO.
701 Indiana Avenue INDIANAPOLIS, IND.
Levenson & Co., San Francisco, Distributors

Further Reduction in Price

OF

MALTA-VITA

LISTEN

No change in size of Package or quality of goods.
Biggest and Best.
Per case of 36 Packages, $2.85.
One case FREE with five.
This makes the six cases cost you per case $2.37½, total $14.25.
Sold at 10c Per Package you realize $21.60.

It will easily out sell all other breakfast cereals at 10c.
Figure your profit.
We are going to keep Malta-Vita at 10c a package, but we are not always going to give you 50 per cent profit.
Send orders to your jobber at once.

MALTA-VITA PURE FOOD CO.

Battle Creek, Michigan.

CASTLE BROS., Brokers, San Francisco, Cal. Pacific Coast Agents.

THE RETAIL GROCERS ADVOCATE

EARL D. EDDY, EDITOR. SAN FRANCISCO, CAL., AUGUST 16 1907. VOL. 12. NO. 32.

Sacramento Convention Sept. 10th, 11th and 12th.

SACRAMENTANS AT WORK.

Local Papers Tell of Activity of Retail Grocers.

BIG CONVENTION PROMISED.

Preparations Progress for Valuable Meeting of State Grocers' Association.

Every grocer in California who can should plan to be in Sacramento on September 10th, 11th and 12th (Tuesday, Wednesday and Thursday), when the convention of the State Grocers' Association is to be held.

All grocers will be welcome, whether members or not.

Every organization of merchants is invited to send delegates.

The purposes and call are outlined in the next column.

In referring to the coming convention, the "Record-Union" of Sacramento says:

BIG REPRESENTATION EXPECTED

Sacramento — The eighth annual convention and business meeting of the Retail Grocers and Merchants' association of California will meet in the new Red Men's hall, Tenth street, between I and J streets, on September 10th, 11th and 12th coming, and it is probable that every city and county in the state will be represented in the attendance.

The organization was established in 1900, and held its first meeting in San Francisco. At that time there was but a handful of members, but the grocers throughout the state have taken greater interest each succeeding year until the membership now numbers over 2500.

A. A. Jost of the Jost-Beasley company of Sacramento, is the president of the local association and the executive committee, in addition to the president, who is an ex-officio member, is composed of E. W. Hale, F. B. Fancher, Ellis Kilgore, Wm. Brome, Jr., and J. S. Jones, with Mr. Hale

(Continued on page 6.)

OFFICIAL CALL
OF THE
Eighth Annual Convention
OF THE
Cal. Retail Grocers' and Merchants' Ass'n.
To be held at
Sacramento, September 10th, 11th and 12th.
Red Men's Temple, 10th St., between I and J Sts.

San Francisco, Cal., Aug. 9th, 1907.

DEAR SIR:

The Eighth Annual Convention of the State Grocers' Association is to be held at

Sacramento, September 10th, 11th and 12th.

We want YOUR COMMUNITY to be represented.

Each Association of grocers or merchants in the State is entitled to send delegates as follows:

Two at large; one additional for each 10 members up to 50; one additional for each additional 50 or fraction thereof.

Where there is not a grocers' association, individual grocers can attend and will be recognized as delegates (on their paying their dues) providing there be not over three from any one city.

Grocers will be present from all parts of the State. They will come to discuss the following problems:

How to get better profits.

How to prevent trade abuses—such as wholesalers selling to consumers, dishonest shortages, etc.

How to get better laws.

How to make associations effective.

John A. Green, of Cleveland, Ohio, Secretary of the National Retail Grocers' Association and ex-President of that organization, will attend the convention and deliver an address.

There will be capable speakers from various parts of the State.

Lavish entertainment is being prepared by the Sacramento grocers, both for the delegates and their wives.

A Hobart Electric Coffee Mill of the latest pattern (worth $250) has been contributed to the State Association by Frank F. Wear, the Coast Agent. It will be raffled the last afternoon of the convention. Tickets cost 50 cents. Only the numbers of tickets known to be paid for will be considered.

On the opposite side will be found the Proposed Program for the Convention. This program is subject to slight change.

Please make it a point to attend.

There will be work and enjoyment for everybody.

Special Rates on All Railroads. Get a Receipt from the Agent When Buying Your Ticket.

SACRAMENTANS AT WORK.

(Continued from page 5.)
chairman. The personnel of this committee assures the members that the meeting will be as interesting and productive of good results as it is possible to make this sort of meeting.

Will Discuss Problems.

The convention is, first of all, a considerative body brought together for the purpose of discussing credita, purchases and the introduction of new methods of buying and selling and, indeed, every phase of the retail grocery business.

The association has already, although comparatively young in years, secured the enactment of many laws which the general public never hear of, but which have improved the grocery business in many ways.

Programme Being Framed.

The committee in charge of the programme for the meeting have not completed their labors and will not be able to announce the program for some weeks yet, although it is known that the programme thus far arranged will permit of every delegate and member of the association participating in the deliberations of the meeting, if he so desires.

There will be sense and nonsense, of course—for no convention was ever yet assembled that did not have something of fun and frolic in its make-up—but the convention will be first and last a working body and the members are earnestly working to make ready for disucussion by the convention as a body, many matters of vital importance to the grocery business.

The Three Chief Subjects.

There will be three subjects which will be considered fully, and which will in all probality take up more time than any other subjects brought before the convention. These subjects are the matter of extending credit; the matter of the imposition worked upon the retailers by many unscrupulous merchants and manufacturers in selling the retailers unwholesome and impure food products, and the matter of purchasing, stocking and handling goods of unknown weight and quality.

The labors of the convention will be ended with a banquet, when all members will be welcome, and many will be asked to make short talks upon matters touching upon the relations between the retailer and the consumer.

Consul H. A. Conant, of Windsor, reports that the Ontario College of Pharmacy believes it has hit upon a solution of the difficulty in preventing persons from securing carbolic acid at drug stores for the purpose of self-destruction. A resolution was adopted asking the government to pass a law prohibiting the sale of carbolic acid in any stronger solution than 5 per cent, except it be with a prescription from a duly qualified practitioner.

MINCE MEAT DECISION.

The Department of Agriculture has rendered a decision regarding bulk Mince Meat as follows:

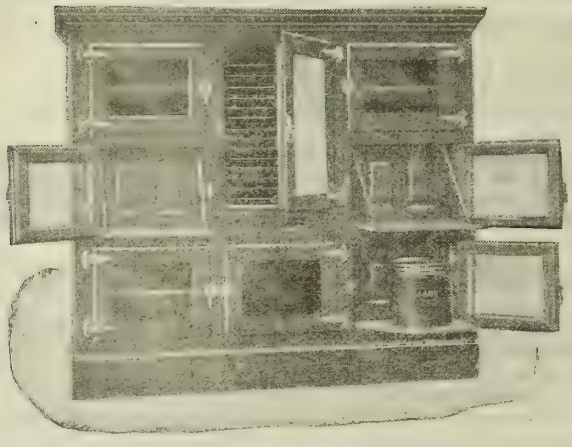
"Permission will be granted to manufacturers to use benzoic acid as a reservative, but the label must not bear the Serial Number assigned to a Guarantee filed with the Department of Agriculture, nor must any statement be made by the manufacturer that the Mince Meat is guaranted to conform with the Pure Food and Drugs Act, but it must contain the statement that the food is preserved with benzoic acid."

It would seem that grocers would prefer to sell a quality of Mince Meat that does not contain any injurious preservatives, in preference to other kinds that are wet bulk Mince Meat, which, as we understand it, will not keep unless it does contain preservatives, and therefore cannot be guaranted pure and wholesome.

A NEW STORE.

Arroye Grande.—P. A. Campbell of Oceano who was with T. V. Wheeler of that place for a long time has taken the premises lately vacated by the Misses Mooney and will open in the grocery business on August 20. Mr. Campbell is well known here as well as at Oceano and will, no doubt, secure a good share of the constantly increasing trade of this growing town.

FORT SMITH REFRIGERATORS.



STYLE No. 7686

E. Broderick	715 Fillmore St.,	S. F.
Rathjen Co.	Lombard and Fillmore	S. F.
H. Hellberg	Ninth and Bryant	S. F.
McCarthy Bros.	Bush and Baker	S. F.
Kohn Bros	1201 Turk St.	S. F.
F. Stuermer	18th and Danvers St.	S. F.
C. Stelling	29th and Church	S. F.
J. M. Hanley	2300 Sutter	S. F.
Maxwell & Streckenbach	1302 18th St.	S. F.
Fred Pielhop	249 Courtland Ave.	S. F.
Fay Gro. Co.	3rd Ave. and B St.	S F.
J. Vennekohl	1839 Eddy St.	S. F.
Southern Heights Gro. Co	1471 18th St.	S. F.
W. A. Rogers	900 I St., corner 10th Ave.	S. F.
H. Heitman	2248 Misison St.	S. F.
H. Dinslage	3375 Sacramento St.	S. F.
Miller & Lawlor	Guerrero & Clinton Park	S. F.
C. F. W. Miller	239 Brighton Ave., Ingleside	S. F.
J. Straub	101 De Montford Ave., Ingleside,	S. F.
J. Soltaro	Park and Central Ave.	Alameda
Martin Eggers	Fruitvale Av. & Boulevard, E.	Oakland
W. Zeller		Palo Alto

Sonoma Co. Fruit and Produce Co.	Santa Rosa
C. D. Fontana	Copperopolis
Rossi Bros.	Stockton
Drury & Bartholomew	Stockton
J. Rohrer	Stockton
Hall Bros.	Stockton

The Following Well-Known GROCERS are Using the Above Style Refrigerator

We make all Styles and Sizes for the Grocery Trade.

REMEMBER - - - - - - - - - - If We Make It It's Made Right

BECK HARDWARE CO.

SAN FRANCISCO
73-75 Clementina St. Near 2d and Folsom

Phone Temporary 978

LOS ANGELES
47 Central Avenue.

GREEN WILL ATTEND.

National Secretary to Attend State Convention of Grocers at Sacramento.

After much correspondence, State Secretary Connolly has been able to assure the attendance of John A. Green of Cleveland, Ohio, secretary of the National Retail Grocers' Association and one of its most successful presidents, at the convention of the California Retail Grocers' and Merchants' Association at Sacramento in September.

This was done through securing the co-operation of the grocers of Colorado, Oregon and Washington in meeting Mr. Green's traveling expenses.

It will be a great treat to all the delegates present to hear the National Secretary talk on the benefits of organization, etc. Mr. Green is a practical grocer of broad views and large experience. As president of the National Association, he has largely increased its scope and value to the trade.

Mr. Connolly, who is a director of the National Association, has exerted himself strenuously to secure this attraction, realizing that it would both help the California grocers and would also assist in making them realize that the National Association is something of which they are and should be a part.

The itinerary arranged by Mr. Connolly for Mr. Green is as follows:

A NATIONAL ATTRACTION.

John A. Green, of Cleveland, Ohio, Secretary of the National Retail Grocers Association and one of its most succesful presidents, will attend the convention of the California Retail Grocers and Merchants Association at Sacramento in September.

It will be a great treat to all the delegates present to hear the National Secretary talk on the benefits of organization, etc.

Director F. B. Connolly of the National Executive Board has completed arrangements for Mr. Green to visit the Western Territory. The item arranged by Mr. Connolly for Mr. Green is as follows:

He will speak at the Anniversary of the Denver Association on Sept. 2.

He will addre:s an open meeting of the Utah State Association at Salt Lake City on Sept. 5.

The California State Association at Sacramento on Sept. 10—11—12.

The Portland Pure Food Show on Sept. 14.

The Washington State Convention on Sept. 18—19.

He will be the guests of these Association's and the expenses of the trip will be divided equally among them.

The presence of Secretary Green at the State Convention at Sacramento will tend to bring the Grocers of California into closer touch with the National Association and the persiplities of greater benefits for the Retail Grocers of the United States.

Mrs. Green will accompany her husband.

GAERDES' BIG PARTY.

H. Gaerdes of South San Francisco gave a house warming party at his new store on July 27th. The floor of the big warehouse was fine for dancing. A bonfire served to remind everybody for miles around of their invitations. A first-class band supplied the music and 8 kegs of beer, 6 boxes of soda water and 6 bowls of lemonade quenched the thirst while sandwiches, cakes and candy satisfied the hunger of the guests. Pretty souvenir fans were distributed. It was two o'clock in the morning before the party broke up.

Ft. Smith Refrigerators—Cold and dry.

FLY STICKEM.

Do You Know Why,
STICKEM
Is the best to
Catch both Germ
and Fly.

It's out o' sight, it hangs high,
Just pull out the string, that's Why!
Where they roost you stick-em.
So try,
You'll always buy

Money-back Stickem

COSTS 1c PER WEEK.

A proven repeater with 100 per cent profit protected.

Manufactured by
C. A. ARENTS & CO.,
Alameda, Cal.

Now is the time to run on

HUMBOLDT COUNTY BUTTER

GIVE YOUR CUSTOMERS

ALPHINE OR GOLDEN GLOW

And you will not have to listen to Kicks.

MONOTTI-LARIMER CO.

Phones Park 570 and 571. 707 Grove St., S. F.

ADVANCE THE INTEREST OF CALIFORNIA

As a Good Californian You Can Assist the California Promotion Committee.

By supporting the Chamber of Commerce or other development association of your locality.

By sending to The California Promotion Committee the names of your friends who are residents of other States and countries, so that the Committee may take up correspondence with them and tell them of California's opportunities.

By working hand in hand with your local newspapers and making them the slogans of Progress for your region.

By encouraging the subdivision of large tracts of land and the extension and development of intensive farming.

By keeping in touch with The California Promotion Committee and its work: by furnishing to it items of news denoting progress and prosperity for publication in Eastern centers, and by offering suggestions for the enlargement of the scope of its activities.

By realizing what a glorious State California is and into what a grander commonwealth it is developing with accelerating energy, and letting all the world know about it all the time.

BUYS BEER BOTTLES.

A western addition grocer was much annoyed by the fact that some of his neighbors did nott charge for beer bottles. To his protests, they turned a deaf ear. The nhe got up a scheme of his own.

He let it be known that he would pay 5c for all bottles brought to him with one of his tickets and 2½c for outside beer bottles. At once, the people who are getting bottles without paying a deposit, began bringing them into this grocer and getting 2½c a piece for them or 30c a dozen. These same bottles were costing the foolish grocer 45c a dozen and the grocer was getting 45c for every 30c he paid out.

His neighbors soon found that they were losing 20 or 30 dozen of beer bottles a month. Then they began to realize that they had to get a deposit on their bottles and the situation became normal.

It was a harsh way of treating his neighbors, but he taught them that it was bad business policy to let bottles go out without charging a nickle deposit.

Bockman & Andrews, 1586 O'Farrell street, are having good success with the association colletcion letters. They appreciate, particularly, the fact that they do not have to give up any 20 per cent of what is collected to an outsider.

The importation of tea into the United States via Canada in the calendar year 1906 amounted to 2,301,201 pounds valued at $548,290. This was admitted free of duty, as there is at present no customs charge on American tea imports. Canada has the following customers regulations for this article: "Tea and green coffee imported direct from the country of growth and production and tea and green coffee purchased in bond in the United Kingdom, free;" from other countries, including the United States, 10 per cent, duty is imposed. Under this tariff restriction the shipments of tea from the United States to Canada in the fiscal year 1906 amounted to only 78,564 pounds, valued at $18,522. The foregoing facts are furnished by the Bureau of Manufactures.

ROYAL



BAKING POWDER

Absolutely Pure

A Cream of Tartar Powder, free from alum or phosphatic acid

Makes Home Baking Easy

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

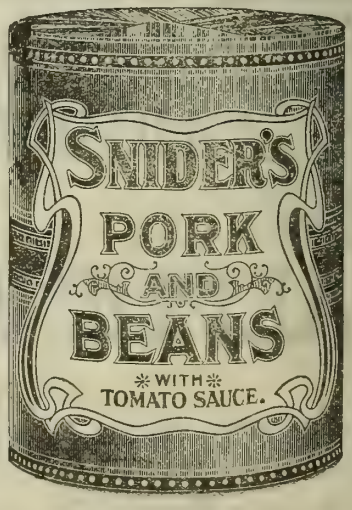
SNIDER'S

Pork and Beans

LEAD BECAUSE THEY ARE THE BEST

All Leading Grocers Sell Snider's
Ask Your Jobber.

John H. Spohn Co., Agents, San Francisco.



Schilling's Best

is at home wherever

grocers are

alive to their interests.

ASSOCIATION ROSTER

California Retail Grocers and Merchants' Association.

President, A. A. Jost, Sacramento.

Vice-Presidents--1st, George B. Doyle, San Francisco; 2nd, F. W. Aubry, Stockton; 3rd, Chas. A. Mottaz, Los Angeles.
Treasurer, C. B. Pearson, Stockton.
Directors—F. B. Connolly, San Francisco; John W. King, San Francisco; H. K. Duncan, Oakland; L. Warnke, Alameda; F. F. Dustin, Redding.
Secretary, F. B. Connolly, San Francisco.

Associated Retail Grocers of San Francisco.
President, George B. Doyle.
First Vice-President, James S. Irvine.
Second Vice-President, J. W. King.
Secretary, Frank B. Connolly.
Directors: Joseph A. Stulz, Herbert S. Elliott, Gus Lehrke, P. A. Buckley and B. A. Schmidt

PACIFIC COAST.
Retail Grocers' Association
President.
F. B. Fancher—Sacramento, Cal
First Vice-President.
J. R. Newberry—Los Angeles, Cal
Second Vice-President.
Fred Dresser—Portland, Ore.
Secretary
H. Hauch, Alameda, Cal.

NATIONAL RETAIL GROCERS' ASSOCIATION OF THE UNITED STATES.

President, Charles J. Kramer, Little Rock, Ark.
Vice-President, Simon Clark, Duluth, Minn.
Secretary, John A. Green, Cleveland, Ohio.
Treasurer, Henry W. Schwab, Milwaukee, Wis.
Director, for three years, F. B. Connolly, California.
Director, for one year, A. W. Farlinger, Georgia.
Senior Director, L. F. Padberg, St. Louis, Mo.

"AS YE SOW,"
MR. GROCERYMAN,
"YOU'LL REAP."

There no two ways of getting out of it, when you tell your customers about

"MAPLEINE"

You are planting something of merit into the home, and planting seeds which will blow into the neighbors kitchen.

What Does that Mean to You ?

Delighted customers first; second, their friends and neighbors trade; that's what counts—More Trade.

"MAPLEINE" is a Trade Bringer. Its a REPEATOR. Its a HARVEST Bringer of New Trade, and a constant source of Talk about it Advertises Your Store. Better order To-Day. Start the Harvest.



"MAPLEINE" Gives CAKES, PUDDINGS, ICES, CANDIES, ICE CREAM, FROSTINGS, ETC., A Delicious, Lucious FLAVOR.

The time to sow is to-day. Write JOHN H. SPOHN, Agents. 50-52 Clay St., San Francisco, Cal.

MORE TRADE.

Crescent Mfg. Co., Mfgrs., Seattle, Wash

36 Carloads of HIRES ROOTBEER SOLD

on the Pacific Coast today; more than was sold all of last year, or in any one year before. HIRES is growing more popular each year. This certainly is a HIRES YEAR. (HIRES has been a success for thirty-two years).

JOHN H. SPOHN CO.

Pacific Coast Agents — San Francisco, Cal.

Clean, Sharp-Cut and Nail-Eating Features

Ideal Tea Company, 17-19 East Santa Clara Street,
San Jose, Cal., Mar. 14, 1907.

Frank F. Wear, Oakland.

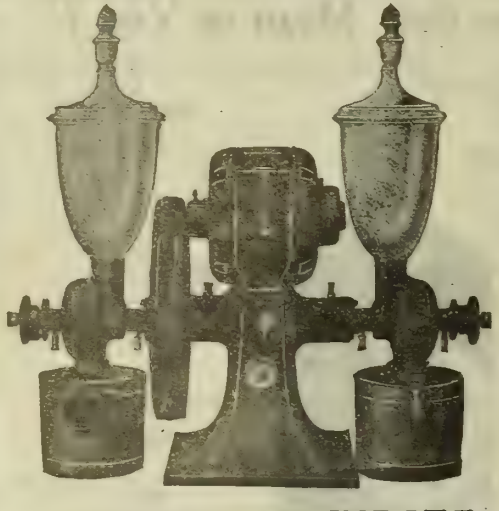
Dear Sir: Have been using coffee mills for over 20 years and had experience with nearly all of them. Always wanted one a "little better" for the mill is a great factor in maintaining coffee trade. Our last purchase was one of your No. 2121 Hobart's and we do not hesitate to pronounce it the best we have seen. Are particularly pleased with the **clean sharp cut** of the granulating burrs, something we have always wanted and never found so near perfection as in our **Hobart.**

We "press the button," the Mill does the rest—and does it right, and its nail eating qualities stand alone. Would not consider ourselves up-to-date without it.

Respectfully yours,
C. M. SHELBOURN,
for Ideal Tea Co., San Jose.



It Is Better to Buy a "Hobart" Than to Wish You Had.



A Word To the Wise is not Always Sufficient.

◆ ◆ ◆

Sometimes they have to be SHOWN.

Full Car-Load of assorted sizes, 1907 Model Mills to select from before advance prices go into effect. Get your order in early as a car-load will not last long.

22 Styles and Sizes to Select from.

Hygienic Drip Pot

Upon application we will furnish information regarding our product that will assist you in becoming a recognized coffee : : .:

LEADER.

WRITE FOR CATALOG.

King of Electric Coffee Mills

Branch Office: H. B. DIBBLE, Manager
10 Marshall Square, Opp. 8th St. and Market
Phone Market 461 — San Francisco

F. F. WEAR

Dist Sales Agent Pacific Coast
Headquarters, 137-139 Telegraph Ave., Cor. 18th St.
Phone Vernon 255 — Oakland, Cal.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

POINTS TO WATCH.

DRIED FRUIT.—

This commodity should be purchased in hand-to-mouth quantities, until a definite decision is made on the sulphur question.

HONEY.—

The situation in this line shows great strength and shortage is now definitely acknowledged.

WALNUTS.—

New crop in this line promises to be a very heavy one.

CORN.—

This staple is a good purchase at present quotations.

LARD.—

Lard is slated for an advance within 30 days.

COCOANUT.—

This commodity is on the advance.

SALMON.—

Red Alaska is postively short —The soon bought the cheaper.

CANDLES.—

Standard Oil Co.'s make declined ½ cent several days ago.

FREE DEALS.

Fairbanks Gold Dust.

With five and a half boxes at 4.65 one-half box free. Size 24x72. With ten boxes at 4.60 one box free. With 25½ boxes at 4.55 two and one-half boxes free. With fifty boxes at 4.55 fiv boxes free. Above deal is good for but a short period.

Malta Vita—One case free with five.

Rex Lye—One case free with five cases.

Frazier's Axle Grease.—One case free with ten

Tobacco—Drop shipment 100 lbs. or more of an assortment of any of the following brands: Union Leader, Pedro, Dixie Queen, Fashion Sensation, Seal of North Carolina, Plaza Cube Cut, Three Feathers, Monte Cristo Slabs, Continental Cubes, Old English Curve Cut, Van Bibber Sliced Plug. Not less than 10 lbs. Pedro or more than 55 lbs. Union Leader permitted to each 100 pounds. Gratis with each 100 lbs., 5 pounds Union Leader or Pedro as retailer may elect.

Jello—One case free with each 12 cases. Deal limited to 48 cases. Ice cream powder made by the same company may be assorted with Jello in making up orders.

Snider's Catsup — With each five cases of Snider's Catsup, pints, one case of Snider's Catsup, pints, free. With each three cases of Snider's Catsup, pints, and two cases of Snider's Catsup, half-pints, one case of Snider's Catsup, half-pints, free. With each ten cases of Snider's Catsup, half-pints, one case of Snider's Catsup, half-pints, free. With each five and half cases of Snider's Catsup, half-pints, half case of Snider's Catsup, half-pints, free. With each ten cases of Snider's Catsup, quarts, one case of Snider's Catsup, quarts, free. With each five and half cases of Snider's Catsup, quarts, half case of Snider's Catsup, quarts, free. Deliveries on above deal to be made after September 1st, 1907, and before January 1st, 1908.

Murdoch's Starch—10 case lots assorted or straight at list, one case corn starch free. Crates of sixes count for two cases.

Rumford Baking Powder—Five per cent discount in five case lots; one case free in ten case lots.

X-Ray Stove Polish—5c size, 3 doz. $1.50 with 6 free; 10c size, 3 doz., $2.50 with 6 free.

Bromangelou—One dozen free with each gross ordered No free goods with orders for less than one gross

SUGAR.

No changes have been noted in this market during the past seven days.

TEA.

M. J. Brandenstein & Co. in their circular dated Yokohama July 6th state that since their last report first crop teas have been marketed. The principal feature has been the continued strong demand for good cupping Yenshu leaf, prices having been on an average of fully 10 per cent over last year. Second crop teas are arriving in small quantities, but buying is not very brisk on account of high prices, due to the heavy buying of native concerns in the interior. Cup quality and style is about the same as last season.

COFFEE.

For the last month the coffee markets of the world have held unusually steady owing largely to the fact that

Golden Gate Leaf Lard.

Eastern Star Hams and Bacon.

Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:

South San Francisco

San Mateo Coun

PHOENIX FLOUR

The Whitest **The Best**

Made in Sacramento, Cal.

Up-to-date Machinery

Modern Ideas Coupled with the Thirty Years Experience at the same Location Has Taught Us What Kind Of Wheat To Blend.

RESULT: = PERFECTION

Agencies at Oakland, Eureka, Placerville, Red Bluff and Reno.

PHŒNIX MILLING CO. Sacramento, Cal.

B. E. BRYAN, Oakland Agent, 17th and Wood Sts.
Phone Oakland 8254

Are You Well Stocked With

THE

EGG-O-SEE COMPANY'S CORN FLAKES

If not Why not? Are we not Advertising in a way that will move the Goods for you? And are our Goods not backed up with quality as well? Push the goods of the manufacturer who helps you to sell them.

Egg-O-See and E-C-Corn $2.85 single case, $2.75 5-case lots

Every Jobber in the United States carries our Goods

Egg-O-See Cereal Co.

133 Hansford Bldg., S. F., Cal.

the consumptive demand has been better than for some time past and the amount which has been taken out of the market by the Brazilian Government is now making itself felt. The visible supply is expected to decrease sharply, and receipts are small as compared with last year or the one before. This tends to verify the statement which has been so frequently made by bulls and believers in higher prices, also by the Brazilian Government, that the present crop is a very small one.

RICE.

New York, August 6th.—Dan Talmage's Son's Co., report:

There has been an active enquiry during the week. Buyers are not taking in large way, but the demand for immediate shipment has been so constant and from widely distributed territory that prices are strong on the scanty supply in hand. Some trifling receipts of New Crop Honduras are noted all of which were sold in advance of arrival at full figures. No New Japan expected before October.

Advices from the South note dull conditions on the Atlantic Coast. No new offerings. At New Orleans demand is active but poorly met. Old crop stock being scanty and arrivals of New Crop very small. Spirited competition for possession of Rough Rice has advanced the market with prospect of still higher figures in the immediate future. The cleaned product has been sold at full figures, the market closing at an ⅛ to ¼ higher than at opening of the week.

In the Interior-Southwest Louisiana and Texas the prospects for the growing crop are generally good, and in about thirty days harvest will demand undivided attention of planters.

Cables and correspondence from abroad note firm markets.

New Orleans, L. A., Aug 8.—Siewerd Milling Company, Ltd. report:

Rains during the past week, while benefiting the crop, have naturally delayed harvesting hence the strength of the Market, (which is entirely Local.)

With the Clearing Weather now prevailing, 60 per cent of the Planters on the Mississippi River are harvesting in full blast, and unless the unforeseen happens, (that is Rain) we look for Receipts, approximating 10,000 sacks on Monday next, and anticipate a corresponding decline on Clean Rice.

DRIED FRUIT.

The meeting of fruit-growers and dried-fruit packers with Secretary of Agriculture Wilson in San Francisco Friday to consider the new sulphur ruling did not result in any definite change in the situation though the reiteration by Secretary Wilson of his promise of immunity from prosecution to violators of the ruling as far as the present season is concerned will, it is believed, have a good effect. As to the future all that could be secured was a promise of a careful consideration of the matter after a report was secured from experts, or about six months from the present time.

Packers and growers are practically unanimous in the opinion that, if the ruling is continued, the dried peach and apricot industry of the State will be killed. Notwithstanding the promise of immunity, most packers are refusing to accept fruit bought or contracted for some time ago. The J. K. Armsby Company is declining to accept peaches bought before the ruling went into effect, but at the same time it refuses to cancel contracts, and its officials hold that the matter will shortly be straightened out to the satisfaction of all. Castle Bros., on the other hand, are, in some cases at least, accepting sulphured fruit previously contracted for.

New York, Aug 8.—The wholesale grocers do not propose to take any chances of breaking the pure food law, with the creation of which they had so much to do. The point just now at issue is food inspection decision use of sulphur in dried fruits.

Two meetings have been held by wholesale grocers here this week, the first on Tuesday by local jobbers informally and the second Wednesday by the local members of the pure food committee of the National Wholesalers. At both the uncertainty regarding the safety of selling dried fruits containing questionable quantities of sulphur was discussed, and the committee decided to recommend to the association members that all stand by the Government's view of the question and insist on a guarantee from the manufacturers of sulphur goods. Certain packers are understood to have claimed that the goods contracted for were on the old basis and that now having been packed in the old way the risk of their confiscation is on the buyer. The committee will not accept this view, but will stand on decision 76 and accept no goods without a specific guarantee that they are legal under the pure food law.

RAISINS.

Fresno.—Advices from the East show a strengthening in the prices of raisins. It is well known that in the last few weeks there have been signs of a slump, but most of the packers believe that the danger never really existed, or if it did, is now past. A prominent packer of this city is of the opinion that there has never been any real cause for a slump and that is is directly the result of a "bear" movement. On the other hand it is held by another local packer that the large importations of Valencia and other foreign raisins have partly satisfied the great Eastern demand for the commodity upon which the present high prices depend. There has been an effort made to sell ½c below the current prices, but it appears to have been unsuccessful. One responsible firm actually sold one car below the price, but it was turned down. This instance is the nearest to a break that has occurred. It was a New York sale by a big jobber of last December stuff. The whole situation at present seems to hinge on the importations of the lower price than the California growers are demanding. Most of the local

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Samples Mailed on Request

packers seem of the opinion that more is being embarked in a deliberate bear movement than is warranted by indications. The fact is admitted that quantities of the Valencia have been bought at a price averaging about 1c. per pound lower than is being paid for California raisins, but the extent to which these will satisfy the market is a matter of opinion. Some dealers express themselves as of the opion that the Canada market, which, in the past years, has bought many raisins from this State, is filled now with Valencias, and offers no market for shippments from California. In the face of this, the fact remains that one big dealer of Fresno has shipped one and one-half cars to Canada in the past ten days. The policy of the growers to hold on to their stuff in the expectation of a raise in prices has caused an unusual deadening of the business this season owing to the fact that the packers have adopted the policy this year to which they have never adhered strictly in the past of never selling a single pound until they have actually bought it. The unprecedented and difficult condition of the market doubtless had much to do with this plan.

New York, Aug 8.—The new Australian Valencia Raisins are still the talk of the dried fruit trade, especially at this time. when there is little doing in other crops owing to the scarcity of spot goods. The chief element of interest from them now lies in the prospect that within a few days these same goods will figure as seeded on a market almost depleted of other seeded goods. Such as are now offered are held at 13c. for Coast seeded and 12½c for Eastern seeded. The rumors are that the Australian goods, bought for local seeding, will be offered at 12c and the trade is interested on that basis.

The scarcity of prunes in the French market is well shown in advices received from Bordeaux, which not only indicate a marked advance over the opening prices of a month ago, but show a wide margin over the quotations thus far made in California. The latter are still on a 5c basis, with a premium of ½c for 40s and 1c on 30s, but the new Bordeaux prices are equivalent to 6⅝c bag for 50-60s, 6¼ c for 60-70s, 5⅝c for 70-80s and 5⅜c for 80-90s.

HONEY.

Los Angeles report says: California honey, "the best in the land," will be conspicuous by its scarcity and high price this year.

Unfavorable weather during May and June resulted in a big decrease in the production compared with 1905. This, combined with total failure of the crop in 1906, will make it necessary for local dealers to go out of the State to secure a sufficient quantity to supply the demand in Los Angeles.

Reports from several sections, where ten to fifteen cars are produced annually, are to the effect that available for shipment will be exceedingly small and that practically none of it will be comb honey.

At present the price is unusually high for this season of the year and as the season advances that product will gradually increase in value.

The pure food law prevents unscrupulous dealers from selling a grade of honey, which is between 40 and 60 per cent glucose.

San Bernardino.—R. B. Herron, county bee inspector makes the following report: "This month marks the end of the honey season in San Bernardino Valley. I have received reports from a number of bee keepers in different parts of the country, and find that all diseased colonies found during the working season have been either treated according to instructions given or destroyed. Quite a number of apiaries infected last season and treated have not shown any disease this year, while others not showing any disease last year have become infected this spring."

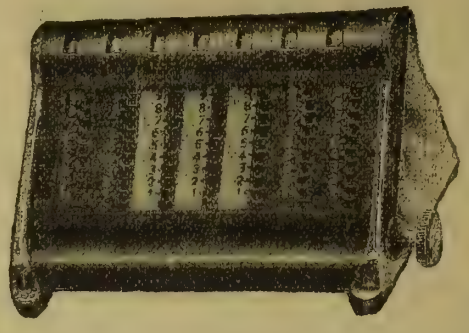
WALNUTS.

Fullerton.—Unless something unforeseen occurs this year's walnut crop in Southern California will be fully as large, if not larger, than that of last season. While it is hard at present to estimate the probable price, owing to the uncertain conditions that prevail, it is likely that it will be about as usual.

Fullerton.—G. W. Sherwood a prominent nut grower of Fullerton says the walnut crop on his place will be 25 per cent larger than that of last year. Many other leading growers also say that the crop at Fullerton and Placentia will be much heavier than it was last season. Los Angeles advices also indicate that unless some-

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THE BEST MADE BETTER.

The Enlarged Edition of Webster's International Dictionary, recently issued, brings Webster again abreast of the growth of the language and again confirms it in its position as the One Great Standard Authority. A decade has passed since the International was first published and the years have been full of changes and growth in life and knowledge and achievement; changes that have been reflected in the language and that must now be registered in the dictionary.

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The Eureka Insect Exterminator

is a preparation of eight different drugs and is so well compounded that it actually destroys insects, yet it is harmless to the human.

It kills Fleas, Flies, Ants, Moths, Bedbugs, Roaches, Lice, Mosquitos, Etc.

Price list, page 28.

For Sale by the Wholesale Drug and Grocery Trade
JOSEPH FUSCH, Manufacturer.

1797 Bray Ave.
Fruitvale, Cal.

Phone Merritt 2982

BAY CITY MILLS

GROCERS!

TRY OUR PATENT (Extra Family) ROLLER FLOUR
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Bay City Flour Mills, First and Clay Sts., Oaklan

PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but SAPOLIO goes on steadily. That is why you should stock

HAND SAPOLIO

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

thing unforeseen occurs this year's walnut crop in Southern California will be fully as large if not larger than that of last season.

ALMONDS.

It is reported that the Davisville Almond Grower's Association will not appoint a selling agent, as there will be but few nuts to market through it, owing to the short crop in that vicinity. The quantity will be so small that the Association wants to get rid of its product in the quickest way possible.

Antioch.—Almonds are already being gathered here. Practically every grower interviewed some weeks ago, expressed the belief that picking would begin about Aug. 10th or perhaps later, but instead several orchardists commenced work last Monday. Furthermore, the yield on the whole will be better than has heretofore been predicted.

CANNED GOODS.

"All of the larger packers report being well sold up on 1907 pack and not hunting for business. The Association has withdrawn on everything in its list except apples and grapes, extra and extra standard apricots and a few berries. This shows an unprecedented condition and other large packers report being practically in the same condition. The pack will be heavy this year in many varieties. The apricot pack of course will be less than the short pack of last year, but from present appearances other varieties will make a good showing, and the total pack should prove a big one. California tomato conditions are just as previously, with sales being made at 82½@85c on futures and the Association not quoting.

"Some peach prices have been made on eastern pack at what the trade considers high prices. Eastern peach crops for canning purposes are comparatively light and only a small pack is looked for, although brokers advise that there would be an outlet for a heavy pack this year if it could have been made. Eastern tomato reports indicate a weakening market on both spots and futures." "Fruit Grower"

CORN.

Corn is steadily gaining strength, and as compared with a year ago at this time is one of the firmest on the list. Steadily, without much noise, the surplus which has been worrying both packers and jobbers for the past two years has been absorbed, and the demand has largely increased. Very cheap goods are practically off the market, and from now on it looks as though this staple would be a good purchase.

LARD.

Lard is expected to advance again in the next thirty days, due to the strengthening of the export trade. This will move the accumulated stock that has kept the price down.

COCOANUT.

Cocoanut is rapidly advancing. Eastern factories are not making deliveries. The quotation is 12c for barrels and 13c for drums. The differential on pails is now 1½c.

MUSTARD.

Lompoc.—The high prices paid for mustard last season led to a much heavier acreage for the present year. The yield has been heavy and the opening price is 1c ahead of that a year ago. Last season quotations opened at 3c. and went to 5c. The buyers are contracting this year at about 4c, and the farmers look for better than 5c before the year is out. The barley acreage is less than last year's, but the yield is greater, and more than makes up the deficiency. On one piece of land the crop went 47 sacks to the acre.

SALMON.

Bellingham, Wash.—From the canneries on Bering Sea, where the greater part of the Alaska red salmon used by the world are caught, comes the report that the season is ended and that the pack is 50 per cent less than any previous year in the history of the industry. The packing plants of the Alaska Packers Association, many of which are located on Bering Sea, will be the heaviest loser by the failure of the red fish to appear. Several plants were fitted for packs running from 50,000 to 75,000 cases and the season has ended with only about half of the material used.

Griffith-Durney Co., report under date of August 6th:

We have just received telegraphic advices from the Puget Sound stating that there will undoubtedly be less than 100,000 cases of Sockeyes packed on the Sound this year, and this figures half-pound as full cases The total pack to date is 84,491 cases.

Please note that over 70,000 cases of the foregoing consists of halves, which is equivalent to only 35,000 full cases.

"It may be that your readers will be skeptical, and are likely to take the information we give you with a grain of salt. All we can say in reply to any such accusation is that we are endeavoring to give you as correct a line on the situation as it is possible to give at this writing, and you can rely upon the information we give you as being absolutely correct. Again, we say that as the pack of Sockeyes will cut so little ice this year look out and tell your readers to get in on Red Alaska.

"The British Columbia Sockeye pack is also very short; up to date there having been packed in the entire British Columbia 192,000 Sockeyes as against 459,000 cases Sockeyes last year."

HAY.

Somers & Co., report under date of August 13,:

"Arrivals of Hay have been rather heavy during the past week, the total showing 4750 ton. Cars have been furnished quite freely at many points, although some of the interior districts are complaining severaly because of their inability to ship their Hay as it is hauled from the fields. The warehouse districts are busily storing the crop, but in the sections where the concerning what remains in the fields.

"The outlook is unchanged in every way, for although the local demand is fairly active yet there is nothing in view to encourage dealers to enter the country for heavy purchasing.

Choice Wheat Hay holds its own at above the regular quotations. An occasional car of Tame Oat Hay also sells for a rather extreme figure. New Wild Oat Hay continues to hold at the old range, with anything 'wirey' or grassy being rather neglected. Alfalfa is in rather more plentiful supply from the San Joaquin Valley and some sales are being made at a small decline from previous figures. We give the present prices as follows:

Choice Wheat Hay	$18.50 to 21.00
Good Wheat Hay	16.00 to 18.00
Other Grades same	9.00 to 15.00
Wheat & Oat	9.00 to 16.00
Tame Oat	9.00 to 16.00
Old Wild Oat	8.00 to 11.00
New Wild Oat	8.50 to 12.50
Stock Hay	7.50 to 9.00
Alfalfa	8.50 to 13.00
Straw, per bale	.45 to .85

For the last month the representatives of the contractors and builders and of the building trades men have been engaged in an attempt to insure an equitable wage schedule to insure industrial peace for the next three years in San Francisco. So far there has been no agreement reached, and at the conference Tuesday in the Builders' Exchange the matter was postponed for two weeks.

J. H. Newbauer & Co.

Importers and Wholesale Grocers

430-432 Fifth Street

Phone Temporary 3680

San Francisco California

Wholesale Price List.

EACH DEPARTMENT OF OUR PRICE LIST IS CHECKED UP AND CORRECTED EVERY WEDNESDAY BY M. J. BRANDENSTEIN & CO., A. SCHILLING & CO., J. A. FOLGER & CO., SUSSMMAN, WORMSER & CO., J. H. NEWBAUER & CO., GUGGENHIME & CO., TILLMANN & BENDEL, WELLMAN, PECK & CO., CUDAHY & CO., WIELAND BROS., ROETHLISBERGER & GRASSOFF, WILLIAM CLUFF CO., WHITTIER-COBURN CO., W. P. FULLER & CO., STANDARD OIL CO., HOOPER & JENNINGS, M. PHILLIPS & CO., PACIFIC COAST BISCUIT CO., PACIFIC VINEGAR & PICKLE WORKS, HEYMAN-WEILL CO., AND SCHWABACHER-FREY CO., EACH FIRM TAKING THE DEPARTMENTS ASSIGNED, AS LIST INDICATES.

No claim is made that this Price List contains an ironclad schedule of rates—good for a week. No such schedule could be obtained, even on actual cash sales. These prices are solicited for publication, and represent, at the time of going to press, the average prices demanded by the general run of jobbing houses for average amounts of goods on average conditions of purchase. Persons with cash, or undoubted credit, always get special low rates.
Subscribers will confer a favor by pointing out to us any particular error or omission.

	COL.
Abalones	18
Ammonia, Laundry	25
Anchovies	11
Asparagus	9
Ax Handles	45
Axle Grease	11
Bacon	11
Bar Sugar	3
Barrel Covers	17
Baked Beans	9
Baking Powder	20
Bags (paper)	11
Barley, Pearl	23-24
Baskets	43
Bath Brick	41
Beans, Canned	10
Beef, Barreled	11
Beef, Extracts	33
Benzine	29
Binder Twine	15
Blacking, Shoe	44
Bloaters	16
Bluestone	41
Bluing	25
Borax	26
Boullon Capsules	33
Bowls	45
Brooms	45
Breakfast Foods	21-24
Brushes	45
Butter Ladles	48
Candies	30
Candles	41
Canned Fish	13
Canned Fruits	5-6-7-8-9
Canned Meats	13-14
Canned Soups	36
Canned Vegetables	9
Can Openers	46
Capers	33
Castile Soap	28
Castor Oil	29
Catsups	39
Catsups (bulk)	39-40
Caviar, Russian	13
Cereal Coffee	34
Cereal Laxative	43
Cereals	21-22-23-24
Cheese, for. & dom	15
Cheroots	49
Cheese Safes	46
Cigarette Papers	50
Chewing Gum	31
Chicory	1
Chimneys	46
Chloride of Lime	26
Chocolate	33
Chutney	33
Cider	34
Cigarettes	51

	COL.
Citron	35
Clam & Clam Juice	18
Clam chowder	18
Clothes Lines	46
Clothes Line Pulleys	46
Clothes Pins	46
Coal Oil	25
Cocoa	33
Cocoanut	34
Codfish	16
Coffees	1
Coffee Extracts	1
Condensed Milk	37
Condiments	37-10
Corks	46
Cordago	42
Corn, Canned	9
Corn Starch	29
Cottolene	34
Crackers	32
Cream of Tartar	21
Currants	7
Cuttle Bone	43
Demijohn	46
Dishes, Wooden	45
Door Mats	46
Dried Fruits	5
Drops and Lumps	31
Dry Paints	30
Dust Pans	46
Dusters	47
Eels	13
Egg Food	42
Egg Beaters	47
Envelopes	48
Evaporated Milk	34
Extracts, Beef	32
Extracts, Flavoring	19-20
Extracts, Syrups	4
Farin. Goods	21-22-23-24
Figs	7
Fine Cut Tobacco	49
Fish and Cheese	15
Fish (canned)	13
Fish, Smoked	13
Fish, Potted	13
Flavoring Extracts	19-20
Flour	27
Fly Paper	42
French Mustard (bulk)	15
Fruits, canned	5-6-7-8-9
Fruits, dried	5
Fruit Wax & Strings	45
Fruit Jars	45
Faucets	46
Fruit Jar Caps	47
Fruit Jar Rubbers	47
Gasolene	29
Gelatine	32
Ginger, Preserved	33

	COL.
Glue	42
Gum, Chewing	31
Ham	11
Herring	16
High Grade Smoking Tobacco	49
Honey	6
Hops	35
Horseradish	19
Ink	18
Insect Powder	15
Ironing Boards	46
Jams	7-8
Jars	42
Jellies	7-8
Lanterns	46
Lamp Burners	46
Lamp Chimneys	46
Lamp Wicks	46
Lantern Globes	46
Lard	12
Laundry Materials	25
Laundry Starch	29
Lard Oil	30
Lead Pencils	48
Lemon Squeezers	47
Lemon Sugar	35
Lime Juice	35
Linseed Oil	25
Liquid Bluing	26
Lobsters, canned	18
Lozenges	30
Lubricating Oil	30
Lye	26
Macaroni	24
Macherel (salt)	16
Mackerel, tins	17
Maple Sugar	4
Maple Syrup	4
Matches	43
Meals	21-22-23-24
Meats (canned)	13-14
Milk (condensed)	34
Mince Meat	8
Mixed Candy	30
Molasses	2-3
Mops and Handles	47
Mouse Traps	48
Mushes	21-22-23-24
Mushrooms	35
Mustard (dry)	15
Mustard (bulk)	10
Neatsfoot Oil	30
Nest Eggs	48
Nuts	8
Oil Cans	48
Oils	29
Olives	35
Olive Oil	35
Oysters	18

	COL.
Pails	47
Paints, Dry	30
Paper Bags	41
Paper, Shelf	47
Paper, Toilet	43
Paper, Wrapping	43
Paprika	19
Paraffine Candles	41
Pastes	24
Peanut Butter	35
Peas (canned)	10
Peels	35
Pens, Steel	48
Pencils	48
Pepper	19
Pepper Sauce	40
Pickles	37-38-39-40
Pigs' Feet	11
Pineapples (canned)	9
Plug Tobacco	50
Plum Pudding	36
Polish, Metal	44
Polish, Shoe	44
Polish, Stove	44
Pork and Beans	9
Pork, Barreled	11
Potato Mashers	48
Potted Fish	17
Preserves	7-8
Provisions	11
Prunes	5
Raisins	6
Relishes	39-40
Rice	24-25
Rolling Pins	48
Rope	42
Sago	24
Salad Oil	30
Salad Dressing	30
Saleratus	20
Salmon (salt)	16
Salmon (canned)	17
Salsoda	26
Salt	26
Sardines	18
Salt Fish	15
Salt Meats	11
Saratoga Chips	36
Sauces	39
Sauces (bulk)	39-40
Sauerkraut	41
Seeds	44
Steel Pens	48
Sheep Dip	44
Shelf Paper	47
Shell Fish	18
Shoe Dressing	44
Shoe Brushes	45
Shrimps	18
Smoked Fish	17

	COL.
Smoking Tobacco	49
Snuff	52
Soda and Saleratus	20
Soap, scouring	28
Soups	36
Spices	19-20
Spittoons	48
Spoons, Wood	48
Sprats	18
Starch	29
Stationery	48
Stick Candy	30
Stogies	50
Stove Polish	44
Sugar	2
Sugar, Maple	4
Syrup	3
Syrup, Extracts	4
Tacks	48
Tapers, Gas	48
Tapioca	24
Teas	1
Tobacco	49
Tobasc Sauce	40
Tobasco Sauce	40
Tomatoes	10
Tomato Catsup (bulk)	37-38
Tooth Picks	48
Traps	48
Truffles	30
Tubs	43
Turpentine	29
Twine	45
Twine Holders	48
Twist Tobacco	50
Vegetables (canned)	9
Vermicelli	24
Vinegar	37-38
Washboards	47
Washing Powder	28
Wax	45
Wax Strings	45
Whips	44
White Lead	30
Wicking	47
Willow Ware, etc	45
Window Screen	48
Wringers	47
Writing Paper	48
Wooden Ware, etc	45
Yeast Cakes	32

Department 1

COFFEE, CHICORY, ETC.

This Dept. is corrected by M. J. Brandenstein & Co.; A. Schilling & Co.; J. A. Folger & Co.

Green Coffee.

	In bags	In drums
Mocha, Gen. Arabian	28	25
No. 2	21	23
No. 3		
Mocha, Liverato	23	
" Aden	21	
Kona (Hawaiian)	12	16
Mexican	12	13
Java, Common	15	18
Java, brown pinction	20	25
Java, Mandheling	26	
" Kroe	17	
Caracol, prime w'shd	13	16
Caracol, ordinary	12	13
Guatemala Prime	16	
" Choice	14¼	
" Good	12½	
Costa Rica Prime	13	
" Choice(La G'nd)	13	
" Good	11¾	
Salvador Washed	13	
" Unwashed	11½	
Caracola Guatemala	15	
" Salvador	13½	

Roast Coffee.

Salvador	15
Java	24
Mocha Aden	27
Prime w'shd. C A blends	19
Good C. A. Blends	18
Ordinary Blends	12
Java Fancy Mndhelings	33¾
" Kroe	25¾
Mocha Liverato	31¼
" J. S.	25¼
Java & Mocha Fancy	27¼
" No. 2	25½
Guatemala No. 1	19
" No. 2	16¾
Costa Rica No. 1	17¾
" No. 2	17
" No. 3	16½
Kona Fancy	20¼
" No. 1	19¾

Private Brands.

Hills Bros. Arabian Roast	25
Arbuckle's 100-lb.	17.87½

"M. J. B."

"M.J.B." 60 1's in case	.25
"M.J.B." 30 2's in case	.25
"M.J.B." 24 5's in case	.25

Schilling's Best Coffee.

In 1-lb cartons in 25, 50 or 100-lb cases. Can be assorted as required.

5-star	.36¼	1-star	.18¾
4-star	.29¼	0-star	.23¾
3-star	.25¾		

Folger's Golden Gate Coffee

100 or 60, 1-lb tins	
50 or 30 2-lb tins	
30 or 20 3-lb tins	
20 or 12, 5-lb tins	

Never sold in bulk

Chicory.

California	
Belgian No. 2	
Belgian No. 1	

Coffee Extracts.

Bulk, per lb	
Vienna, ¼s, 10-lb box	
Vienna, ½s, 10-lb box	
Arbuckle's, ½-gross box	
Gross	

1

Department 2

This Dept is corrected by **M. J. Brandenstein & Co., A. Schilling & Co., J. A. Folger & Co.**

Japan.

TEAS.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	.56	71
Fancy	.44	55
Choicest	.39	43
Choice	.34	38
Fine	.24	33
Fair	.22	24

Green China

(Gunpowder Imperial or Young Hyson)

Extra Fancy	.56	76
Fancy	.38	46
Choicest	.35	37
Extra Choice	.32	34
Fine	.25	31
Fair	.20	25

English Breakfast.

Extra Fancy	.67	80
Fancy	.51	66
Choicest	.35	50
Choice	.24	30
Fine	.20	22
Fair	.15	20

Oolong.

Extra Fancy	.58	$1 50
Fancy	.50	57
Choicest	.36	48
Extra Choice	.33	35
Fine	.27	32
Fair	.22	26

Ceylon and India.

Broken Orange Pekoe	.36	65
Broken Pekoe	.33	56
Orange Pekoe	.31	53
Pekoe	.27	46
Pekoe Souchong	.24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz, Cartoons. Never in bulk)

Japan, per lb	$0.45
do. 1 crown	.90
do. 2 crown	1.80
English Breakfast	.45
do. 1 crown	.90
do. 2 crown	1.80
Ceylon	.45
do. 1 crown	.90
do. 2 crown	1.80
Oolong	.45
do. 1 crown	.90
do. 2 crown	1.80

TREE TEA.

(Full weights only)

Packed in 1 lb. and ½ lb. cartons.

Japan .....37½ E. B Congou..37½
Oolong ....50 Gunpowder ..45
Ceylon .....37½ Or'ntal Blnd..37½

Folger's Golden Gate Tea.

	8 oz.	4 oz.	2 oz.	1 oz.	½ oz.
Japan	43	42	41½	41	41
English Breakfast	43	42	41½	41	41
Ceylon	46	45	44½	44	44
Oolong	48	47	46½	46	46
Gunpowder	46	45	44½	44	44
Black and Green	43	42	41½	41	41

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Department 3.

This Dept. is corrected by **Sussman, Wormser & Co., J. H. Newbauer & Co.**

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c; half barrels, 25c; boxes, 50c; 50-lb. bags, 10c.

Fruit Granulated	5.15
Dry Granulated, 100-lb sack	5.45
Beet Granulated	5.35
Confectioners' A	5.45
Cube	5.70
Crushed	5.60
Candy Granulated	5.55
Magnolia A	5.05
Extra C	4.95
Golden C	4.85
"D" Sugar	4.75
H. & E. Crystal Dominos	8.85
Bar, Barrels	6.95

California & Hawaiian Sugar Refining Co. Additional per 100 lbs: In bbls. and 50-lb bags, 10c more; half bbls. 25c more; boxes 50c more; for all grades:

Granulated Basis	5.15
Powdered	5.55
(A) Crushed	5.70
Berry	5.50
Extra Fine Granulated	5.45

3

Coarse Dry Granulated	5.45
Confectioners' (A)	5.45
Confectioners' Crystal	5.55
Cubes	5.70
Bricks	5.70
Beet Gran., 100-lb bags only	5.35
Excelsior (A)	5.05
Extra (B)	4.95
Golden (C)	4.85
Yellow (D)	4.75

C. and H. "Higrade" Bar.

In 100-lb sacks	$5.55
30-lb. boxes	6.05
10-lb. tins, 10 in case	7.90
25-lb. tins	7.25
40-lb. tins	7.25
Barrels	5.65
Half barrels	5.80

Long's Peerless XXXXXX

Do. bbls	6.95
Do. ½ bbls	7.20
Do. 4-lb. tins, cases	8.50
Do. 25-lb. tins, 10 in case	8.40
Do. 10-lb. tins, 10 in case	9.05
Do. 8-lb. tins, 8 in case	9.05
Do. 30-lb. boxes	7.70

For Bakers' and Confections' Use.

Barrels	$6.25
Half bbls	6.50
Boxes, 30 lbs. each	7.10

MAPLE SYRUP.

"Old Manse."

Gal. tins, ½ dz to case, dz	$14.00
½ Gal tins, 1 dz to case, dz	7.50
Quart tins, 2 dz to case, dz	4.25
Pint tins, 4 dz to case, dz	2.50
Jacket Cans, bulk, per gal	1.00
Glass Qts. 1 dz to case, dz	4.50
Glass Pts. 2 dz to case, dz	2.75

4

Log Cabin Maple Syrup.

Gallons, per doz	$15
Cans	
Half-gals. per doz	8
Quarts, per doz	4
Pints, per doz	2
Bottles	
Quarts, per doz	4
Pints, per doz	3
Jackets, per gal	1.1

Log Cabin Pen-O-Che Syrup.

Cans	
Gallons, per doz	$12.0
Half-Gals., per doz	6.5
Quarts, per doz	3.5
Pints, per doz	2.2
Bottles	
Quarts, per doz	4.0
Pints, per doz	2.5
Jackets, per gal	.8

MAPLE SUGAR.

Toboggan Brand Maple Sugar.

30 1-lb blocks (cases)	$5.00
60 ½-lb blocks (cases)	4.80

Maltese Cross Brand Maple Sugar.

Ass't'd ½s, 1s, 2s, per case	$3 00
Scalloped Cakes, 100 to case	2.85

Syrup Extracts.



2 oz.	doz.. 3.00	16 oz.	doz..18 00
4 oz.	doz.. 5.25	32 oz.	doz..36 00
8 oz.	doz.. 9.75	Gals.	each..11 00

Crescent Oil of Mapleine.

1-oz.,	doz... 2.70	2-oz.,	doz .. 4.75
8-oz.,	.....15.00	4-oz.,	doz .. 8.25
16 oz.	doz..27.00	32 oz.	doz..43 00
Gals.	each..15.00		

Hardesty's Maple Extract.

1 oz.	doz...$1.10	2 oz.	doz.. 1.65

MOLASSES.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS 5 G	6 G	4½ G	CASES 10 G	20 ½ G	40 ¼ G
Fancy Open Kettle									
Pickaninny	.52	.54	.57	2.98	2.72	2.42	6.90	7.60	5.28
Belmont Plantation	.47	.49	.52	2.73	2.50	2.22	6.40	7.10	4.98
St. Clair Plantation	.41	.43	.46	2.43	2.22	1.98	5.80	6.50	4.62
Centrifugal									
Oak Grove	.37	.39	.42	2.23	2.05	1.82	5.40	6.10	4.38
St. Mary's									
Baking Molasses	.32	.34	.37	1.98	1.82	1.62	4.90	5.60	4.08
Hawaiian Island, Genuine.	.19	.21	.24	1.33	1.24	1.10			
Cane									
Black Strap	.17	.19	.22	1.23	1.15	1.06			

TABLE SYRUPS.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS 5 G	6 G	4½ G	4 G	3 G	KITTS 2 G	1 G	CASES 2 G	1¾ G	1½ G	20 1-G	20 ½G
Saratoga Drips, made from pure granulated sugar, packed: 12-1's, $6.28	.52	.54	.57	2.98	2.97	2.42	1.86		1.28	.72	1.34	1.21	1.08	6.90	7.60
High Grade Sugar Syrups. (Pure White)															
White Sugar Drips	.47	.49	.52	2.73	2.50	2.22	1.71		1.18	.67	1.24	1.12	1.01	6.40	7.10
(Delicious Flavor)															
Perfecto	.41	.46	.49	2.58	2.36	2.10	1.62		1.12	1.10	1-gal. Jackets, crtd				
Sugar Syrups											per Case, $6 40				
New Butter Scotch	.45	.47	.50	2.63	2.41	2.14	1.65		1.14	.65	1.20	1.09	.98	6.20	6.90
Victor	.40	.42	.45	2.38	2.18	1.94	1.50		1.04	.60	1.10	1.01	.90	5.70	6.40
Golden Gate	.38	.40	.43	2.28	2.09	1.86	1.44		1.00	.58	1.06	.97	.87	5.50	6.20
Cooking Syrups															
Carnation Drips	.34	.36	.39	2.08	1.91	1.76	1.32		.92	.54	.98	.90	.81	5.10	5.80
Golden Drips	.25	.27	.30	1.63	1.51	1.34	1.05		.74	.45	.80	.73	.68	4.20	4.90
Special Table Syrup											CASES				
Heliotrope	.55	.40	.43	2.28	2.09	1.86	1.44		1.00	.58	**Round Friction Top Pails**				
											6 10-lb Tins, per case				$3 18
											24 3-lb Tins, per case				3 84
											12 5-lb tins, per cse				3 48

MAPLE SYRUPS.

	Bbl 54 G	½ bbl. 34 G	¼ bbl 17 G	JACKETS. 5 G	6 G	4½ G	4 G	10 1 G	CASES 20 ½ G	24 ¼ G
Woodlawn, made from pure maple sap in the groves at Beance, Canada, and 1's also packed: Cases: 12-1's, $13.44; 6-1's, $6.72; 12-½'s, $7.14; 24-¼'s, $8.16; 24-⅛'s, $5.40. Bottles: 12 qts. $4.60; 24 pts. $4.90.	.95	.97	1.00	5.13	4.66	4.14	11.20	11.20	8.10	
Deer Lodge										
New England	.80	.81	.90	4.63	4.21	3.74	10.20	10.90	7.35	
Canada Sap	.77	.79	.82	4.23	3.86	3.43	9.40	10.30	7.02	
	.67	.69	.72	3.73	3.41	3.07				

Department 4.

DRIED FRUITS, NUTS AND HONEY.

This Dept. is corrected by Guggenhime & Co., Tillmann & Bendel.

(Add ¼c for 50-lb. boxes and ½c for 25-lb boxes).

Apples.

Sundried, sacks 7
Evap. Fancy, 50-lb boxes.... 9
Evap. ex. choice, 50-lb box.. 8½
Evap. choice, 50-lb box..... 8

Apricots.

	1907 Crop
Choice Sacks	22
Fancy Sacks	23
Fancy, 25-lb. boxes	25

Blackberries.

In boxes, per lb.....none

Cherries.

Pitted, in boxes, per lb.....35
Unpitted, in boxes, per lb.12½

Currants.

In bbls 09½
Repacked, in bbls.....10½
Repacked, 25-lb boxes.....11¼
Repacked, 50-lb boxes.....11
Repacked, 1-lb cartons.....11¾
Repacked, 12-oz cartons..... 10¾

Dates.

Hard, 14-lb, per lb.....11
Persian, 65-lb case.....07

FIGS (California)

Black, sacks 04½
Black, 25-lb boxes, per box..1.25
White, bags 04½
White, 10 1-lb. brks., per box 65 90
White, 50-½s 2.00

FIGS (Imp. Smyrna.)

box 90
Choice, 5-lb. bx., per lb....16

Nectarines.

	1907 Crop
White	16
Red	16

Peaches.

Choice, sks. 11 Fancy, sks..12½
Ex Ch'ce, sks11½ [illegible]

Pears.

Choice, ½s, in sacks.....16½
Ex choice, ½s, in sacks.....10
Fancy, ½s, in sacks.....13

Plums.

Unpitted ... Pitted, black.11
Pitted, blchd11½ 100s-110s ..

Prunes.

	Sks.	bx. 25-lb.
30-40s	8¾	9¼
40-50s	7¼	7½
50-60s	6	6½
60-70s	5½	6
80-90s	5	5½
90-100s	4¼	5

in cases of 125-lb tins..... 7 ..
in cases of 12 5-lb tins..... ..

Raisins.

	Box	½s	¼s 50lb.
6 Cr. Layers..	3.50	2.75	....
5 Cr. Layers..	3.00	3.25	3.50 ....
4 Cr. Layers			1.90
3 Cr. Layers			2.00
2 Cr. Layers			2.25
4 Cr. Loose			.10½
3 Cr. Loose			.10
2 Cr. Loose			.09½

Fancy Clusters, 1-lb cart per doz .....
Fancy Clusters, 5-lb cart per case .....
Unbichd Sultanas, 50-lb.... 8
Thompson's bleached Sult. seedless, 50-lb 11
Bleached Sult., sdlss..... 9
Seedless Muscatels, 50-lb cases 7¾

R. R., 36 1bs 10½
Blue Bell, 60 1s (seeded)....10½
Seeded, 12 oz cartons 10½
Seeded, 12 oz cart..... 9
Seeded, bulk, lb..... 11

1907 Crop F. O. B.

Clusters and Layers 20-lb bxs
Imperial, clusters, 6 c. 2 00 2 50
Dehesa, clusters, 6 c . 2 50 2 75
Fancy clusters, 4 c.... 2 00 2 25
London Layers, 3 c..... .... 1.60
London Layers, 2 c..... .... 1 50

Seeded Per pkg.
Fancy, No. 16, 36 to cs. 8¾ . 9
Fancy, No. 12, 45 to cs. 7 7¼
Choice, No. 16, 36 to cs. 8⅛ 8½
Choice, No. 12, 45 to cs. 6⅝ 6¾
25-lb bxs
Fancy bulk, per lb.... 8½ 8¾
Choice bulk, per lb.... 8⅛ 8¼

Loose Muscatels 50-lb bxs
Standard, 4 c..... ... 7½
" 3 c..7..... 7 .¾
" 2 c..... 6¼ 6½
Seedless 6¾

Seedless Sultanas
Unbleached 6¾ 7
Bleached, standard 8
" choice 8½
" ex choice... ... 9

Thompson Seedless
Unbleached 7 7¼
Bleached, standard ....
" choice 9½
" fancy 10
" ex fancy 10½

NUTS.

Almonds, Fancy, I. X. L.....18
Almonds, choice soft shell Drake 16
Almonds, shelled, No. 1.....45
Almonds, shelled, No. 2.....35
Almonds, shelled, Jordan Imported .....
Almonds, Jordan, Dom....
Brazils, 160-lb sacks.....13
Chestnuts, Italian 30
Cocoanuts, per 100 ..... 4 50 5 00
Filberts, 175-lb sack 14
Peanuts, California 06
Peanuts, Japanese 05
Peanuts, Eastern hnd picked . 6 6½
Peanuts, roasted 5 5
Pecan, polished 15 18
Pine .....
Walnuts, soft shell, bleached.16½

HONEY.

Pure white sage, 2 5-gal tins, per lb 8
Light Amber, 2 5-gal tins .... per lb 7½

White Clover (stained)
5-gal. tin, per lb..... 07½
2 dz 2-lb jars, per case.... 8.00
2 dz 1-lb jars, per case.... 4.25
24-qt. cans, per case..... 7.00
12 ½-gal. cans..... 6 60
6 1-gal. cans..... 6 00

Glass.

	Per Doz
Tumbler, 8 oz., 4 doz in case	1.25
Oval pints, 4 doz in case....	1.25
1-lb glass jars, 2 doz in case	2.25
2-lb glass jars (with comb .	2.90

COMB

Water White, 24 1-lb frames..16
Light Amber, 24 1-lb frames..14
Water White, 24 1-lb frames..15

BEESWAX.

Pure 30-31

Standard Jams.

Tumblers, 4 doz to case, doz. .95
Tumblers, 2 doz to case, doz. 1.10
30-lb kits, per kit..... 2.30

Standard Jelly.

Tumblers, 4 doz to case, doz. .90
Tumblers, 2 doz to case, doz. 1 05
30-lb Kitts, per Kitt... 1 10
15-lb Kitts, per Kitt..... 75

DEPARTMENT 7.

N. B.—All these prices are on "futures" and only a small portion are now ready for delivery. Prices should be figured on a basis of 5 per cent above those quoted hereinbelow.

This Dept. is corrected by **Haas Bros.; Wellman, Peck & Co.**

Canned Fruits

No. 3 Extras	No. 2½ Special	No. 2½ Extras	No. 2½ Ex. Standards	No. 2½ Standards	No. 2½ Seconds	No. 2½ Water	No. 2½ Pie	VARIETY	No. 5 Ex. No. 2 Grade	No. 5 Ex. No. 2½ Grade	No. 5 Ex. Standard	No. 5 Standard	No. 5 Water	No. 5 Pie
2 00	1 85	1 70	1 40	1 30	1 20	1 10	1 10	Apples		4 50	4 25	3 75	3 00	2 85
3 00	2 75	2 50	2 10	1 80	1 50	1 40	1 25	Apricots	8 00	7 00	6 50	6 00	5 25	5 00
3 50	3 25	2 80	2 60	.....	.....	.....	.....	" peeled	9 50	8 50	8 00	.....	.....	.....
3 50	3 25	2 80	2 60	.....	.....	.....	.....	" sliced	9 50	8 50	8 00	.....	.....	.....
.....	.....	.....	.....	.....	.....	.....	.....	Assorted	.....	.....	.....	.....	.....	.....
2 25	2 00	1 75	1 60	1 50	1 40	1 30	1 30	Blackberries	.....	.....	5 00	4 75	4 25	4 25
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (Royal Anne)	10 00	9 00	8 00	7 00	5 00	4 50
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (White)	10 00	9 00	8 00	7 00	5 00	4 50
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (Black)	10 00	9 00	8 00	7 00	5 00	4 50
2 00	1 75	1 60	1 35	1 25	1 10	1 05	1 05	Grapes (White Muscat)	.....	.....	3 75	3 50	3 00	3 00
2 50	2 25	2 00	1 80	1 65	1 45	1 30	1 10 unp 1 20 pld	Peaches (Yelolw Free)	7 00	6 00	5 50	5 00	4 25	4 00 pld 3 25 unp
3 00	2 60	2 40	2 15	1 85	1 65	1 40	1 10 unp 1 25 pld	Peaches (Lemon Cling)	8 00	7 50	6 50	6 00	4 50	4 25 pld 3 50 unp
3 00	2 60	2 40	2 15	1 85	.....	.....	.....	Peaches (Lemon Cling Sliced)	8 00	7 50	6 50	6 00	4 50	.....
3 00	2 60	2 40	2 15	1 85	1 65	1 40	1 10 upd 1 25 pld	Peaches (White Heath)	8 00	7 50	6 50	6 00	4 50	.....
3 00	2 60	2 40	2 15	1 85	.....	.....	.....	Peaches (White Heath Sliced)	.....	.....	.....	.....	.....	.....
3 00	2 60	2 40	2 15	1 80	1 65	1 40	1 05 unp 1 20 pld	Pears (Bartlett)	8 00	7 50	6 50	5 50	4 50	3 75 pld 3 25 unp
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Green Gage)	5 50	4 50	4 00	3 75	3 25	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Egg)	5 50	4 50	4 00	3 75	3 25	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Gold Drop)	5 50	4 50	4 00	3 75	3 25	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Damson)	5 50	4 50	4 00	3 75	3 25	3 00
3 25	3 00	2 75	2 50	2 35	2 25	.....	.....	Raspberries	.....	.....	.....	.....	.....	.....
3 25	2 75	2 60	2 50	2 25	2 15	.....	.....	Strawberries	.....	.....	.....	.....	.....	.....

No. 1 Tall Cans sliced L. C. Peaches, Ex. $1.35; Ex. Standard, $1.25.

If shipped 6 cans to the case, figure Gals. —10c per dozen higher.

All No. 3, No. 2 and No. 2½ cans, 2 doz en in a case; No. 1 cans 4 dozen in a case; galoln cans, 1 dozeu in a case.

Swift's Premium Ham

The superior Quality of Swift's Premium Ham is due to the careful selection, scientific pickling and careful smoking. They please customers. Every Ham U. S. Inspected and Passed.

Swift & Company, U. S. A.



Department 5.

This Dept. is corrected by Wellman, Peck & Co.; Haas Bros.

JELLIES, JAMS AND PRESERVES.

	Griffen 16-oz. Jars		Cutting 16-oz. Jars		Rose No. 2 Tins.		Rose Picnic Tins		Tumeler Jelly 4-doz. Case
	Preserves	Jam Pure	Jam Pure	Jelly Blended	Jam Pure	Jelly Blended	Jelly Pure	Jelly Blended	Jelly Blended
Apple		2 35		2 00		1 60		92½	90
Apricot	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Apricot Marmalade	2 35				1 85				
Blackberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Currant	2 35	2 35		2 00		1 60	97½	92½	90
Fig	2 35		2 00		1 85		97½		
Gooseberry		2 35		2 00		1 60		92½	90
Lemon		2 35		2 00		1 60		92½	90
Loganberry	2 35	2 35	2 00	2 00	1 85	1 60	97½		90
Orange	2 35	2 35		2 00	1 85	1 60	97½	92½	90
Orange Marmalade	2 35		2 00		1 85		97½		
Peach	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Damson	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Green Gage	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Quince	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Raspberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Strawberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Assorted Regular	2 35		2 00	2 00	1 85	1 60	97½	92½	90
Assorted Berries	2 35		2 00	2 00	1 85	1 60	97½	92½	90

PINE APPLES

	Per Doz
Johnson's Columbia	
2's sliced, 2 doz. in case	2 30
2's grated, 2 doz. in case	2 30
1's sliced, 4 doz. in case	1 15
1's grated, 4 doz. in case	1 15
Gal. coreless, 4½ lb to tin, ½ doz. in case, per lb	16
Gal., grated, 7lb to tins, ½ doz. in case, per lb	16
2's sliced, Baltimore, 2 doz case	2 25
1's cocktail, Baltimore ovals, 4 doz. case	1 25
Hawaiian.	
Extra sliced, 2 doz, 2½	2.50
" " 4 doz, 1s	none
" grated, 2 doz, 2s	2.25
" " 4 doz, 1s	1.40
	Per doz
Standard, sliced, 2½s, 2 doz	2.00
" " 2s, 4 doz	none
" " 1s, 4 doz	1.35
Chunks, 2s	2.25
Whole, 2½s, 2 doz	2.00
Grated, 2s, 2 doz	1.75
" 1s, 4 doz	1.25
" gals, ½ doz	6.25
Singapore.	
2 lb sliced	1.75 22-oz., doz. 48.00
1-lb sliced	.95 2½ whole 2.25

Department 7.

This Dept. is corrected by Sussman, Wormser & Co., Wellman, Peck & Co.

CANNED VEGETABLES

Asparagus.

Mammoth	5.50
Large White	5.00
Medium White	4.75
White Tips	4.50

Beans

Stringless Extras	
Blue Lake, none	
Blue Lake, gal., none	
String, 2 lb, Standard	1.25
String, gal, Standard	4.50
Lima, soaked	1.00

Baked Beans

Fancy Eastern	$
1-lb Tall tins	50
2-lb Tall Tins	80
2½-lb Tall tins	1 00
3-lb Tall tins	1 10

Corn

2s Maine, per doz	$1.35
Gallon, cut, Maine, per doz	none
Gallon, cob, Maine, per doz	5.50
Iowa, per doz	.90
5 case lots, Iowa	.85

Succotash.

Standard Maine	1.35

Peas

Petit Pois	2.00
2s Extra Fine Sifted	1.75
Standards	1.35
2s, Soaks	.90

Tomatoes

3s, Solid Pack	1.40
3s with peppers	1.45
2½s, Solid Pack	1.25
2½'s, Solid Pack with peppers	1.35
2½s, Standard	1.15
Gallon, Standard	3.25
Gallon, Solid Pack	4.00
Gallon Puree	3.25

Miscellaneous

Artichoke 2½s	$
Carrots, 2s	1.
Cabbage, 2s	1.1
Turnips ,gal	4.00
Spinach, 2s	1.35
Spinach, gal	4 00
Beets, 2s	1.05
Hominy, Great Western, 3s	1.15
Pumpkin and Squash, gal	2.50

Department 8.

PROVISIONS.

HAMS.

Eastern Standard, 17-18	.17
" " 15-16	.17
" " 12-14	.17¼
Picnic Hams	.10½

Boiled Hams

Skin on	.24½
Skin on	.25½

Breakfast Bacon

Eastern Standard, 6-8	.22
" " 8-10	.20
" " 10-12	.19

English Cured Bacon

Eastern Cure, 8-10	.18
Eastern Cure, 8-10	.18½

Dry Salt Bacon

Clear Medium Bacon	.1
Clear Light Medium	.1
Light Belly	.1
Extra Light Belly	.1
Bacon Backs	.1
Bacon Bellies	.1

Dry Salt Meats

Sides	.1
Bellies	.1
Backs	.1
Fat Backs	No.

Barreled Pork

	Bbls.	½-bbl
Spare Ribs	$	
Family Pork	21.50	11.
Clear Pork	24.00	12.
Big Pork	26.50	13.

Barreled Beef

Mess Beef	10.00	5.5
Family Beef	10.50	5.7
Ex. Family Beef	11.00	6.0
Beef Tongues	23.00	12.0

Pigs Feet

Tierces, about 300 lb	$18.0
Barrels, about 200 lbs	13.5
½ bbls, about 80 lbs	5.5
Kegs, about 25 lbs	2.5
Kits, about 15 lbs	1.2

Pure Leaf Lard

Tierces, about 350 lbs net	12
½ bbls, about 100 lbs	12¼
80-lb Wood Tub, 80-lbs, net	12¼
60-lb Wood Tub, 60 lbs, net	12¼
20-lb Wood Tubs	12¾
50-lb Cans, one to a case	12¾
20-lb Cans, 4 to case	12¾
10-lb Cans, 6 to a case	12¾
5-lb Cans, 6 to a case	12¾
3-lb Cans, 20 to a case	13

Golden Gate Lard.

Tierces, about 370 lb net	12
½ bbls, about 150 lb net	12¼
50-lb cans, 2 to case	12¼
20-lb cans, 4 to case	12½
10-lb lb cans, 6 to case	12¾
5-lb cans, 12 to case	12¾
3-lb cans, 20 to case	13
20-lb wood bkts	12¾
60-lb tubs	12¾
80-lb tubs	12¾

Compound Lard

Tierces, about 360 lbs, net	09¾
50-lb Cans, 1 to a case	10
10-lb Cans, 6 to a case	10½
5-lb Cans, 12 to a case	10¾
3-lb Cans, 20 to a case	10¾

13

"Arrow" Compound.

Tierces, about 370 lb net	9¼
60-lb tins, 2 to case	10¼
½ bbls, about 150 lb net	10¼
50-lb tins, 1 to case	10½
20-lb tins, 4 to case	10½
10-lb tins, 6 to case	10¾
5-lb tins, 12 to case	11
3-lb tins, 20 to case	11
20-lb wood bkts, 20 lb net	10⅜
60-lb wood bkts, 60 lb net	10⅛
80-lb wood bkts, 80 lb net	10⅛

Snefene.

50-lb Cans	None

Beechnut Packing Co.

Beechnut Sliced Bacon and Beef in Glass.



14

1 doz No. 1 Jars.....$3.25
Erie Brand Chipped Beef in Glass, 1 doz No. 1 Jars.... 2.60
5 case lots, less 5 per cent.

Department 10.
FISH AND CHEESE.

This Dept. is corrected by

Wieland Bros.; Roethlisberger & Grassoff.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case	$18.50
½-lb cans, 2 doz in case	10.00
¼-lb cans, 5 doz in case	5.20
⅛-lb cans, 6 doz in case	2.70
White Label Brand	none

CHEESE

Foreign and Domestic.

	now
New York State Factory	
Cheddars June make	18
Twins, June make	18
October make, Cheddadr's	19½
October make, Twins	19½
Cal. State factory flats	15½-16
Cal. State fctry, Young Am.	17-18
Jack or Monterey	16-17
Brick Cream	18-19
Limburger, Eastern, lb	17-18
Swiss, Imported, lb	30
Domestic Twins, new	22½-23
Requefort, lb	42
Gouda, per lb	27
Sap Sago	22½

Department 9.
CANNED MEATS.

This Dept. is corrected by **Cudahy & Co.**

ALL PRICES ARE PER DOZEN

	No. ½ Tins 4 doz in case	No. ½ Tins, 2 doz in case	No. 1 Tins, 2 doz in case	No. 2 Tins, 1 or 2 doz in case	No. 6 Tins, 1 doz in case	No. 14 Tins, ½ doz in case	No. 1 Tins, 1 doz in case
Corned Beef			1 25	2 25	7 50	16 75	
Roast Beef			1 25	2 25	7 50		
Roast Mutton			1 55	2 60			
Bricket Beef				75			
Boiled Beef			1 25	2 25	7 50		
Chipped Beef (in tins)		1 25	2 10		20 00		
Sliced Beef (in glass)		1 40	2 40				2 40
Sliced Beef (in tins)		1 35	2 35		22 00		
Sliced Beef (in glass)		1 50	2 50				2 50
Chip Beef (in Tins)		1 85					
Brawn			1 25	2 25			
Pigs' Feet			1 40	2 60			
Corned Pork			1 25	2 25			
Lunch Tongue		1 65	2 75				
Sheep Tongue		1 45	2 35				
Lambs' Tongue		1 45	2 35			No. 1½	
Luncheon Tongue						5 50	
Sliced Bacon (in tins)							2 50
Sliced Bacon (in glass)		1 55					2 35
Deviled Ham (Geinuine)	85	1 50					
Potted Ham (Genuine)	85	1 50					
Potted Tongue (Genuine)	85	1 50					
Potted Meat (Ham Flavor)	40	75			No. 3		
Deviled Meat (Ham Flavor)	40	75			Tins		
Potted Meat (Tongue Flavor)	40	75			1 or 2		
Boneless Chicken		2 60			Dz. in		
Veal Loaf					Case		
Sandwich Loaf		95	1 80		1 80		
Picnic Loaf		95	1 80		1 80		
Chili Con Carne	No. ¾	95	1 80		1 80		
Beafsteak and Onions	95	80	1 30				
Hamburger Steak		90	1 65				
Frankfurter Bratwurst		90	1 65				
Minced Collops			1 80				
Tripe				2 20			
Sweetbreads				1 65			
Vienna Sausage			2 50				
Pork Sausage		85	1 35				
Oxford Sausage			2 35				
Bologna Sausage			2 10				
Sausage and Kraut			1 10				
Stewed Kidneys				2 35			
Corned-Beef Hash		90	1 55				
Lunch Sausage		85					
German Lunch Sausage		1 00					
Ox Marrow				2 00			
		No. 1½	No. 2	No. 2½	No. 3	No. 6	
Ox Tongue (whole)		6 25	7 50	9 25	11 25	20 50	
Chorizos							No. 5 10 00

15

Pineapples, Eastn, 6 in cs, crt	3 50
Pineapples, Eastn, 6 in cs, sml	2 35
Holalud, Edam, med plain, dz	9 50
Holland, Edam, medium in bladders, per doz	9 50 10 00
P'ffr'd Edam, small per case of 12	34-35 pds 9.00
P'ffr'd Edam, med	38-40 f 9.75
Do Edam, large	44-45 10.50

Fancy

Camembert, Brie, Roquefort and Gorgonzola, Jars	none
Parmesan C & B, sml bot doz	3 00
Parmesan C & B, lge bot, doz	5 00

Bayle's

Small ½-lb 1-lb. 2½-lb 5-lb

Deviled Cheese:
$1.00, $2.25, $4.00, $5.00, $9.00

After Dinner Cheese:
$1.00, $2.40, $4.00, $4.50, $7.50

Roquefort Cheese:
$1.00 ,$2.40, $4.00 ,$4.50, $7.50

MacLaren Imperial Cheese Co., Ltd

Imperial Cheese—

Club size, 2 doz jars, doz	$1.25
No. 1, size, 1 doz jars, doz	2.80
No. 2 size, ½ doz jars, doz	5.75
No. 3 size, ½ doz jars, doz	10.50
Individuals, 5 doz jars, doz	.85

Roquefort Cheese—

Small size, 2 doz jars, doz	1 75
Large size, 1 doz jars, doz	3 75
Individuals, 5 doz jars, doz	.85

SALT FISH

Pacific Codfish

Bundles, per lb	4½
Case, selected, per lb	5½
Boneless, 30-lb boxes, lb	6
Boneless, 40-lb boxes, lb	5½
Boneless Stripes, per lb	6
Boneless Blocks, per lb	7
Boneless Tablets, per lb	8½
Boneless Middles, per lb	7½
Boneless Middles, extra, per lb	10½

Eastern Codfish

Gen. Georges, 8 fish to cs	$11.00
Gen. Georges, 12 fish to cs	10.00
Geo. Cur. Cod, case	9.50
Geo. Cur. Cod ,10 fish to cs	8.00
Gen. Geo. Middles, 60 fish	15
Gen. Geo. Tablets, 36 fish	11½
Gen. Geo. Blocks, 40 fish	11½

Shredded Codfish

Beardsley's shredded, 2 doz. in case	1.00

Norwegian Mackerel

Bloater, 120-130 fish	55.00
Bloater, ½ bbl., 60-65 fish	28.50
No. 1, 150-160 fish	15 00
No. 1, 75-80 fish	23.50
No. 2, 220-240 fish	37 00
No. 2, 110-120 fish	19.50
No. 3, 300-350 fish	8 00
No. 3, 150-175 fish	15 00
No. 4, 400-440 fish, bbl	25 00
No. 4, 200-220 fish	13 50

Irish Mackerel

No. 1, 200-220 fish	none
No. 1, 80-90 fish	none
No. 2, 325-350 fish	none
No. 2, 130-140 fish	none
No. 2, 475-500 fish	none
No. 2, 180-190 fish	none
No. 1, 10-lb kits 15-16	
No. 2, 20-22 fish	1 30

American Bloaters

Shore Bloaters, 110-120 fish none

16

Shore Bloaters, 140-150 fish	none
Extra No. 1, 120-130 fish	none
Extra No. 1, 50-60 fish	none
No. 1, 140-150 fish	none
No. 1, 60-65 fish	none
No. 2, 130-140 fish	none
No. 2, 55-60 fish	11 00
No. 2, 140-150 fish	none
No. 2, 60-65 fish	none
No. 2, 160-180 fish	none
No. 2, 70-80 fish	none
No. 2, 180-200 fish	none
No. 2, 80-90 fish	none

In Kits

Extra Mess, 7 to 8 fish each	$1 00
No. 1, kits, 8-9 fish or 16-17 fish	1 40
No. 2, kits, 8-9 or 20-22 fish	1 30

Salmon

King, bbls	none
Oregon Silversides, bbls	12 00
Alaska Red, bbls	13 00
Alaska Red, ½-bbls, 100 lbs	7 00
Alaska Red, kits	1 00
Bellies, bbls	13 00 15 00
Tongues and Sounds, kits 10-lb	1 40
Tongues and Sounds, ½ bbls, 50 lb	11 00

New Herring, Pack 1906

Holland.

Ex Sletd Mixed, bbls	
" " " ½ bbls	
" " " Keg	
Cheaper grade, mixed, bbl	
" " " ½ bbl	
" " " Keg	
Ex Selected, Matjes, bbl	7 00
" " " ½ bbl	4 00
" " " Keg	1 00
Cheaper, Matjes, bbl	6 00
" " " ½ bbl	3 00
" " " Keg	1 00
Labrador, round, 150 lbs	7
Labrador Split, per lb	
Pacific, ½-bbl	4 00

Smoked Fish

Neptune, Brand, 100s	1
Neptune, Brand 50s	
Sandy Brand 50s	
Bloaters, Grim., 100 box	3
Bloaters, Grim, 50 in box	1
Bloaters, Crescent	
Yarmouth, 100 in box	
Halibut, chunks	
Herring, boxes, Digbys	
Herring, boxes, Wolfville	
Herrings, Nepteune, boneless boxes of 10s, net	
Moir's Selected Red Herrings, 100's	1 00
Moir's Selected Red Herrings, 50's	
Salmon, per lb	10 20

Beardsley's

Herring	
Herring	
Herring, boneless tumblers, 2 doz in case	1 00
Salmon Halibut, 50 lb pail	
per lb	15

Potted Fish.

Potted Crab	1
Kipper Paste	
Anchovy Bloater Paste	1
Ditto, fancy tins	1
Yarmouth Bloater Paste	

WIELAND BROS.

309-311 DAVIS STREET, SAN FRANCISCO

Importers and Commission Merchants

SPECIALTIES—Imported and Domestic [illegible] Brick Cheese, Edam, Roquefort et al., Mackerel, Herring, Olive Oil, Spanish and California Queen, [illegible] Sausages and other delicacies.

SOLE AGENTS for Steger Cheese, Gerhard Pfannkuch Co.'s Camembert Cheese, Kronen and Neuf [illegible] Cheese.

17

Ditto, fancy pots.... .. 4.75
Kippered Herrings 1.90
Kippered Herrings, Meirs. 1.90

Department 11.

CANNED FISH.

This Dept. is corrected by **Sussman, Wormser & Co.; Tillmann & Bendel.**

	Doz.
Anchovies, in oil, 2 doz ½ pts., in glass, doz.....	5.00
Anchovies, 2 doz. ¼ pts. dz.	3.00
Bloaters, Yarmouth C. & B. doz.....	4.50
Codfish Balls, 2-lb tins per. doz.....	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.35
Eels, smoked, 1-lb. per dz..	2.85
Finnan Haddies, 2-lb ovl.	2.25
Finnan Haddies, 1-lb. round, per doz.....	1.80
Sardelles, imp. ½-lb tins....	2.60
Sardelles, imp. in glass.	3.00
Sardelles, dom. 1-lb, glss	2.25
Sardelles, Ankers, ⅛ keg	3.00
Sprats 7.50	8.00

Mackerel

1-lb tins, 50 in a case
2-lb tins 25 doz. in a case

Gold Label, 1-lb tins....	1.50
P. & W., 2-lb soused....	2.75
P. & W., 2- lb mustard....	2.75
P. & W., 2-lb tomato....	2.75
Underwood, 2-lb soused..	2.85
Underwood, 2-lb tomato.	2.85
Underwood, 2-lb. mustard.	2.85
Los Angeles, 2-lb soused.	2.55
Los Angeles, 2-lb tomato.	2.55
Los Angeles, 2-lb mustrd.	2.55
Mt. Desert, 2-lb soused..	2.25
Mt. Desert, 2-lb tomato...	2.25
Mt. Desert, 1-lb soused..	1.35
Blueback, 1-lb, fresh....	1.10
4 doz., 1s, flat, oval.....	1.80
4 doz., flat, square.....	1.40

Crescent Mackerel

Soused, 18-oz tins, doz.....	$1.80
Tomato, 18-oz tins, doz....	1.80
Mustard, 18-oz tins, doz....	1.80

Mackerel in Oil.

Bezler's	3.00 4.00
Lemarchand	5.00 7.00

Salmon

Alaska Red, 1-lb tins, doz..	$1.25
Alaska Red, 2-lb	none
Alaska Pink, 1-lb. tins.....	.95
Alaska Flats, 1 lb.....	none
Oregon Red, 1 lb.....	none
Oregon Red 2 lb.....	none
Oregon Pink, 1 lb.....	none
Oregon Pink, 2 lb.....	none
Oregon Flats, 1 lb	none
Columbia Riv, 1lb tls. ..	none
Columbia Riv. 1 lb flats..	none

Sardines.

	Per case
French, ¼s. 18 m.m.....	9.50
" ½s, 22 m.m.....	12.50
Portuguese, ¼s. 18 m.m....	9.00
" ½s, 22 m.m....	9.50
" ½s, 30 m.m....	16.00
Norwegian, ¼s, 18 m.m....	9.00

Sprats.

French, ¼s. 18 m.m.....	8.50
" 22 m.m	9.50

American Sardines

¼s pkd 100 to cs, ⅛s 50 to cs)	
¼ in oil, without key.....	3.80
¼s in oil with key	4.00
⅛s in oil, per doz.....	.50
¼s in mustard, per doz.....	.60
⅛s in mustard, case.....	3.75
¼s in mustard, per doz.....	.95
¼s in mustard, case.....	5.25

SHELL FISH.

Abalones

4 doz in cs ,with shells, cs 6.00

Clams and Clam Juice

	doz
Doxsee Clams, 1-lb tins....	$1.85
Doxsee Clams ,2-lb tins.	2.75
Doxsee Clam Juice ,1-lb..	.90
Doxsee Clam Juice ,2-lb..	1.60

18

B&M Lunch Clams, flat	1.37½
Underwood Clams, 1-lb.....	1.05
Underwood Clams, 2-lb.....	1.65
P. & W. Clams, 1-lb tins....	1.35
P. & W. Clams, 2-lb tins....	1.65
Oxford Clams, 1-lb tins.....	.95
Oxford Clams, 2-lb tins....	1.50
P. & W. Clam Chowder.....	2.25
Burnham's Clam Bullion, qts.	
Burnham's Clam Bullion,pts.	4.50
Burnham's Cl'm Bullion, ½ pts	2.40

Crabs.

½s flat, 4 doz, per doz.....	2.25
Minced, ⅛s flat, 4 doz....	1.35
Picnic, 1s, 4 doz.....	1.15
" 2s, 2 doz.....	1.75

Lobsters

	Doz
Picnic talls, 4 doz, per doz..	3.00
Picnic flats, 4 doz, per doz..	2.80
½-lb. flats, 4 doz. per doz..	2.60
¼-lb flats, 4 doz, per doz....	1.40

Oysters

Oysters, Selects, 12 oz.....	$3.25
Oysters, Selects, 6 oz.....	1.75
Oysters, Standard, 10 oz....	2.35
Oysters, Standard, 5 oz.....	1.35
Oysters, Standard, 8 oz.....	2.10
Oyster, Standard, 4 oz.....	1.15

Shrimps.

Shrimps, pickled, 1-lb.....	$1.35
Dunbar's Picnics, 1-lb, doz..	1.35
Pride of the Gulf, 1-lb, doz..	1.35
Dunbar's 1½-lb, doz.....	2.35
Pride of the Gulf, 1½-lb, dz	2.30
Pickled Shrimp, 1-lb, doz....	1.35

This Dept. is corrected by **A. Schilling & Co.; Tillmann & Bendel.**

In Original Packages.

Pepper, Black.....	14	18
Pepper, White.....	25	30
Ginger	13	19
Ginger, Gen Jam.....	15	21
Cinnamon, Ceylon.....	22	25
Cassia	16	24
Cassia	16	64
Cloves	20	56
Allspice	10	17
Nutmegs	30	65
Mace	80	90
Laurel Leaves, in bales.....		07
Laurel Leaves, in small lots,		10

Paprika.

1 oz. doz..	1.00	16 oz. doz..	7.75
3 oz. doz..	1.50	½-lb tins.	
4 oz. doz..	2.75	5-lb tins....	
8 oz, doz..	4.50	Bulk, lb....	

MUSTARD.

Colman's, ¼s, per lb....	.52
Colman's, ½s per lb.....	.48
Colman's 1s, per lb.....	.48
Colman's 5s, per lb.....	.48
Durkees ⅛s, per doz.....	.95
Durkees ¼s, per doz.....	1.80
Schilling's Best, small.....	.80
Schilling's Best, medium....	1.35

Prepared.

Louit Freres, per doz.....	2.25
Imitation Freres, per doz..	.70
Dusseldorfer, 1 doz pts, case	1.60
Eddy's Salad, small.....	.90
Eddy's salad ,medium.....	1.35
Eddy's large	2.00
Webbs, 2 doz. cs.....	.135
Heinz, 2 doz. cs.....	1.25

FLAVORING EXTRACTS.

Schilling's Best.

Triple Strength, Pure and Uncolored. Sprinkling Tops. Full Measure. Never sold in bulk

	Lemon and Vanilla	Others		Rose
1 oz....	1.30	1.80	8 oz..	7.25 11.00
2 oz....	2.00	3.00	16 oz..	14.00 21.50
4 oz....	3.75	5.75	32 oz..	27.00 42.00
6 oz....	5.50	8.50		

19

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Department 12.

SPICES AND FLAVORING EXTRACTS.

Schilling's Best Spices — Nature's Best.
Square Tins. Never Sold in Bulk.
Small medium, large size have sifting tops except Mustard.

	Small size per doz.	Medium size per doz	Large size per doz	Ex.Large size pr doz	Hotel size pr tin
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.80	1.35	2.40	4.00	.85
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	1.35	2.30	4.35	7.75	2.00
Cloves	1.10	1.90	3.50	6.50	1.35
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
White Pepper	1.10	2.00	3.75	6.75	1.50
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.85	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	**6 doz.**	**4 doz.**	**2 doz.**	**2 doz.**	**1 doz.**
Gross Weight	**21 lbs.**	**24 lbs.**	**23 lbs.**	**38 lbs.**	**54 lbs.**

Folger's Golden Gate Ground Spices.

High Grade—High Price.

Net Weight	⅛-lb per dz 4 doz to cs	¼-lb per dz 4 doz to cs	½-lb per dz 2 doz	1-lb per dz 2 doz	2½-lb per dz 2 doz	5-lb per dz 1 doz to cs
Pepper	.75	1.15	2.15	3.65	.29	.28
Mustard	.75	1.15	2.15	3.65	.29	.28
Ginger	.75	1.15	2.15	3.65	.29	.28
Allspice	.70	1.10	2.05	3.50	.28	.27
Cinnamon	1.30	2.25	4.25	8.15	.65	.54
Cloves	.90	1.50	2.75	4.95	.40	.39
Cayenne	.90	1.50	2.75	4.95	.40	.39
White Pepper	.95	1.55	2.85	5.10	.41	.40
Nutmegs	1.60	2.65	5.15	9.75	.71	.70
Mace	1.75	2.90	5.40	10.25	.75	.74
Sage	.65	1.05	1.95	3.35	.21	.20
Thyme	.70	1.25	2.35	4.35	.32	.31
Marjoram	.85	1.40	2.60	4.80	.38	.36
Savory	.70	1.25	2.35	4.35	.32	.31

Folger's Golden Gate.

High Grade—High Price.

Vanilla and Rose		Lemon and Others
1 oz..... 1.60	1 oz.....	1.25
2 oz..... 2.50	2 oz.....	1.85
4 oz..... 4.75	4 oz.....	3.45
6 oz..... 6.75	6 oz.....	4.75
8 oz..... 9.00	16 oz.....	12.00
16 oz..... 16.50	32 oz.....	23.00
32 oz..... 32.00	8 oz.....	6.50

Department 13.

BAKING POWDER, ETC.

This Dept. is corrected by **Hooper & Jennings; Tillmann & Bendel.**

Royal

	1 cs	5 cs	10 cs
¼ lbs cans.	$1.38	$ 1.36	$ 1.34
6 oz. cans....	1.92	1.89	1.87
½ lb. cans..	2.57	2.52	2.50
12 oz cans.	3.82	3.75	3.72
1 lb cans..	4.95	4.85	4.80
2½ lbs cans	11.65	11.40	11.28
3 lb cans..	13.60	13.34	13.20
5 lb cans..	22.35	21.90	21.68

An extra discount of 1 % if packed in barrels.

Trophy

4 oz., doz..	1.10	2½ lb, doz.	3.00
8 oz., doz..	2.00	5 lbs., doz.	18.00
16 oz., doz.	3.50	10 lbs, doz.	31.50

Sun Baking Powder

10 oz, doz.	$3.90	4 oz, doz..	1.20
8 oz, doz..	2.20		

Schilling's Best.

Never sold in bulk.

4 oz, gr....	16.50	½ lb., doz..	10.50
6 oz. gr....	22.50	3 lbs, doz..	12.00
8 oz. gr....	28.00	4 lbs, doz..	16.00
12 oz. gr...	41.00	5 lbs, doz..	20.00
16 oz, gr...	53.00	10 lbs, doz.	39.00

Folger's Golden Gate.

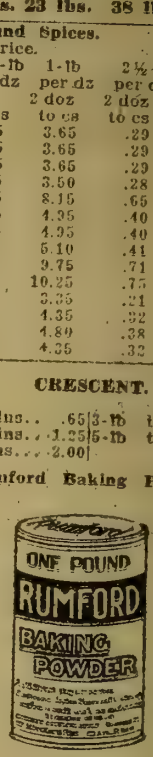
Guaranteed Pure.

4 oz. gr....	16.00	2½ pat. dz.	10.00
6 oz. gr....	22.50	3 pat. dz...	12.50
8 oz. gr....	28.00	4 pat, dz...	16.00
12 oz, gr...	41.00	5 pat, dz...	20.00
16 oz, gr...	53.00	10 pat, dz..	39.00

CRESCENT.

	Per doz		Per doz
¼-lb tins..	.65	3-lb tins...	5.50
½-lb tins..	1.25	5-lb tins...	9.00
1-lb tins...	2.00		

Rumford Baking Powder.



½-lb can, 2 doz in box, doz.	$1.40
1-lb can, 1 doz in box, doz.	2.80
3-lb can, ½ doz in box, doz	7.50
5-lb can, ½ doz in box, doz.	12.50

Less 5 per cent in 5 case lots.
One case ½s or less with 10 case lots.

K. C.

10 oz., dz..	.90	50 oz., dz..	4.25
15 oz., dz..	1.35	25 oz., dz..	6.50
25 oz., dz..	2.15		

Pure Cream Tartar.

100-lb bbls	.27	5-lb tins, dz	2.65
50, 25-lb bx	.28	1-lb tins, dz	0.50
5-lb tins, lb	.40		

SODA.

Churches ,A. & H., 30 or 60 1's	.05¼
Same, 60 ½s.....	.05¼
Dwight's Cow Brand, 60 1s	.05¼
Same, 60 ½s.....	.05½

(12-oz. pkg. ½c more; 8-oz. package ¼c more; 5 cs lots, ¼c less.)

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Department 14.

FARINACEOUS GOODS.

This Dept. is corrected by Hooper & Jennings; Wm. Cluff Co.

Miscellaneous Flours

California Family	5.00
Cal. Baker's Extra	5.00
Rye Flour	5.25
Rye Meal	5.00
Graham	5.00
Whole Wheat	5.10
Colonial	5.25
Sperry's	5.50
Gluten	5.50

Quaker Oats Co.

Quaker Oats, 36 2s	$3.85
Scotch Oats, 36 2s	3.85
Banner Oats, 30 5s	4.75
Saxon Oats, 20 5s	4.75
Vest, 20s	4.10
Vest, 36s	2.50
Apetizo, 24s	3.00
Quaker Wheat Berries, 36 2s	2.85
Quaker Puffed Rice, 36 2s	3.00

EGG-O-SEE CEREAL CO.

Egg-O-See, 36 1s, per case	2.85
E-C Corn Flakes, 36 1s, case	2.85
case lots either	2.75

DEL MONTE MILLING CO.

Del Monte Rolled Oats, wood,	7.25
Del Monte Rolled Oats,, sacks, 2 90-lb	6.75
Ita Mills Rolled Oats, wood.	6.75
Ita Mills Rolled Oats, sacks, 2 90-lb	6.25
Del Monte Rolled Wheat,wood	4.80
Del Monte Rolled Wheat, 2 75-lb sacks	3.80

Case Goods.

	Per case
Self-raising Buckwheat Flour 20 cartons, 3½ lbs	$4.00
24 cartons, 3 lbs	4.00
40 cartons, 1¾ lbs	4.00
Hall. Flapjack Flour, 36 2s	4.00
Granola or Nutty Grains, 20 cartons, 4 lb's	3.60
Hall. Cream Flake Oats, 36 2s	3.60
Primrose Wheat, 36 2½s	3.85
Farina, 24 cartons, 1-lb	1.80

American Milling Co.'s Cereals.

	Per Bbl.
Colonial Ex. Cream Rolled Oats, 180 lbs., (wood)	$7.25

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180 lbs., 30-lb sacks	6.75
150 lbs., wood	6.00
Pacific Brand Rolled Oats,180 lbs. (wood)	6.75
180 lbs., 90-lb sacks	6.25
Bohemian Rolled Oats, 180 lbs. (wood)	6.00
180 lbs., 90-lb sacks	5.50
Colonial Pearl Rolled Wheat, 150 lbs. (75-lb sacks)	3.80
Colonial Granulated Hominy, 200 lbs (wood)	7.75
Colonial Steel Cut Oat Meal, 200 lbs. (wood)	8.25
Brewster's Pat. N. Y. Buckwheat Flour,200 lbs(wood)	8.25
Colonial Pearled Hominy, 200 lbs. (wood)	7.75
Colonial New Process Buckwheat Flour,200 lbs(wood)	8.25

Case Goods.

Colonial Ex. Cream Rolled Oats, 36 2-lb pkgs	$3.75
Colonial Self-Raising Buckwheat Flour, 24 3-lb pkgs	3.80
Pettijohn's Breakfast Gem, 2-lb pkgs. to case	3.35

(All prices net.)

MISCELLANEOUS PACKAGE CEREALS.

Capital Mills Rlld Oats,36 2s	3.60
36 2s	3.60
Grape Nuts, 1 & 2 doz, per dz	1.35
doz	1.35
Breakfast Gem, case 3 doz	3.25
Wheatine, 36 2s, per case	3.30
Germea, 20 4-lb. pkgs, per case	4.10
Germea, 20 2-lb. pkgs per case	3.20
Flaked Rice, 24 1's	3.00
Dr. Price's Wheat Flake Celery Food per case	2.85
Hecker's Farina, 24 2s, case	2.00
Pillsbury's Best Cereal Vitos, 36 2s	3.10
Cream of Wheat, 36 2's	5.25
Crespo, 36 2's	2.75
Snow Flake, 36 2's	2.80
Malta Vita, 36 1's	4.00
Our Mother's Mush, 36 2s	2.80
Twin Bros. Mush, 36 2s	2.80
H. H Robbins, Cr'mry Bkfst 36 2s	2.80
Carnation Wheat Flakes 20 5s	4.70

STERILIZED MEALS IN CARTONS PUT UP BY LOCAL MILLS.

ALL NET	Carton	Net Case	Ret'l Pr Pkg.
Buckwheat Flour	36-2 lbs.	$3.65	15c
Buckwheat Flour	20-5 lbs.	4.85	30c
Corn Meal, White or Yellow	36-2 lbs	2.35	10c
Corn Meal, White or Yellow	20-5 lbs.	3.30	25c
Cracked Wheat	36-2 lbs.	3.60	15c
Cracked Wheat	20-5 lbs.	4.60	30c
Graham Flour	36-2 lbs.	2.85	10c
Graham Flour	20-5 lbs.	3.90	25c
Hominy, Large	36-2 lbs.	3.60	15c
Hominy, Large	20-5 lbs.	4.60	30c
Hominy, Small	36-2 lbs.	3.60	15c
Hominy, Small	20-5 lbs.	4.60	30c
Oat Meal, Granulated	36-2 lbs.	3.65	15c
Oat Meal, Granulated	20-5 lbs.	4.60	30c
Steel Cut Oatmeal, A. B. C.	36-2 lbs.	3.75	15c
Steel Cut Oatmeal, A. B. C.	20-5 lbs.	4.85	30c
Pearl Barley, 1, 2, 3	36-2 lbs.	4.75	20c
Pearl Barley, 1, 2, 3	20-5 lbs.	6.20	40c
Rice Flour	36-2 lbs.	6.00	25c
Rice Flour	20-5 lbs.	8.00	55c
Rye Flour	36-2 lbs.	3.60	15c
Rye Flour	20-5 lbs.	4.60	30c
Rye Meal	36-2 lbs.	3.50	15c
Rye Meal	20-5 lbs.	4.50	30c
Split Peas, Yellow or Green	36-2 lbs.	4.45	15c
Split Peas, Yellow or Green	20-5 lbs.	5.70	40c
Whole Wheat Flour	36-2 lbs.	3.00	10c
Whole Wheat Flour	20-5 lbs.	3.85	25c
Wheaten Flour	36-2 lbs.	4.30	15c
Wheaten Flour	20-5 lbs.	6.00	40c
Farina	36-2 lbs.	3.95	15c
Farina	20-5 lbs.	5.35	30c
Wheatning Tapioca	24-1 lb.	2.00	15c
Original Crushed Oats, Premium	20-5 lbs.	4.15	

The Advocate is the LARGEST EXCLUSIVE Retail Grocery JOURNAL west of CHICAGO.

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A B C Breakfast Wheat 72 2's	5.00
A B C Breakfast Wheat 36 2's	2.60
Nutro, 9s	2.80
Wheaton, 9s	5.20
Morning Meal, per case	3.80

Pancake Flours.

Uncle Sam, 36 2s	3.25
Encore, 36 2s	3.75
Grape Nuts, No. 22, per doz	1.35
Olympic Wheat Hearts, 20 5s	4.75
Olympic Wheat Hearts, 36 2s	4.75
" Pancake Flour,20 5s	4.75
" Cake Pastry Flr, 20 5s	4.75

H. O. Cereals.

	Case
H-O Buckwheat, 2 doz. 3-lb pkgs, per case	3.75
H-O Pan Cake Flour, cse.	3.90
H-O Oats ,24 2's, per cs.	3.15
Korn Kinks, 36 2s	3.00
Force	4.50

Freight paid on country shipments of H. O. goods up to 25c per cent on 5 case lots.

RALSTON MILLS.

Ralston Breakfast Food 36 2s	4.50
Ralston Barley Fo'd, 36 2s	4.25
Ralston Health Oats, 36 2s	4.50
Ralston Hominy Grits, 36 2s	4.25
Ralston Health Crisp 36 2s	2.75
Ralston Select Bran, 24 3s	2.50
Ralston Pan Cake Flour 36 2's	3.75
Ralston Whole Wheat Flr 4 ¼s	5.50

Capitol Mills.

	Per Bbl.
Ex Cream Rld Oats, 180 lbs	$7.25
Ex Cream R'lld Oats, 150 lbs. (90-lb sacks	6.75
Rolled Oats, 180 lbs	6.75
Rld Oats, (90-lb. sks), 180 lbs	6.25
Rolled Oats, 180-lb. bbls	6.00
Rolled Oats, 90-lb. sacks	5.50
Pearled Rld Wheat,150 lb.s	4.30
Pearled Rld Wheat (75-lb. sacks), 150 lbs	3.80
Granulated Hominy, bbls	7.75
Pearled Hominy, bbls	7.25
New Process Buckwheat Flour, bbls	8.25
Steel-Cut Oatmeal, "A" (fine) "B"(medium), "C" (coarse) bbls	8.25
Brewster's Pat. New Process Buckwheat Flour, bbls	8.25

	Per Case
Self-Raising Bckwheat Flour 20-3½-lb. pkgs, in cases	3.80
Self-Raising Bckwheat Flour 24-3 lb. pkgs, in cases	3.80
Farina, 24 1-lb. pkgs in cases	1.60
Mills Ex. Cream Rld Oats, 36 2-lb. pkgs in cases	3.60
Pan-Cake Flour,36 2-lb. pkgs in cases	3.60

Farinaceous Goods in Sacks

Manufactured by Local Mills.

Per 100 lbs. in 10-lb. sacks.

Buckwheat Flour, Plain	$4.00
Buckwheat Flour, Extra	4.30
Bckwheat Flour,New Process	4.50
Bckwheat Flour, Self-Raising	5.40
Buckwheat Groats	9.00
Corn Meal, Yellow	2.75
Corn Meal, White	2.75
Corn Meal, Ex Cream Yellow	3.40
Corn Meal, Ex Cream White	3.40
Corn Flour	2.75
Cracked Wheat	3.50
Entire Wheat Flour	3.20
Farina	4.20
Flaked Pearl Wht,7-lb&10-lb	3.20
Graham Flour	3.00
Hominy, large	3.40
Hominy, small	3.60
Granulated Hominy	3.80
Oatmeal, plain	4.10
Oatmeal, extra	4.30
Oatmeal, steel-cut	4.30

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Oat Groats	4.30
Pearl Grits	3.85
Pearl Barley, No. 1	5.40
Pearl Barley, No. 2	5.40
Pearl Barley, No. 3	5.40
Split Peas, Yell..o....w	5.00
Split Peas, Green	5.00
Rice Flour	7.20
Rolled Oats, 7-lb & 10 lb	4.30
Rye Flour	3.40
Rye Meal	3.20
Wheat Meal	3.40
Pearl Barley, No. 1, 25 and 50-lb. boxes	5.40
Split Peas, Yellow, 25 and 50-lb. boxes	5.00
Split Peas, Green, 25 and 50-lb. boxes	5.00

25-lb. sacks deduct 10 cents per cwt. from price of 10s.

50-lb. sacks deduct 20 cents per cwt. from price of 10s.

PASTES

Imported.

Crown Macaroni,25 1s, pr pkg	.12
" Spaghetti, 25 1s, pr pkg	.12
" Vermicelli, 25 1s, pr pkg	.12

Imported Style.

Bellac Macaroni, 25 1s, pr pkg	.10
" Spaghetti, 25 1s, per pkg	.10
" Vermicelli, 25 1s, pr pkg	.10
" Alphabet, 25 1s, pr pkg	.12
Wash. Macaroni, 25 1s, pr case	1.50
" Spaghetti, 25 1s, pr case	1.80
" Vermicelli, 25 1s, pr case	1.80

Golden Egg.

Macaroni, 48 ½s, per case	1.80
Alphabets	1.80
Spaghetti, 48 ½s, per case	1.80
Vermicelli, 48 ½s, per case	1.80
Noodles, 48 small, per case	1.80
Noodles, 24 large, per case	1.80

Marcelli.

Macaroni, 24 1 oz,No 1 carload	1.20
Spaghetti,24 1 oz,No 1 carload	1.20
Vermicelli, 24 1 oz, No 1 carload	1.20
Alphabets, 24 1 oz, No 1 carload	1.20
Straight or assorted on 25-lb.	
No. ½, Extra, per box	.20
No. 1, Extra, per box	.35
No. 1, Extra, 25 lbs	1.10
No. 1, Extra, 50 lbs	2.10
No. 1, Extra, 100 lbs	5.00
Royal, 25	none
Queen's Taste, 12 5s	none

Sago and Tapioca.

Pearl Sago	.06
Pearl Tapioca	.06
Flake Tapioca	.06
Minute, 36-5's	3.75
Instantaneous, 50-1s	5.50
Instantaneous, 36-2½	3.75

Department 15.

RICE.

M. J. Brandenstein & Co.

Japan, Dragon, Extra Table	$5.75
" Publicon, extra fancy	5.90
" M. J. B.,Double Diamond	6.25
Fancy Head, Carolina	6.50 7.00
Louisiana, Japan	4.85 5.15
Louisiana Fengue	5.12½
Louisiana Japan Bonzai	5.60
Hawaiian	5.00
China, No. 1, per dbl mt	6.37½ 6.50
China, Mxd, dbl mt	4.60 4.75
Patna Head	7.00
Caro Head,MJB, 40 2½s	6.85
Imp. Japan MJB 40 2½-lb	6.75
Imp. Japan MJB, 10 5-lb	6.75
Japan Table Queen, 40 2½-lb	6.75
Japan Table Queen, 10 5-lb	6.75

M. Phillips & Co.

Hermosa, Ex. Fancy2½ & 5-lb	6.25
Fiesta, 2½ and 5 lb	6.75
Ex. Fancy Carolina	7.00
Fancy Carolina	6.00 to 6.50
Hawaiian	5.40 to 5.75
Satsuma No. 1 Imp. Japan	6.25
Toyokome	6.00
Tugo	5.85
Higo	5.60
Mikado	5.75
Texas Japans	4.85 to 5.85
China No. 1	5.85 to 6.00
China No. 2	4.35 to 5.15

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W. T. Welisch & Co.

Samurai, La Japan	$5.10
Fuji, La Japan	5.50
Fuji Yama, La Japan	5.65
W (circle), La Japan	5.75
Snow White, Caro Head	6.65
Mardi Gras, " "	6.49
Paragon, " "	6.15
Virgin, " " 2½ & 5	7.10
Honeymoon " " 2½ & 5	6.95
Natural " " 3's	6.40
Mascot, " "	5.65
Tiffin, Caro Head	5.10
Best Yet, Japan 3s	6.20

Rice Specialties.

Quaker Puffed, 3 doz to case. 3 00

Department 16.

LAUNDRY MATERIALS.

This Dept. is corrected by J. H. Newbauer & Co.; Tillmann & Bendel.

AMMONIA

Greer's Washing Ammonia

First grade absolutely pure. 180 Beaume Strength.

Pints, 2 doz to cs, per doz	$1.65
Qts, 1 doz to case, per doz	2.70
½ Gal., ½ doz to cs, per doz	4.50

Greer's Toilet Ammonia

Lavender and Violet

Pints (2 doz to cs)	$2.50 pr dz

Parson's Household Ammonia (Neutral.)

Pts., 2 doz to case, per doz	$ 1.75
Qts., 1 doz to case, per doz	2.65
½ gals. 1 doz to case, per doz	4.50

Washing Ammonia

Standard Grade

Pts. 2 doz to case, per doz	$ .80
Qts. 2 doz to case, per doz	1.10

Bluing, Ball

Nuremberg, A, ½s, per lb	.35
Do A. D., ½s, per lb	.27½
Do A. C., R., ½s, per lb	.25½

Crown

German ½s per lb	12½ 13
Do ¼ s, per lb	14½ 15
Deschamp's French, 1's per lb	27½
Do ½'s, per lb	28½

Bluing, Liquid

Common, pts, 3 dz to case	.85
" qt, 2 doz to case	1.25
" ½ gal, 1 doz to case	2.50

Borax

20-Mule Team, 1's cs of 2 doz	$2.25
20-Mule Team, 12-oz cs of 4 doz	3.45
20-Mule Team, ¼'s cs of 8 doz	3.84
(Less 5 per cent in 5 case lots;	
Lump, 25 lbs in box	.09
Powdered, 25 lbs in box	.09

Chloride of Lime

Brookman's, 1's per lb	7¼
Do ½'s, per lb	9
Blue Bell, 50 1s, per lb	6½
Owl, 50 1s	7

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Potash.

	Per case
Babbitt's 4 doz in case	3.00
American, 4 doz in case	3 00

Lye.

Tomson's Red Seal, 4 dz to case	4 00
Tomson's 5-lb 12 to cs	4 50
American, 1s, 4 dz in case	3.05
Babbit's Lye, 4 doz in case	3 10
Metropolitan 4 dz to cs	3 00
" 5-case lots	2 90
Banner, 1 case, 4 doz	3.60
Blue Bell, 48 1s	2 85
Jumbo, 48 1s	1 90
Golden Star, 4 doz to case	2.90
Merry Nickel, case	1.75
Merry War, case	2.85

Sal Soda

California, sacks	1 40
California, bbls	1 50

Department 17.

SOAPS.

This Dept. is corrected by Wm. Cluff Co.; Tillmann & Bendel.

Peet Bros.

Silk Soap	$3 35
A. B. Naptha	4.20
Crystal White	4.00
Fern	3.30
Lily White (Floating)	3 90
Mechanics, 36 cakes in box	2.05
Mechanics, 50 in box (5c size)	1.90
Swansdown, 50 bars in box	2.00
Pine Tar, 100 cakes in box	3.75
Olive Castile, bx doz, pr gr	4.80
Mottled Castile, bx 1 dz cakes	4.80
Pure White Castile, 12, 15 or 20 bars to box	3.10
Spring Blossoms, bx 3, wrpd, gr	4.80
Beau Ideal, bx 3, wrpd, gr	5.20
Attar of Roses, bx 3, wrpd, gr	5.20
20th Century Buttermilk, box 3 cakes, wrapped, pr gross	5.00
Elder Flower, bx 1 dz cakes	4.80
Turkish Elder Flower, bx 3, gr	5.20
Turkish Oatmeal, bx 3, wrpd, gr	5.20
Oatmeal, bx 1 dz cakes, pr gr	4.25
Witchazel, bx 1 dz cakes pr gr	5.00
Bart'nia Bouquet, bx 3 wrpd, gr	24.00
Sweet Narcissus, bx 3, wrpd, gr	17.50
La Rosa, bx 3 wrpd, pr gr	9.00
Majestic Series Heliotrope Jasmine, Icky Clb, Rose bx 3, wrp	9.00
Japan Bouquet, bx 3, wrpd, gr	9.00
Barbers' Cream, 6 lb bxs, pr lb	.20

Standard Soap Co.

Gascne, 100	4 25
Top Notch, 100 10 oz	3.25
Yellowstone, 100 14 oz	4 00
Marigold, 100 16 oz	4 20
Radio, 100 10 oz	3.00
Magno, 100 10 oz	6 00
Gold Medal Borax	6 50
Purity, "Floating," 5c size	3 90
Do. 10c size	6 25
Do. 10c size, 20	1 30
Electric Mineral, 100 16 oz	5 50
Electric Mineral, 20, 16 oz	1 15

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Peerless Kitchen, 100 10 oz	3 85
Peerless Kitchen, 20 10 oz	.65

Swift & Co.

Wool Soap, 10 oz., 100s	7.00
" " 6 oz., 100s	4 00
Witch Hazel (Swift & Co.)	5.00
Oat Meal (Swift & Co.)	5.00
White Ribbon	3.65
Swift's Pride	3.35
Swift's Naptha	4.00
Elko	3.55
Cream Laundry	4.25
Snap, 60, 16 oz	2.65
Snap, 100, 8 oz	2.25
Special, Grocers' Assmt (sells for $3.00, 80% profit)	5.00

Miscellaneous.

Mascot	$3 65
Miller's Naphta, 100 14-oz	4.35
Mikado, 20 14 oz	4.25
Mikado, 20 14 oz	1.05
Lenox, 100	3.35
Lenox, 20	.75
Ivory, 100 10 oz	7.00
Ivory, 100 6 oz	4.00
Fairbank's Clairette, 100	3.35
Fairbank's Santa Claus, 100	3.35
Fairbank's Copco, 100	4.00
Fairbanks' Fairy Ovl, 5c	4.00
Fairy Oval, 10c	7.00
Sunny Monday, 100s	4 75



50 large.. 3.50

100 small 3.65

Lifebuoy, Indry size, 50 cakes	$4.00
" Indry size, 30 cakes	2.00
" toilet size, 100 cakes	2.00
" toilet size, 50 cakes	2.00
Sunlight, Indry shape, 100 cks	4.20
Welcome, Borax Indry soap	4.20
Cheerful, high grd Indry soap	3.50
Monkey Brand, 100 cakes	4 00
Monkey Brand, 50 cakes	2.00
Babbitt's, 100	4.25
Strker's Kitchen, 100s, 8 oz	3.40
Strker's Kitchen, 20s, 8 oz	.80
Star of Kitchen Sand Soap	4.75
Gem of Kitchen Sand Soap	3.25
Yacht Club Borax, 200s	7.50
" " " 100s	3.90
" " " 20s	.85
Nun Nicer Borax, 10 oz	6.00
Blue Ribbon Borax, 7 oz	4.00

SAVON.

Gilt Edge, 100, 16 oz	$3.80
" " 20s	.80
Royal, 100, 14-oz	3.40
" 100 12-oz	3.10
" 100 10-oz	2.75
Vermont Long Bar Laundry, 100-lb cases	3.50

Packed either 100, 80, 40 or 25 bars to case.

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The Genuine.



Price, per case

Packed 100 bars in Cas

Castile Soap

Notre Dame	
White Virgin, lb	
White, Conti	
Mottled, imported	
Clover Leaf White	

Scouring Soap

Bon Ami, 3 dz to cs, pe	
Sapolio, ½ gross box, pe	
Sapolio, hand, ½ grs bx,	

WASHING POWD

Gold Dust, 24 3's, per	
Gold Dust, 100 10 oz	
Swift's Pride, 12 oz	
Swift's Pride, 24 4s	
Lavarine, 36 1 lb, pr	
Lavarine, 100 5c pkgs	
Pearline, 100 6 oz pk	
Babbitt's 1776, 6 oz	
Kleeno, 72 1s	
Kleeno, 24 3s	
Kleeno, 100 ½s	
Peet's Seafoam, 24 3s	
" " 100 12 oz	

Grandma's Borax, pow ed 24 3s

" 60 ¾ s

One case, large size, f cases, large or small.

Department 1

STARCHES.

This Dept. is correc J. H. Newbauer & Co.; Co.

Kingsford's Oswe

Silver Gloss 12 6-lb	
" 40 1-lb	
Corn, 40-lb boxes	

NATIONAL STARC

Lily, Sioux and Niagr

Corn, 40 1s	
Gloss, 48 1s	
Gloss, 12 6lb	
Laundry (bulk), 50s	

None Such Bra

Corn, 40 1s	
Gloss, 48 1s	
Gloss, 12 6s	
Gloss, 50-lb box	

Owl.

Corn, 40 1s, per lb

BABBITT'S BRANDS.

ALWAYS UNIFOR
ALWAYS RELIABL
ALWAYS THE BES

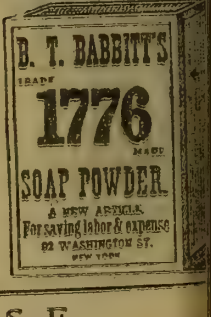


B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 41 CLAY STREET, S. F.

Gloss, 40 1s, per lb 6½
" 12 6s, per lb 6

Murdoch's Oswego.

Oswego Corn, 40 1s 7¼
Velvet Gloss, 40 1s 7¾
" 2, 12 6s 8¼

Blue Ribbon.

Gloss, 40 1s .....
Gloss, 12 6s .....
Corn, 40 1lb .....

Miscellaneous

Celluloid, 60 ¾ lb pkgs, per bx 4 75
Elastic, same, per box 5 00
Pop Corn Starch, 40 1s 6 00
China, 80s 6.00

Department 19.

OILS, PAINTS, ETC.

This Dept. is corrected by Whittier-Coburn Co.; W. P. Fuller & Co.

Coal Oil

Water White, bulk 10½
Water White, 150 deg bulk .. 11½
Special Water White, bulk ... 12½
Pearl, cases, 2 5s 17½
Astral, cases, 2 5s 17½
Star, cases, 2 5's 17½
Ex. Star, cases, 2 5's 20½
Argo, bulk 19
" case 26
Elaine, cases, 2 5s 26½
Eocene, cases, 2 5s 20½

Gasoline and Benzine

86 deg. Gasoline, bulk 30
86 deg. Gasoline, cases 37½
Benzine, bulk 12
Benzine, cases 19
Stove Gasoline, bulk 18
" " case 25
Gasoline, 86 deg., bulk 30
Same, cases, 2 5s 37½
Red Crown Gasoline, in bulk. 18
Red Crown Gasoline, in cases, 2 5s 25
Motor Gasoline, bulk 18
Motor Gasoline, in cases, 2 5s. 25
No. 1 Eng. Dist. Iron Bbls. or Drums 09½
No. 1 Eng. Dist., cases, 2 5s.. 16½
No. 2 Eng. Dist. Iron Bbls or Drums 08
No. 2, Eng. Dist., cases, 2 5s.. 15
V. M. & P. Naptha, in bulk.. 10
V. M. & P. Naptha, cases, 2 5s. 17½

Turpentine.

Strictly Pure, cases, 2 5s 83
" drums of iron bbls.. 76½

Linseed Oil

Pure, raw, bbls 50
" boiled, in bbls 52
" raw, case, 2 5s 56
" boiled, case, 2 5s 58

Castor Oil

Baker's AA, cases, 2 5s 1.30
No. 1, cases, 2 5's ..... .70
2 oz ..... .65
4 oz ..... .90
8 oz 2.00
2 5-gal tins, per gal 1.30

Lard Oil

	Bbl.	Case
Strictly pure	85	91
Sup. Win., str	75	81
No. 1	60	66
1 oz		.45
2 oz		.55
4 oz		.85

Neatsfoot Oil

Cooper's	80	85
Extra	70	75
No. 4	60	66

Lubricating Oils

	bbls	Case
Staf Cylinder Oil	60	65
Columbia Cylinder	40	65
Gem Cylinder Oil		
Ruby Cylinder Oil		
Star Machine Oil	30	35
Star Dynamo Oil	50	55
Star Spindle Oil	50	55
Star Sep'tor Oil	50	55
Red Engine Oil	27	32
00 M. Cylinder	45	50
TV Cylinder	80	85
Red. Ruby Eng	30	35
Castor Machine	23	28
Auto-Cylinder	60	65
Gas Engine	30	35

Miscellaneous Oils

Union Salad Oil 76
Pure Sperm Oil 70
No 1 Polar 75
China Nut Oil ordinary — 46
China Nut Oil, No 1 — 75
— 90

White Lead

Whittier, 10 Egg 7¾
Pioneer, " 7¼

Dry Paints

English Paint White, bbls .. 41 60
Whiting, barrels 1 10
Prince's Mineral Brwn, bbls. 1 65
Yellow Ochre 1 50 1 65
Eng. Ven. Red, bbls 1.50 1.75

Department 20.

This Dept. is corected by Pac. Coast Biscuit Co.

CANDIES.

Lozenges

(5-lb. boxes)

XXX Peppermint, pals. 13 .16
Thin Peppermint ..... .16
TT Peppermint ..... .16
Musk, fluted, pals .... .22
Cinnamon, Lemon, Sassafras, Rose ..... .18
Midget fruit ..... .20
Conversation and hrts. .15
Liliput Conv. & herts.. .17
Midget Conv. Lozenges. .18
Crown T. T. Loz. 24 5c pkgs .80
Aurora Lozenges, 24 5c pkgs .80
Cough Troaches, 5-lb bx .25
Eagle Wafers, Peppermints, Wintergreen.. .25

Mixed Candy

(30-lb pails)

Plain Mixed 9½
Royal Mixed 12½
Grocers' Mixed 10½
Yankee Mixed 13
American Mixed 13
Fancy A Mixed 15
Fancy C. Mixed 14½
French S. Mixed 16
French No .1 Mixed 18
French Extra Mixed 20
Lady Mixed 15
Broken Mixed 9½

Steam Pauwork

Anise Seed 22
Aromatic Cachous 18
Assorted Berries 16
Assorted Dragee 14
Assorted Imperials 16
Assorted Small Seeds 22
Bird's Eggs 17
Boston Baked Beans 17
Burnt Peanuts 18
Burnt Almonds 25
Caraway Seed, smooth 22
Caraway Seed, pearled 22
Celery Seed 22
Cinnamon Beans large red 15
Cinnamon Beans, imperial 17
Coriander Seed, pearled .. 22
Jelly Beans, pails .. 12½ 14
Jelly Bird's Eggs 17
Jelly Cranberries 17
Jelly Limes 17
Jelly Raspberries 17
Jordon Almonds, fine 45
Jordon Almonds, imitation 18
Licorice Beans 15
Red Hots 25
Ringed Marbles 16
Sugar Coated Licorice Tablets 20
Sugar Almonds 25
Sugar Plums 16

Cream Goods.

(5-lb boxes)

Fondans Creams 14
Hand Dipped 20
Hand Dipped, with nuts on 22
Fruit and nut ices 18
Cream Peppermint 20
Crushed Fruit Bonbons .. 32

Chocolates.

(5-lb boxes)

Chocolate, plain 14
Chocolate, Hand Made 20
Chocolate Dipped Bonbons .. 20

Chocolate Dipped Bonbons with nuts 2
Chocolate, Climax, 30-lb pails 18
Chocolate Chips 25
Chocolate Nonpareil Drops .. 20
Chocolate Wafers 22
Chocolate Cream Tablets 30 in box 1.10
Marshmallows, Nougats, Etc.
Occidental Marshmallows, 5 lb tins 8
Occidental Marshmallows, 2 lb tins 30
Dipping Marshmallows, 5-lb boxes 25
Angel Food, 5-lb boxes .. 20
French Nougat, 30 5c slices in box 1.00
Walnut, Apricot, Spanish Nougat, 5-lb boxes, lb 25

Sundries.

Opera Carmels ..... .19
Rock Candy, white & red .15
Rock Candy, brown ..... .18
Licorice Drops ..... .20
Licorice Sticks, 16 to lb .. .28
Licorice Tablets, 5-lb box 1.25
Licorice Tablets, 24 5c bx .80
Licorice Penny Sticks, 100 in box ..... .65
Buttercups, 5-lb tins ..... .25

Gum Goods

(5-lb boxes)

A. B. Gum Drops, asstd 9
A. B. Gum Drops licorice 9
A. B. Gum Drops, cryst'zd 11
A. B. Bonbons, plain inbls 7
A. B. Bonbons, fancy, inbl 7½
A. B. Bonobns, fancy, crystalized, 5-lb boxes 15
A. B. Fruits 18
Royal Gum Drops 15
Genuine Gum Drops, hard 25
Jelly Squares, assorted ... 14
Bijou Sticks 18
Spiced Jelly Drops 20
New Turkish Figs 16
Fig Paste, plain 17
Fig Paste, tricolor 18

Chewing Gum.

	Single	Box
Sweet Heart, per box		.60
Sen-Sen, 20 pieces		.60
Sweet Heart, 20 pieces ..		.60
Blood Orange, 20 pieces ..		.60
Chiclets, 40 5c pkgs		1.25
Chiclets, 10 10c pkgs		.80
Newton's Pepsin, 20 pkgs		.60
Pearlo, 40 5c package		1.00

Department 21.

CRACKERS.

Animals ..... .12½
Animals Iced ..... .15
Assorted ..... .12
Assorted Extra ..... .14
Assorted ..... .12
Assorted Extra ..... .14
Automobiles ..... .12
Assorted Fingers ..... .15
Boston ..... .09
Butters, Templar ..... .09
Champions ..... .09
Chocolate Wafer ..... .18
Coco Taffy ..... .15
Cocoanut ..... .15
Currant Cakes ..... .12½
Cornhills ..... .11
Cherry Marshmallow .... .18
Cracker Meal ..... .06
Cracknel, plain ..... .09
Creole Belle ..... .16
Dainty Chip ..... .14
Dainty Marshmallow .... .16
Digestives ..... .09
Egg Jumble ..... .14
Fig Bar ..... .14
Fruit, Iced ..... .15
Fruit Biscuit ..... .14
Fine and Dandy ..... .18
Fruit Sultanas ..... .14
Golden Cream ..... .15
Graham Gems ..... .09
Ginger Café ..... .10
Ginger Nut ..... .11
Graham ..... .10
High Tea ..... .15
Honey Comb, Iced ..... .14
Honey, Frosted ..... .14

Iced Squares ..... .14
Jersey Lunch ..... .14
Jumbo Lunch ..... .12
Lemon Snap ..... .14
La Grand ..... .14
Lemon Biscuit ..... .14
Lemon Wafer ..... .16
Little Breyt ..... .14
Lunch Banquet ..... .14
Lunch, Oatmeal ..... .09
Lunch, Coast ..... .08
Monitor ..... .09
Mat Initation, Wheat ..... .16
Nicnacs 1 00
Oatmeal, No. 1 ..... .14
Orange Wafer ..... .14
Oysterette ..... .08
Pilot Bread ..... .07
Pretzel ..... .10
Popular, Mixed ..... .12½
Pickies ..... .07½
Pilot, Extra ..... .07
Pretzelettes ..... .11
Pineapple Delight ..... .18
Red Cross Oyster ..... .08
Salien Snowflake ..... .14
Snowflake ..... .14
Seed Cake ..... .12
Salted Fingers ..... .10
Snowball ..... .16
Saloon Pilot ..... .07
Sugar Cookies ..... .12
Soda ..... .08½
Soda, Extra ..... .07
Soda, Saloon ..... .07
Soda No. 1 (5c seller) doz .50
Soda No. 2 (10c seller) .. .07
Soda No. 3 (25c seller) .. .20
Soda ..... .08½
Soda Extra ..... .07
Strawberry Wafer ..... .14
Star Butter ..... .09
Vanilla Biscuit ..... .14
Vanilla Snap ..... .12
Wafers, Assorted ..... .16
Walnuts, Marshmallow .. .16
Your Sweets ..... .16
Zephyr Pilot ..... .09
Big Four Snaps, doz ..... .50
Railroad Lunch, doz 1 00
Gingerette-Lemonets, doz .50
Chocolettes-Strawberrettes .50
Banquet Lunch (cartons) .. .16
Banquet Lunch, 2-lb tins .50
Saline Snowflake, 2-lb tins .20
Grahams, 1-lb cartons, doz 1.00
Del Monte Tea (carton) dz .75
Water 12½

Department 22.

FANCY GROCERIES.

This Dept. is corrected by Wellman, Peck & Co.

Wellman, Peck & Co.; Haas Bros.

Bouillion Capsules.

Armour's, 10 capsules to box per doz boxes 3.00

BEEF EXTRACT

"Rex," 2 oz per doz 4 00
" 4 oz " " 8.00
" 8 oz " " 14.50
" 16 oz " " 27.00
Marshall's 2 oz, per doz 2.00
" 4 oz., per doz 4 75
Liebig's 2 oz, 3 doz to cs, dz 4 50
" 4 oz 1 doz to cs " 8 00
" 8 oz 8 1/2 to cs. " 15.00
" 16 oz. 4 to cs. " 28.00
Libby's, 2 oz, per doz 4 00
" 4 oz " " 8.00
" 8 oz, " " 14.00
" 16 oz. " " 27.00

Capers.

Capotes, 1 d in case 1.00 1.50
Nonpareil, small 1.50
Nonpareil, large 2.50
Nonpareil, Imperial qts. 10.00
" 2 litre 20.00
" 4 " 37.50

The Advocate has the Largest Circulation of Any Trade Paper on the Pacific Coast.

CHOCOLATES.

Baker's.

Our registered guarantee under National Pure Food Laws is Serial No. 90



BAKER'S COCOA AND CHOCOLATE

48 HIGHEST AWARDS IN EUROPE AND AMERICA

Registered U. S. Pat. Off.

WALTER BAKER & CO., Ltd.

(Established 1780)

DORCHESTER, MASS.

	Per Lb.
Premium No. 1 Chocolate, 12 and 25 lb. boxes	
Vanilla Chocolate, 6 and 12 lb. boxes	
German Sweet, 6 and 12 lb. boxes	
Breakfast Cocoa, ½ lb. tins, plain, 6 lb. boxes	
Breakfast Cocoa, ¼ lb. tins, 12 lb. boxes	
Cracked Cocoa, ½ lb. pgs., 12 lb. boxes	
Caracas Sweet Chocolate, 6 lb. boxes	
Soluble Chocolate (hot or cold soda). 1 lb. cans	
German Sweet, 6-lb boxes ⅛s and ¼s	.25
Eagle, 12 1s	.25
Premium, 12 1s	.34¼
Vanilla, 12 ⅛s	.44
Powdered, ¼s, ½s, 1s 12 lb boxes	.30

Subject to quantity discounnt.

Ghiradelli's. In paper.

Eagle, 24 1-lb	22½
Eagle, 12 1-lb	23
Eagle, 12 ½-lb	24
Eagle, 12 ¼-lb	25
Crescent, 6, 5 to lb	18½
Crescent, 12, 6 to lb	19½
Cal. Sweet, 6, 6 to lb	25½
Cal. Sweet, 12, 6 to lb	24
Monarch, 12 and ½ lb	27
Monarch, 12, 1-lb	26
Monarch, 12, ½ lb	27
Star, 24 1-lb	19½
Star, 12 1-lb	20

Ground. In tins.

Ghirardelli's, 12 1-lb	28½
" 24 1-lb tins	28
" 60 1-lb tins	27½
" 60 3-lb tins	26
" 30 3-lb tins	26
" 60 10-lb tins	25½
" 1 35-lb tins	25

In delivery cases.

Ghirardelli's, 60 3-lb tins	26
Venard's, 24 1-lb tins	21
Venard's, 20 3-lb tins	20
Miner's, 12 1-lb tins	23½
Miner's, 24 1-lb tins	23
Miner's, 20 3-lb tins	22

COCOAS.

Baker's Bkfst, ½s, 1s and 5s	.42
Van Houten's, ¼s and ⅛s	.83
Van Houten's, 1s	.80
Royal Dutch, 12 ⅛s	.77
Royal Dutch, 12 1s	.60
Epp's, 14 ½s	.38
Fry's, 12 ½s	.39
Webb's, 6 ½s	.23
Lowney's, 6 ½s	.37
Ghirardelli's Bkfst, 6 ½s	.40½
" Bkfst, 12 ½s	.40
" Impri, 6 & 12 ½s	.52
Miner's Bkfst, 6 ½s	.37½
Miner's Bkfst, 6 1-5s	.39
Van Emden's Dutch, 1-lb	.60
Van Emden's Dutch, ½-lb	.70
Van Emden's Dutch, ¼-lb	.75

Cereal Coffee.

Postum, 24 ½'s, per doz	$1.35
Postum, 36 1's, per doz	2.25

Chutney.

Bombay, assorted qts	$6.25
" assorted pts	4.00
" Major Grey, qts	7.50
" Major Grey, pts	4.50

CIDER.

Mott's boiled, doz qts	3.25
Monroe's, champagne, doz	2.50
" boiled, doz	2.75
Bidwell's, " "	2.50

COCOANUT.

Baker's.

Baker's Drifted Snow, pails	14
Bbls, 126 lbs	.13
Brazil shredded or Table Talk, long thread, 20-lb pails	lb.14
" 150-lb bbls, per	lb.13
Table Talk in parchment bgs, cases of 30's, 60½'s or 30½'s and 15 1's	.14½

Schepp's.

Shredded 1-lb pkgs, per lb	.23
" ½-lb pail, per lb	.24
" ¼-lb pail, per lb	.25
" 12 5c pkgs	.47½

Dunham's.

Shredded, 1-lb ppr, per lb	.27
" ½-lb ppr, per lb	.28
" ¼-lb pkgs, per lb	.29

COFFEE SUBSTITUTES.

Postum Cereal.

No. 1, 2 dz, smt pkgs, per dz	1.35
No. 3, 3 dz, lrg pkgs, per dz	2.25
No. 0, 1 dz, lrg pkgs, per dz	2.25

EVAPORATED MILKS.

BORDEN'S

MILK CO.

All Borden's Brands Guaranteed.



Eagle Brand—

Condensed Milk, 4 doz.... 6.80

Pioneer Brand—

Evaporated Milk (Unsweetened)

Tall Cans, 4 doz	**4.25**
Small Size, 4 doz	**2.00**
Challenge	4.65
Floral	4.50
Rose	4.75

Borden's Malted Milk.

Trial size, pe rdoz	.90
Small Size	4.00
Large lze	8.00
Hospital Size	33.00

Alpine Milk.

20-oz., 1 to 5 case	4.05
20-oz., 5 to 10 case	4.00
20-oz., 10 to 25 case	3.95
20-oz, 25 to 50 case	
20-oz, 50 cases or more	
8-oz, 96 to case	
Gal., 6 to case	

Carnation Milk.

20-oz, 1 to 4 case	4.05
20-oz, 5 to 9 case	4.00
20-oz, 10 to 24 case	3.95
20-oz, 25 to 49 case	

Gal., 6 to case, 10c less.

Miscellaneous.

St. Charles, 4 doz in case	$.55
St. Charles, 5 case lots	4.40
Jersey, 4 doz, per case	4.00
Lily	4.25
Highland	4.25
Pet, Fam., 4 doz to case	3.35
Baby Pet, 6 doz to case	3.00

Cottolene.

	Single cs.	5 cs.	10 cs.	25 cs
Small	7.25	7.15	7.10	7.00
Medium	7.25	7.15	7.10	7.00
Large	7.25	7.15	7.10	7.00

GELATINE.

Bromangelon.



(Straight and assorted flavors: Raspberry, Lemon, Strawberry, Orange, Cherry, Chocolate).

Large, 2 doz, per doz	1.20
Small, 3 doz, straight or assorted, per doz	.90
Silver White Keystone, per dz	1.00
Minute, per doz	1.00
Knox's, per doz	1.25
Knox's per gross	15.00
Knox, Acidulated, per doz	1.20
Cox's, per doz	1.15
Keck's, per doz	1.10
Plymouth Rock (1 doz. free with 3 doz.)	1.20
Sheet	.35

Ginger Confections.

China, per case of 6 stone jars	2.50
China, Chyloong small stone pots, per doz	
Crystallized glace, ½-lb. tin, per doz	2.50

Hops.

No. 1, ¼ lb, 30-lb box, lb	.30
No. 1, 1 lb, 20-lb box, lb	.30
Less than 30-lb boxes	.31

Junket Tablets.



1½ doz in container, per dz .80

Lemon Sugar.

Gilt Edge, 24½s, per doz	1.37½
Gilt Edge, 24 1's, per doz	1.85

Lime Juice.

Tahita, 24 8 oz, per doz	$1.25
Tahita, short measure, 16-oz.	1.50
Tahita, full measure, 32-oz.	2.50
Tahita, bulk, gal.	1.00

Olives.

Bottled.

Queen Olives, 10 oz, oval, pts, 2 doz	3.00
Fluted Stuffed Olives, 5 oz., 6 doz	1.10
10 oz., oval olives, pts, 2 dz	2.50
Baby Pimolas, 10 oz., 2 doz	3.65
Baby Pimolas, 24 18s	6.25
Manzanilla, 8 oz, 4 doz	1.25
Manzanilla, 5 oz, 4 doz	1.10
American Ripe, pts, tin, 2 dz	2.25
American Ripe, qts, 2 doz	3.75
Old Mission Ripe, pts, 4 doz	1.80
Old Mission Ripe, qts, 2 doz	3.25

White Label, 5-oz., Manzanillas.

	Per doz
5-oz., Manzanilla	1.30
8-oz., Queen	1.85
10 oz., Queen	2.35

14 oz., Queen	3.75
28 oz., Queen	6.75
32 oz., Queen	9.00
64 oz., Queen	16.00
5 oz, Stuffed	1.30
10 oz., Stuffed	2.65

Olive Oil.

1 doz qts (California) per dz	8.00
2 doz pts, (California) per dz	4.25
4 doz ½ pts (California) pr dz	2.25
Gallon tins, " each	2.50
½ gal. (California) each	1.50

Nicelle Brand.

4 doz ½ pts, case	9.00
2 doz pts, case	8.50
1 doz 22 oz., case	9.00
1 doz qts, case	8.00

Old Mission.

1 doz qts., case	8.00
2 doz pts., case	9.00
2 doz ¼ pts	4.80

Grogan's Purity Olive Oil.

Qts., 6 to gal, 12 to cs, pr cs.	7.50
Pts., 12 to gal, 24 to cs, pr cs.	8.00
½ pts., 24 to gal, 48 to cs, pr cs	8.50
Gal. Can, 8 to case, per can	2.40
½ Gal Can, 12 to case, pr can	1.30

Mushrooms.

	doz
Le Court, 100 to case	$3.50
La Forrest, 100 to cs	3.00
Hotel, 100 to case	3.00
Fancy Stuffed, pts	4.00

Peanut Butter.

Heron's 2 doz to cs, per doz 2.40



Imperial, 2 dz, No. ¼ glass, dz	1.10
" 2 dz, No. ½ glass, dz	2.10
" 1 dz, No. 1, glass, dz	3.25

Peels.

Citron, 25-lb box	.23
Citron, 10-lb box	.23½
Lemon, 25-lb box	.15
Lemon, 10-lb box	.15½
Orange, 25-lb box	.14
Orange, 10-lb box	.14½

Plum Pudding.

Curtice, Individual, doz	$1.10
" No. 1, doz	2.50
" No. 2, doz	4.50
" No. 3, doz	6.50
G. & D., 1s, 2 doz to cs, dz	2.50
" 2s, 12 to cs, doz	4.50
" 3's, 6 to case, doz	6.50
" 4's, 6 to case, doz	8.50
R. & R., Individual, doz	1.00
" 1's, per doz	2.65
" 2's, per doz	4.60
" 3's, per doz	7.10

Salad Dressing.

Durkee, small, 2 dz, per doz	2.50
" large, 1 doz, pr doz	4.25
" picnic size, 4 dz, pr dz	1.00
My Wife's, 1 doz, 16-oz. case	3.25

HOOPER & JENNINGS

Importers and Wholesale Grocers

Teas, Coffees, Dried Fruits, Provisions, Cigars and Tobaccos

462-468 Bryant St., bet 2nd and 3rd Sts.

Telephone Temporary 674 **San Francisco**

87 88

Department 28.

PICKLES, VINEGAR, RELISHES, ETC.

This Department is corrected each week by the Pacific Vinegar & Pickle Works.

PICKLES IN BULK

California Home Brand

Uniformly Assorted by Hand and Count Guaranteed.	Sour ½ bbl 32 gal.	Sour ¼ bbl 16 gal.	Sweet ½ bbl 32 gal.	Sweet ¼ bbl 16 gal.
Special Small Gherkins ½ bbl. 6000, ¼ bbl 3000			24.00	12.50
Special Small Mixed Same count			24.00	12.50
Gherkins ½ bbl. 4000, ¼ bbl. 2000			21.00	11.00
Mixed Same count			21.00	11.00
Special Small Medium Pickles ½ bbls. 3000, ¼ bbls. 1500	13.00	7.00	18.00	9.50
Special Small Medium Mixed Same count	13.00	7.00	18.00	9.50
Small Medium Pickles ½ bbls. 2000, ¼ bbls. 1000	12.00	6.50	16.00	8.50
Small Medium Mixed Same size	12.00	6.50	16.00	8.50
Chow Chow			15.00	8.00

Package Count	Bbl 1800	Bbl 1500	½ bbl 1200	¼ bbl 600	½ bbl 1000	¼ bbl 500
DILLS	15.00	14.00	10.00	6.00	9.50	5.50

Jumbo Dills.—bbl., $12.00; ½ bbl., $9.00; ¼ bbl., $5.00.

California Home Brand.

Sour and Sweet, (Plain or Mixed), German Dill, Chow Chow and Onions

	No1 Sml	No2 Mdn	No3 Lrg	Dills	Swt Mid gets	Sweet Gherkins	Chow Chow	Pearl Onions
Barrels, 50 Gals.	$0.36	$0.33	$0.28	$0.28	$0.60	$0.55	.....	$0.80
½ Barrels, 32 Gals.	.38	.35	.30	.30	.62½	.57½	.....	.82
¼ Barrels 16 Gals.	.40	.37	.32	.32	.67½	.62½	.....	.84
Kegs, 10 Gals	.42	.39	.....	.34	.67½	.62½	.....	.86
Kegs, 5 Gals.	.41	.41	.....	.36	.70	.65	.....	.88
Pails, 5 Gals.	.44	.41	.....	.36	.70	.65	.....	.88
Pails, 2 gals.	.65	.60	.....	.38	.75	.70	.60	1.00
Pails, 1 gal.	.65	.60	.....	.50	.85	.80	.70	1.10
Sd kegs, 10s, 8 gals.	3.50	3.25	2.00	2.75	5.50	5.00	3.75	7.25
Sd kegs, 5s, 4 gals.	1.75	1.65	1.00	1.50	3.00	2.75	2.00	3.75
Sd kegs, 3s, 2½ gals.	1.25	1.15	.85	1.00	1.75	1.60	1.50	2.25

"CENTAUR BRAND"

Sour (Plain or Mixed), German Dill, Chow Chow and Onions

Midgets Small Medium Select'd Dills Chow Onions

	No1 sml	No2 Mdn	No3 lrg slct	Ger man Dills	Chow Chow	Calif. Onions
Barrels, 50 gals	$0.33	$0.30	$0.25	$0.25	$0.32	$0.25
½ Barrels, 32 gals.	.35	.32	.27	.27	.34	.27
¼ Barrels, 16 gals.	.37	.34	.29	.29	.36	.29
Kegs, 10 gals	.39	.36	.31	.31	.38	.31
Kegs, 5 gals	.41	.38	.33	.33	.40	.33
Pails, 2 gals	.51	.47	.....	.35	.50	.49
Pails, 1 gal	.61	.57	.....	.45	.60	.59
Sd Kegs, 10s, 8 gals.	3.25	3.00	1.60	2.50	3.20	2.50
Sd Kegs, 5s, 4 gals.	1.65	1.50	.80	1.25	1.60	1.25
Sd Kegs, 3s, 2½ gals.	1.15	1.00	.70	.90	1.10	1.00

PICKLES IN GLASS

California Home Brand

Wide Top—English or Octagon	10 oz	½ Pt.	Pt.	Qt.
Gherkins Sour	1.35	1.60	2.30	4.50
Mixed Pickles	1.35	1.60	2.30	4.50
Chow Chow	1.35	1.60	2.30	4.50
Pearl Onions	1.75	2.00	3.25	
Sweet Gherkins	1.75	1.90	2.75	5.00
Sweet Mixed Pickles	1.75	1.90	2.75	5.00
Pref Gurken			2.75	5.00

CENTAUR BRAND

American Style—Square Bot' Eng. style, Round Bot.

	Pts.	Qts.	½ Gal	Gal	½ Pts	Pt.	Qt.
Gherkins	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Mixed Pickles	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Chow Chow	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Cauliflower	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Mexican Mixt	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Mixed Onions	1.20	1.75	3.00	5.00	1.20	1.75	3.00

TOMATO CATSUP.

	In Glass, per doz. ½ Pt.	Pt.	Qts.	Jugs, per Jug ½ Gal.	Gal.	2 Gal.	1 Gal. Tins Sq Cn	Flt Cn
Cal. Home Brand.	1.35	$2.25	3.25	.50	1.00	1.90	.80	.75
Sunrise				.50	.95	1.80	.85	.80
Sunset	.90	1.65	2.75	.35	.60	1.20	.55	.50

*Case free with five.

89 90

Tomato Catsup—In Bulk.

	Bbl. 50 Gl.	½ Bbl. 32 Gl.	¼ Bbl. 16 Gl.	10 Gl. Keg	5 Gl. Keg	Standard Kegs 10's	5's	3's
Cal. Home Brand.	.65	.60	.55	.68	.70	5.50	2.75	2.00
Sunrise	.45	.50	.95	.58	.90	4.00	2.00	1.25
Sunset	.35	.40	.45	.48	.50	3.75	2.00	1.50

TABLE SAUCE.

In Glass.

	½ Pts	Pts.	Qts.	In Jugs ½ Gal	1 Gal	2 Gal.	Gal Tins
Cal. Home Brand.	2.00	3.00	4.00	.75	1.25	.75	.65
Worcestershire	1.00	2.00	3.00	.55	1.00	2.00	....
Chestershire	.75	1.50	2.75	.35	.60	1.20	.45

Table Sauce in Bulk.

	Bbls 50 G	½ bbls 32 G	¼ bbl 16 G	10 G Keg	5 G Keg	Standard Kegs 10's	5's	3's
Cal. Home Band.								
Worcestershire	.80	.82	.84	.86	.88	7.00	3.50	2.00
Chestershire	.55	.57	.59	.61	.63	5.00	2.50	2.00

VINEGAR

Commercial Wine, Cider, Malt or Spirit Vinegar

	40 Gr.	50 Gr.	60 Gr.	70 Gr.	80 Gr.	90 Gr.
Barrels	.14	.16	.17	.18	.20	.21
½ Barrels	.16	.18	.19	.20	.22	.24
¼ Barrels	.18	.20	.21	.22	.24	.26
10 Gal. Kegs	.20	.22	.23	.24	.26	.28
8 Gal. Kegs	.20	.22	.23	.24	.26	.28
5 Gal. Kegs	.22	.24	.25	.26	.28	.30
4 Gal. Kegs	.22	.24	.25	.26	.28	.30
2 Gal. Kegs	.24	.26	.27	.28	.30	.32

HIGH GRADE VINEGARS

	Barrels	½ Bbls
California White Wine Vinegar	.30	.35
California Red Wine Vinegar	.30	.35
Apple Juice Vinegar	.25	.30
California Home Brand Pure Pickling Vinegar	.25	.30
Cases of one dozen qarts		2.50

RELISHES AND CONDIMENTS.

Miscellaneous.

	6 oz	½ Pt	Pt	10 oz
Tomato Chutney	1.25	1.75	2.50	1.35
Chili Sauce	1.25	1.75	2.50	1.35
Salad Dressing	1.25	1.75	2.50	

California Home Brand

	8 oz	14 oz	Pts
Sweet Relish	.95	2.00	2.75
East India Relish	.95	2.00	2.75
Red Hot	.95	2.00	2.75

Salad Oil.

Tierces, about 50 gal. gal. .75
1 gal. tins, 10 to case, gal. 1.00
5 gal. tins, 1 to case, gal. .95
½ gal. tins, 20 to case, gal. 1.10
Quart bottles, 12 to case, doz .75
Pt. Bottles, 24 to case, doz. 1.50
½ pt. bot., 36 case, doz.

Saratoga Chips.

(Less 5 per cent.)

Bulk, 15-lb box 3.60
Cartons, 6-oz., 24 in case, doz 1.30

SALT.

Cal. Table & Dairy, 75 2's, 60 2½'s, 50 3's, 30 5's, 15 10's and 8 20s, per bale 1.
Do 50-lb bags, ton 12.00
Leslie's Sterilized, 75 2's, 60 3's, 40 4's, 30 5's, 15 10's, and 8 20s, per bale 2.
Do, 50-lb bags, ton none
Leslie's, 50s 20.00
Imptd Liverpool, 50s, ton 20.50
" " 100s, ton 19.50
" " 200s, ton 19.00
Genuine Werrington, 50s, per ton 20.00

H. R. H. Liverpool.

Bales of 75, 2s, per bale
Bales of 50 3's, 40 4's, 30 5's, 15 10s, 8 20s, per bale
Bags, 50s, per ton

Worcester.

Worcester Dairy, bbl 320 lbs (5 bbls. 5.25) 5.25
Worcester Dairy, bbl 320 lbs. 10 bbls 4.75
Worcester Table, 140 2s, 100 3s and 60 5s 1 bbl 3 bbl 5.75 5.50
Worcester Table, 30 10s 5.50 5.25
Worcester Table, 50lb sacks

Irish Linen .30

Rock Salt.

Half-Ground, 100-lb sks ton
" " 50s, ton 10.00
Stock, 100-lb sack per ton
" 50s ton

Package Salt.

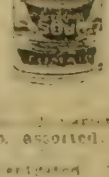
Leslie's Sterlized, 48 2's
" " 24 3's
" " 20 5's
" " 50 7's
R. S. V. P., 2s, 24 to case
R. S. V. P., 3s, 24 to case
R. S. V. P., 5s, 20 to case
Log Cabin, 24 2s

Celery Salt.

Durkee's, 1 doz in box

SOUPS.

Anderson's
Campbell's
Snider's, Tomato



Van Camp's
Libby's, 2's, assorted
" 1's
" Concentrated

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Franco-American.

	Qts.	Pts.
Mock Turtle, Ox-Tail, Consomme, Bouillon, Julienne, Vegetable, Beef, Pea	3.15	1.80
Chicken	3.60	2.00
" Gumbo	3.60	2.00
Green Turtle, thick	7.09	3.60
" " clear	9.60	
Mulligatawney	3.60	2.00
Tomato	3.15	1.80
Assorted	3.25	1.85

Truffles.

1-16 glass, per doz	3.60
1-16 tins, per doz	2.75
¾ tins, per doz	5.25
¼ tins, per doz	10.45
½ tins, per doz	20.35

Yeast Cakes.

Magic Yeast, case	1.20
Yeast Gem, case	1.15
Great Western	1.00
Gillet's Magic	1.20
Yeast Foam	1.20

This Dept. is corrected by
Fillmann & Bendel: Pac. Vinegar & Pickle Works.

CATSUPS.

Snider's, qts. doz	3.75
" pts "	2.40
" 1½ pts, "	1.40

Griffon's.

½-pints, per doz	1.12½
Pints, per doz	1.85
Quarts, per doz	3.25

Miscellaneous.

Campbell's, ½ pts, doz	1.15
Heinz, 10-0z	1.45
" 12-oz	1.65
" 17-oz	2.15
Blue Label, 25 ½-pts. to cs	4.50
Blue Label, 25 pts to cs	4.50
Blue Label, 12 qts to cs	5.40
Golden Star, gal jugs, doz	9.00
" " qt. jugs, doz	3.60
" " pt jugs, doz	2.25
" " ½ pt jugs, doz	1.40

Long's Fruit Catsup.

Pts, 24 to cs, case	4.75
½-Pts, 48 to cs, "	5.75
" 2, 5 and 7 oz Bas, lb	1.60

SAUCES.

Holbrook's, ½ pts	2.40
Lea & Perrin's, small	2.75
Lea & Perrin's, medium	5.00
Lea & Perrin's, large	8.25

5 cases, 5c per doz less.

Tobasco, McIlheny	4.00
Tobasco, New Iberia	3.50
Bengal Worcester, ½ pt	.85
Bengal Worcester, pt	1.25
Pepper, sprinkle top, ½ pt,	2.00
Superior Pepper, small	.90
Superior Pepper, large	1.60
Libby's Manchester Sauce, 24 ½ pints, per doz	1.20

HORSE RADISH.

Picnic Gems, doz	.95
Pints, doz	.95
Medium, doz	1.30
Quarts, doz	2.50
10-Gal. Kegs, gal	.78
5-Gal. Kegs, gal	.80
2-Gal. Pails, gal	.85
1-Gal Pails, gal	.90
Standard Kegs, 10s, keg	6.50
" ½s, keg	3.25
" " ¼s, keg	2.00

FRENCH MUSTARD.
(In bulk.)

	Cal Home Brand	Standard
Bbl. per gal	.35	.30
½ bbl. per gal	.37	.32
¼ bbl. per gal	.40	.34
10-Gal Keg	.42	.36
5-Gal Keg	.45	.38
2-Gal. Pail	.50	.45
1-Gal. Pail	.60	.55
Standard Keg, 10s	3.50	3.00
" " 5s	1.75	1.50
" " 2s	1.50	1.25

In Glass. Cal. Home Brand.

8 oz. 2 dz to case, per doz	.96
14-oz. 2 doz to case per doz	1.75

Standard.

8-oz. small bbl	.80
8-oz. Dusseldorf	.90

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16-oz, "	1.40

SAUERKRAUT.
Cal. Home Brand—Dry Pack

Bbl., 50-gal	15.00
½-bbl., 32 gal	10.50
¼-bbl., 16 gal	6.50
10-Gal Kegs	3.25
5-Gal Kegs	1.75
2-Gal Pails	.85
1-Gal Pails	.60
Standard Kegs, 10s	2.50

Department 24.

GROCERY SUNDRIES.

This Dept. is corrected by
Haas Bros.; Wm. Schaff Co.

Axle Grease.

H. & L., per case	$2.00
C. & S., 2-doz case, per case	2.00
" 5 case lots	1.95
" 10 case lots	1.85
Frazer's, 2 doz tins, per case	2.25
Frazer's, 4 doz wd, per case	3.60
Frazers, 15-lb pails	1.00
Mica, 3 doz tins, per case	2.60
Castor Oil, 2 doz 1s	2.60
Universal, 2½, light	2.00
Universal, 2½, dark	1.75

Paper Bags.

Automatic, Self-Opening, 500 in pkg., List.

¼-lb	$1.00	8-lb	4.80
½-lb	1.20	10-lb	5.20
1-lb	1.60	12-lb	6.30
1½-lb	1.70	14-lb	8.30
2-lb	2.00	16-lb	9.00
3-lb	2.50	20-lb	10.00
4-lb	2.90	25-lb	11.00
5-lb	3.40	30-lb	13.00
6-lb	4.00	35-lb	15.00
7-lb	4.40		

Sizes 8 to 35 lbs.

Sugar Bags, broad bottom, lb .06

Discounts from above list:
Cheapest, 50%.
Eagle or Equal, 50%.
White bags, 50%.
Lion, 40%.
Mikado (stripped) 40%.

Bluestone.

Barrels, per lb	.12
5 bbl. lots, per lb	11½

BATH BRICK

Bristol, 2 doz, per case	.95
Powdered, 20 1s, per case	1.15
Powdered, 40 ½s, per case	1.25

CANDLES.
Adamantine.

Adam, 14-oz., 20s	.11½
" 12-oz., 20s	.10½
" 10-oz., 20s	.09¾
Hotel, 40s, 12-oz	.10¾
(Wrapped ½c higher.)	
Chippewa, 1 oz	.07¾

Torchlight

Stearic Acid, 12 oz, 20s	.10¼
" 14 oz, 20s	.11¼
" (wrap) 16 oz 20s	.13¼

Stearic.

Schneider's 14-oz., 20s	.14
Schneider's 14-oz., 40s	.13⅞
Schneider's 16-oz., 20s	.15¾

Parafine, Etc.

	Per lb.
4s, 6s, in cartons of 36-lb bxs	11
12s, in cartons of 36-lb bxs	11¼
½-lb, in cartoons of 25-lb bxs	11
1-lb cartons of 25-lb bxs	11
Colored, 1c higher.	
Beeswax, pure for churches	.35
Do No. 2	.27½
Do No. 3	.22½
Christmas, all sizes	.09
Do holders, per gross	.85
Wax Tapers, per doz pkgs	.80
Do Per gross	8.00
Night Lights, German, on pap & wd, per doz	.40
Do French, on tin, doz 85,	1.25

Wicks

16 oz. S. A., 40s, (wrap)	.16¼
16 oz. S. A., 20s	.15⅞
14 oz, S. A., 40s, (wrap)	.14
14 oz. S. A., 20s	.13¾
11 oz. Adam, 20s	11¾
12 oz. Adam, 20s	10¾
10 oz. Adam 20s	.09

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Standard Oil Company.
Electric Light.

	Per Set
6s, 16 oz., 20 sets	.11¼
6s, 14 oz., 20 sets	.10¼
6s, 12 oz., 20 sets	.09¼
6s, 10 oz., 20 sets	.08¼
12s, 12 oz., 40 sets (hotel)	.09¼

Granite Mining.

	Per Set
6s, 16 oz., 40 sets	.13¾
6s, 16 oz., 20 sets	.13
6s, 14 oz., 40 sets	.10¾
6s, 14 oz., 20 sets	.11¾
6s, 12 oz., 20 sets	.09¾
6s, 12 oz., 20 sets	.09¾
6s, 10 oz., 20 sets	.09
12s, 12 oz., 40 sets (hotel)	.10

Parafine Wax.

	Per Set
2s, 14 oz., 25 sets, white	.10¾
2s, 14 oz., 25 sets, white	.10¾
4s, 14 oz., 36 sets, white	.10¾
6s, 14 oz., 36 sets, white	.10¼
12s, 14 oz., 36 sets, white	.10¾

Colored, 1 cent higher.

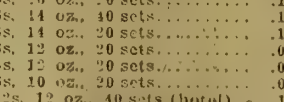
Radiant Parafine Wax.

	Per Set
4s, 14 oz., 36 sets	.09½
6s, 14 oz., 36 sets	.09½
6s, 14 oz., 20 sets	.09¼
6s, 10 oz., 20 sets	.07½

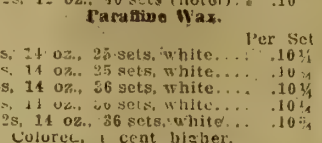
Egg Food.

Pratt's, 26-oz, 2 doz in cs	$4.50
Wellington's, 1-lb, 2 doz box	4.00

Fly Paper.



Sticky (holders gratis) $ 3.50



Tanglefoot, per case	2.50
Tanglefoot Holders, per case of 50	.35
Subert's, 40 5s, paper in box	.90

Fruit Jars.
(Net cash—no discount)

Mason's, pts, per gross	6.25
Mason's, qts, per gross	7.00
Mason's, ½ gal., per gross	10.00

Fruit Jar Caps.

Porcelain, 6 doz to box, pr bx	2.80

Fruit Jar Rubbers.

No. 1 White, per lb	.60
"Gold Seal," cartons, per gr	.75
"Badgers," cartons, per gr	.60
Red Ribbon	.70

Glue.

Le Page's, 1 oz per doz	.80
Le Page's, 2 oz, per doz	1.30
Le Page's ½-gill tins, per doz	1.50
Le Page's, 1-gill tin, per doz	2.00
" " Tubes, small, gr	12.00
" " " big, per gr	18.00

Cordage.

Basic price—Manilla 15¾, Sisal 10¾, (5,000 lbs. ¼c and 10,000 lbs. ½c less) All kinds advance on base price per pound as given underneath:

	Sis.	Man.
Rope, 1¼-in. (7-16 diam and upwards)	basis	basis.
" 1¼ thread (⅜ diam)	½	½
" and 5-16 diam)	1	1
" Bale, 3 and 4 strand	½ less	basis
" " 2, 6, 8 st'nd	½	½
Lath Yarn	basis	basis
Hop Twine, tarred	1	1
Grape Vine Twine	1	1
Spring Twine	½	2½
Paper Twine, unoiled	½	2½
Whale Line and Bolt		1

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Rewear laid rope for well-boring	1
Transmission of Power	5
Lanyard and Tarred	basis
Lariat Rope, hd tw, unoiled, 3 & 4 st'd	1
Sash Cord in cases	3

Cattle Bone.

Birds', per lb	.50

Insect Powder.

Eureka, 10c size, per doz	.75
Eureka, 25c size, per doz	1.75
Eureka, 60c size, per doz	4.50
Eureka, $1.00 size, per doz	8.00
Duhach, 2-oz., per doz	1.15
" 4-oz., per doz	2.15
" 8-oz., per doz	3.75
" 16-oz., per doz	6.80
" 6-lb, per lb	.60

Matches.

Tins	1.65
Boys, doz boxes	.12
Swedish Safety, per gross	.65
Swedish Wind, 1 gross	.90
Vulcan Parafjne, 65s per gr	.55
Do 50 grs lots	.50

Diamond Match Co.'s.

Anchor, 200s	1.70
Do, 500s	4.00
Bird's Eye, 500s, gr	3.75
3 Noes Safety, 100s	7.75
Bees Wax, 100s	4.50
Globe, 100s	6.00
Domino, case	2.75
Red Top Safety	2.75
S. & C. Eastern Parlor 80's	4.25
S. & C., 200s	2.25
S & C., 300s	3.25
S. & C., 500s	4.25
Press, 100s, 5-gross case	4.75
Little Star, per case	2.20
Search Light, 100s, large, 1 gr	4.75

Paper, Wrapping.

Butter, White, per ream	.20
Do Waxed, per ream	.25
Manilla, No. 2, roll, any size lb	.4½
Manilla, No. 1, rolls or flat	.05
Straw, per ream	.90
Do rolls, any size, per lb	.03½
Dráb, per ream	.60
Do rolls, any size, per lb	.02½

Paper, Toilet.

Royal, 100 rolls of 500 shts	4.00
O Keyed, 5-oz rolls, per case	2.5
Royal, 3-oz rolls, per case	4.2
O Keyed, tablets, per cases	3.7
Pastime, tablets, per case	4.8
Union, per case	7.0
Lulu, pkgs, 4000 shts, per cs	3.7
Astoria, pkgs 450 shts, per cs	3.5
Windsor, pkgs 500 shts, per cs	4.0
Universal, pkgs 700 shts, pr cs	6.0
Great Eastern, pkgs 1000 shts, per case	7.
Popular Rolls, 5 oz, 100 rols, per case	3.
Daisy Rols, 9 oz, 100 rolls, per case	4.
Express Rolls, 10 oz, 100 rolls, per case	5.
Asbestos Rolls, 11 oz, 100 rolls, per case	6.
Mammoth Rolls, 16 oz, 100 rolls, per case	7.
Pyramidal, 2000 sheets, 50 rolls in case	7.

"No-Meds"
(Cereal Laxative.)

48 cartons to case, per case $1.
Less 30 % discount to tra
Varying cash discount depend on quantity purchased.

Polishes, Shoe.
Day & Martin's.

Large, 6 dz to case, doz	1
Medium, 6 dz to case, doz	1
Small, 10 dz to case, doz	1

Mason's Russet Polish.

	Doz.	½ Gr
No. 2	.40	1.20
No. 3	.70	2.00

Comb Black Dressing.

	Doz	½ Gr
Large	1.50	4.50
Small	.90	2.50

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Combination Russet.

	Doz	¼ Gr	Gr
Large	1.50	4 50	18.00
Small	.80	2 30	4 80

Mason's Stove Polish.

Doz	¼ Gr	Gr
45	1 20	4 80

Polish, Stove.

Rising Sun, large pkg., per gr 6.25
Do 5-gross lots..... 6.00
Do Small pkg., per gross.. 3.85
Sun Paste, lrg, ¼ gr bx per gr 5.00
Enameline, No. 4 tins, per gr 5.00
Do No. 6 tins, per gr.... 8.25
Do Liquid, pt-tins, bx 3 dz 2.25

X-Ray Stove Polish.



Small, 3 doz. to case, per cs 1.50
Large, 3 doz to case, per cs 2.50
(½ doz. free with each case.)

Polish, Metal.

Electro Silicon, 1 gr in case per doz ..... .80
Brilliantshine, ½ pts, per doz .95
Brilliantshine, pts per doz.. 1.80
Brilliantshine, qts, per doz.. 3.15
Do, ½ gal., per doz..... 6.00
Do 1 gal tins, per tin.... .85
U. S. Metal Polish, qts..... 3.67
" " pts 2.00
" " ½ pts..... 1.25
U. S. Metallic Polish **Paste**, lb. package, doz..... 3.35
½-lb. package, doz..... 1.67
3-oz package, doz..... .50
Barkeeper's Friend, pwdr, gr. 21.60

Seeds.

Anis ..... .15½
Canary ..... .07
Caraway ..... .15
Celery ..... .17½
Coriander ..... .11
Cumin ..... .18
Flax, ground ..... .06
Flax, whole ..... .06½
Hemp, sacks ..... .06½
Millet ..... .06½
Mustard ..... .10
Poppy ..... .15
Rape, Cal. ..... .06
Bird gravel, 2s, per doz.... .85
Bird Seed Mixed, 48 1s, doz .80
Red Ribbon, 60 1s..... .6½

Original sacks ½c less.

Sheep Dip.

Little', 10-gal tins, per gal.. 1.20
Little's, 5-gal drums, per gal 1.20
Smith's, 10 ½-gal tins, gal .95
Smith's, 5-gal drums, per gal .95

Shoe Blacking.

	Doz.	¼ Gr.	Gr.
No. 1	.25	.75	2.80
No. 2	.30	.85	3.25
No. 3	.35	1.00	3.85
No. 4	.45	1.40	5.45

Shoe Dressing.

Boss, 3 dz to cs, per gr..... 9.00
Russian, 3 dz to cs, per gr.. 12.00
Shinola, per gross..... 10.00
16 Shinola outfits of brush and dauber, no charge.
Shinola paste, case of 3 doz 2.50
3 solid brass scoops, no charge

Bixby's Polishes.

Royal Polish, 1 doz in box.. .85
Royal P'lish, 3 dz bx, ham'r free 2.55
Shoe, Satin, 1 dz (sml comb'n) .75
No. 5 Shoe Satin Pste, 1 doz .80
No. 5 Shoe Satin Paste, 1 doz .40
No. 10 Satinola Paste, 1 doz .80
No. 10 Satinola Paste, 1 doz in box ..... .80
Satinola, combination, sml, dz .75
Satinola, combination, lrge, dz 1.25
Shoe White Cream, per doz .85
Ermino White Paste, per doz .80

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Jet Oil, doz..... .85
Jet Oil, 3 dz bx, 5 Bixola free 2.55

Bixby's.

"BBB," size M., ¼ gr. box.. 1.25
"BBB," size B, per ½ gr. box 2.50

Twine.

Cotton, 4-ply, 100-lb bales, lb .27
" 3-ply, 100-lb bales.. .27
" 2-lb cones, per lb.. .27
Hemp, 8-oz balls, pr 3-lb pkg.. .27
Do, 4-oz balls, per 3-lb pkg .27
Sack, 4-ply, 12-lb pkgs, lb... .27

Binder Twine.

Pure Manila, 650 ft to lb, pr lb 14½
Manila, 600 ft to lb, per lb. 13½
Standard, 500 ft to lb, pr lb 11½
Sisal, 500 ft to lb, per lb. 11½

Wax.

Fruit, 25 1-lb pkgs, per box.. 1.50
Mint Wax, per box..... 1.50
Japan, per lb..... .20
Beeswax ..... .38
Pure Ref. Paraf., 40 1s, lb.. .10
Pure Ref. Paraf., 20 1s, lb.. .10

Wax Strings.

12-in., 10 pkg, 100 stgs each. 1.75
14-in., 10 pkg, 100 stgs each.. 1.90

Department 25.
WOOD AND WILLOW WARE
AXE HANDLES.

This Dept. is corrected by
The Heyman-Weilli Co.

Ex, 36-in., doz $2.50
No. 1, 36-in., doz..... 1.75
No. 2, 36-in., doz..... 1.25

Baskets.

	Per doz.
Cal., Open, Spruce, No. 3....	.85
Cal., Open, Spruce, No. 4....	.90
Cal., Open, Spruce, No. 5....	1.00
Cal., Satchel, Spruce, nest, 0-5	1.35
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-41	.70
German Market, nest of 4....	1.25
Clothes, Oval, Wil., No. 2..	7.75
Clothes, Oval, Wil., No. 3..	9.00
Same, nest of 5 sizes.....	3.50
Japanese Telescopee, nest of 5, size 18x12x7.....	1.25
Same, size 20x13½x7.....	1.50
Same, size 24x15x10.....	1.90

Bowls, Wooden.

	Per doz
Maple, No. 1, 11-inch.....	.80
Do No. 2, 13-inch.....	1.75
Do No. 3, 15-inch.....	3.00
Do No. 4, 17-inch.....	4.75
Do No. 5, 19-inch.....	6.50
Do No. 6, 21-inch.....	8.50

Brooms.

	Per doz
No. 7 Special.....	4.00
Little Lady	3.00
Dandy	3.10
Cooks' Choice	2.35
Ladies' Pride, No. 1.....	2.85
Toy, string	1.00
Common Whisk.....	1.00
OO Whisk.....	1.80

Brushes.

	Per doz	
Dust	2.25	22.00
Scrubbing	.55	3.00
Dandy	1.50	5.75

Shoe Brushes.

No. 415, black tampico No 59 .9
No. 25 Mixed Center..... 1.75
No. 602, all black..... 2.00

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No. 335, black and white 3.50
No. 7, bristles 3.80

Stove Brushes.

	Per doz
551 tampico, handles	.80
No 41, Black Bristle.....	1.90
No 411, Black Bristle	2.25

Ox Fibre Brushes.

	Per doz
Stub Cat, 10¾x2½ in face .	1.50
Do Rat, 8¼x2½ in face..	1.25
Do Mouse, 6¾x2½ in face	1.00

Can Openers.

King, doz ..... .75
Sprague, doz ..... .45

Carpet Sweepers.

Bissell's, per doz, 25.00 to 27.00
Standard, per doz..... 23.00

Cheese Safes.

Round, 22-in, each..... 3.25
Square each 4.00

Clothes Lines.

Sisal, 40-foot, per doz..... .90
Sisal, 60-foot, per doz..... 1.25
Cotton, 40-foot, per doz..... .80
Cotton, 60-foot, per doz.... 1.20
Sash Cord, 60-foot, per doz.. 1.75
Sash Cord, 90-foot, per doz.. 2.44
Wire Cord, 60-foot, per doz.. 1.05
Wire Cord, 75-foot, per doz.. 1.60
Wire Cord, 100-foot, per doz.. 2.10

Clothes Line Pulleys.

Galv. Iron, with eye.....$1.50
" " with hook ..... .60

CLOTHESPINS.

Common, per box of 5 gross.. .70
U. S. Patent Spring, per gross .55

CORKS.

Demijohns.

(Discount of 40% and 10%.)

½ gal $5.75
1 gal 7.50
2 gal 13.50
3 gal 16.00
5 gal 24.00

Dust Pans.

No. 1 Japan, doz..... .75
Covered, doz 1.30
Janitor, doz 2.25

Dusters.

	Per doz
China, fancy colored.....	.80
Standard Turkey, No. 10....	2.45
" " No. 12.....	3.25
" " No. 14.....	4.25
" " No. 16.....	5.25
" " No. 18.....	6.00
Janitor, extra heavy.....	15.00

DOOR MATS, COCOA.

	Per doz
Light, No. 1, 14x24.....	4.40
Do No. 2, 16x27.....	6.00
Do No. 3, 18x30.....	7.75
No No. 4, 20x33.....	9.50
Medium, No. 1, 14x25.....	5.50
Medium No. 2, 16x27.....	7.00
Medium, No. 3, 18x30.....	8.75
Medium, No. 4, 20x33.....	10.50
Extra, No. 2, 16x27.....	10.00
Extra, No. 3, 18x30.....	13.00
Extra, No. 4, 20x33.....	15.50
Extra, No. 5, 22x36.....	19.00
Keystone Steel Mats, sq. ft..	.20

Faucets.

	Per doz
Cork Lined, No. 0.....	.45
" " No. 2.....	.45
Cork lined, No. 3, doz.....	.90
" " No. 4.....	.60
" " No. 6.....	.75
" " No. 8.....	.90

Ironing Boards.

4-ft., per doz..... 4.40
4½-ft., per doz..... 5.00
5-ft., per doz..... 6.00
5½-ft., per doz..... 7.20

LAMP BURNERS.

Oppositions.

0 or E, per doz..... .65
1 or A, per doz..... .55
2 or B, per doz..... .55

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LAMP CHIMNEYS.

Electric—In Cartons

No 2, 6 doz in case, per doz 1.10

Eastern Globes.

Packed 6 doz in case..... .75

Aurora Rochester.

Per doz

No. 1, 6 doz in case..... .75
No 2, 6 doz in case..... .90
No. 3, 6 doz in case..... 1.00

Macbeth Pearl Top.

No. 1 or A, 6 doz in case.. .95
No 2 or B, 6 doz in case.. 1.05

La Bastie.

Per doz

No. A, plain bulk, 6 doz in cs 1.25
No B, plain bulk, 6 doz in cs 1.50
No. A, crimp bulk, 6 dz in cs 1.35
No. B, crimp bulk, 6 dz in cs 1.60

Common Chimney.

Per doz

No. 0 or E, 0 doz in case.. .40
No. 1 or A, 6 doz in case.. .45
No. 2 or B, 6 doz in case.. .55

LEMON SQUEEZERS.

Ball, per doz.....$0.85
Glass, No. 1, per doz..... .75
Glass, No. 3 (for oranges) dz 1.20

MOPS AND HANDLES.

Per doz

8-lb. Mops 1.25-1.65
13-lb. Mops 1.80-2.30
Patent Mop Handles..... 1.00
Plain Mop Handles..... .90

PAILS.

Per doz

Wood, painted 3 hoops..... 2.75
Wood, varnished, 3 hoops.... 3.50
White Cedar, 3 galv. hoops.. 5.00
Fibre 3.60
Galvanized, 8 quarts..... 1.85
" 10 quarts..... 2.00
" 12 quarts 2.65
" 14 quarts 2.90

SHELF PAPER.

Per gross

Narrow, assorted colors..... .15
Lace paper, per box..... .50

TUBS

White Cedar—No. 0, 13.00; No 1, 10.50; No. 2, 9.00; No. 3, 8.00
Fiber—No. 0, $10.00; No 1, $15.75; No. 2, $13.75; No 3, $12.25.
Galvanized—No. 0, $7.85; No. 1, $6.95; No. 2, $7.95; No. 3, $8.95

WASHBOARDS.

Per doz

California, regular size..... 1.75
Little Lady, glass..... 1.80
Little Lady, zinc 1.10
Peerless, double 2.50
North Star 2.25
Crystal Glass 1.40

Washing Machines

Waverly 6.75
Matchless 4.50
Western 3.75
Majestic, family size, each.... 6.00
Snowball, family size, each.... 6.75
Leader, family size, each.... 7.00
Shelby, family size, each.... 7.50

WICKING.

Gro

Lamp, 0 or E, ⅞-inch. $0.30
Lamp, 1 or A, ⅞-inch. .40
Lamp, 2 or B, 1-inch. .50
Lamp, 3 or D, 1¼-inch. .75
No. 1, Rochester 1.00
No. 2, Rochester 2.25
No. 3, Mammoth..... 7.00
Junior Rochester ..... .75
Stoves, 3-inch 1.50
Stoves, 3½-inch 1.90
Stoves, 4-inch 2.00
Stoves, 4½-inch 2.60

WRINGERS.

Wood Frame.

Two top screws; iron tub clamps

Per doz

Royal, 10x18¼ inches..... 7.50
Challenge, " 11.50
King Special " 7.50
Empire " 7.00
Century, 10 inches..... 5.50
" 11 inches 11.50
" 12 inches 15.00

Iron Frame.

Superior, 10 inches 20.50

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Department 27.
AMERICAN TOBACCO CO.

Smoking Tobacco.

(5-lb Cartons, 25 and 50-lb Cases)

Seal of N. C., 1⅝ oz foil.... 68
" " 3¾ " 61½
" " 8 " 58¼
" " 16 " 56⅛
" 1⅝ oz cloth 68
Seal of N. C., 3¼ oz cith pchs 63¾
pouches 68
Seal of N. C. 16 oz decorated tin canisters 58½
Old Eng. Curve Cut, 1⅝ oz curved tins 74½
Old Eng. Curve Cut, 3¾ oz curved tins 74½
Old Eng. Curve Cut, 8 oz.. 72
Old Eng. Curve Cut, 16 oz.. 69
Continental Cubes, 1⅝-oz tins 69½
Monte Cristo Slabs, 3¾ oz tins 74½
Van Bibber, sled plg, 1⅝ oz tins, 24½ lb cartons.... 70
Three Feathers, 1⅝ oz, 1¼ lb cartons, net.... 58¾
Pedro, 2⅛ oz foil.... 47½
" 2½ oz pouch.... 50¾
" 2½ oz assorted.... 49
" 16 oz decorated tin canisters 49½
Dixie Queen, 1⅝ oz foil.... 38¾
" 8 oz tins.... 42⅜
" 16 oz decorated tin canisters, 6 lb cartons, 30 lb in cases.... 42
Duke's Mixture, 1⅝ oz sacks 40
Arlington, 1⅝ oz foil.... 63½
Duke's Cameo, 1⅝-oz.... 41½
Duke's Cameo, 2½ oz foil.. 47¼
Melrose, 1⅝-oz foil.... 66⅝
Fragrant Vanity Fair, 1½ oz foil 93
Red Indian Plug Cut, 1⅝ oz and 3¾ oz foil.... 39
Fashion, 1⅝ oz 38¾
" 16 oz canisters.... 42½
Fashion Pail 42⅛
Bull Durham, 1 oz.... 62
" 1⅝ oz.... 62
" 3¾ oz 59
" 8 oz 57
" 16 oz.... 53
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb.... 24
Echo Plug Cut, 1⅝ oz (16-oz. 49) 47¾
Red Bell, 1⅝ oz.... 40¾
" 16-oz pails.... 41¾
Cornell Mixture, 3¾-oz tin.. 83½
Oriental Mixture, 3¾ oz tin.. 93
Honey Dip Twist, 10 to lb.. 43⅛
Grizzly, 16 oz, 24-lb cases.. 54⅛
Five Bros. Pipe Smoking, long cut, paper pkgs, 3¾ oz, 5 lb cartons, 30, 50 & 100 lb cases 37
Pride of Virginia, 1⅝-oz, 3¾-oz and 8-oz tins, 2½-lb boxes, 10 & 25-lb cases... 75
Golden Cupid, 1⅝ oz foil, 25, 50 & 100-lb cases.... 60⅞
Sure Shot, 2s.... 33
Union Leader, 1⅝-oz foil.... 37½
" 3-oz pouch.... 39¾
" 8 and 16 oz canister 39¾
Union Leader, 16-oz milk can 39¾
Plaza, 1⅝-oz cloth, 5-lb cartons, case of 25 lbs, net.. 37½

Fine Cut Chewing.

Hiawatha, 2 oz, b'ght or d'k, 1-lb cart, 10-lb cs, per lb 59
Hiawatha, 5-lb cs, 1-lb carts 59
Hiawatha, 16 oz, b'gt or d'k, 5-lb pails, lb.... 59
Hiawatha, b'gt or dark, 10-lb pails, per lb.... 56
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb pails.... 44
Rose Leaf, 10 to lb, bright or dark, 1-lb cart, 5-lb drums 67
Tiger, 1⅝ parafline bags, 5-lb moisteners 41

Cheroots and All Tobacco Cigarettes.

Old Vir. Cheroots, 3 in bundle.. 11.75
$12 in less than 1M lots.
Old Vir Cheroots, 5 in bundle.. 13.95
Bet the Acts Little Cigars, 10s tin 8.85

50

Bengal little cigars, 10s, (10 per cent in free goods).. 7.20
Royal Bengal, 10 in pkg, 100 in carton.... 11.50
Van Bibber Little Cig, bundles of 10, boxes of 100.... 16.20
San Rosa cigarros, 10s, cartons of 500, per M.... 4.00

Stogies, Etc.,

Less 2% for cash.

Star Pittsburgh stogies 1-10s, 5 for 10c.... 15.00
Florodora little cigars, 1-10s, 5 for 5c.... 12.35
Red Top Stogies, 1-10s, 5 for 5c 12.50
Red Label Stogies (Jenkinson) 11.05

Cigarette Paper.

Vanity Fair, 50 pkg in box .87½
Wheat Straw, 50 pkg in bx, net 1.30
Wheat Straw, 100 pkg in bx net 2.55
Wheat Straw, Interlock, 50 pkg in box.... 1.15
Wild Oats, 40 pkg in box.. .80
Red Seal, 50 in box.... .25
Zig-Zag, 100 in box.... 2.50
Riz la croix.... 1.95

Plug Tobacco.

(Subject to discount 2%)

Battle Ax, 16 oz, 5 cuts, 12 and 24 lb bts, net.... 39
Big Gun, 16 oz, 3x12 smooth, bright, 6 sp, 16 lb butts.. 44
Boot Jack, 3x12, R & R, 5½ oz, 8 sp, 1, 4 8 and 12-lb and 24-lb fancy wooden bxs, net. 57
Bullion, 1x6, D T Nines, 6 to lb, 20-lb cad's.... 50
Climax, 2x12, R & R, 16 oz, 6 sp, 6, 12 & 30 lbs (7 oz 7, 10½, & 21 lbs 45).... 45
Climax, 3x12, thin, 7 oz, 7 and 14 lb 48
Cross Bow, 3x12, 14 oz, 4 sp, 14 lb butts.... 38
Drummond's Natural Leaf, 5½ oz, 5, 8 and 12-lb butts.... 63
Gold Rope, 7 to lb, 3, 6 and 12-lb boxes 56
Gold Rope, 14 to lb, 4 and 8-lb boxes 58
Horse Shoe, 16 oz, Smooth, 6 sp, 8, 12 and 24-lb butts.... 43
J. T., 2x6, 7 oz, R & R and Smooth, 2 sp, 10½ and 21 lb butts and caddies.... 39
J. T., 3x12, 14 oz, Smooth, 4 sp, 10½ and 21-lb butts.... 39
Newsboy, P. P. br or bulk, 6s 8, 16 & 24 lb.... 40
Nobby Spun Roll, 7 to lb, 3, 6 and 12 lb boxes.... 57
Old Honesty, 3x12, Smth, 15 oz, 6 sp, 7½, 15 and 30 lb.... 44
Old Peach and Honey, 6 to lb, 8 lb boxes.... 43
Piper Heidsieck, 5½ oz plugs, 2⅝xx Pony Panel, 3-10c cuts, 4, 7, 14 lb.... 69
Red Cross, 12 and 24-lb butts, 16 oz, 3x12, embrossed 4 sp. 33
Saw Log, 2x12, R & R, 16 oz 6 sp, 24 lb.... 46
Saw Log, 3x12, R & R, 32 oz, 12 sp, 32 & 48 lb.... 46
Sledge, 16 oz, 4 sp, 3, 6, 12 and 24 31
Something Good, foil wrapped, R & R, 5½ to lb, 9, 13 lb butts 45
Spear Head, 16 oz, 6 sp, 6, 18 and 30 (7 oz, 48).... 45
Standard Navy, 3x12, embossed, 4 oz, 4 sp, 14 and 28 lb 38
6 for 10, 10⅔ oz, 24 lb butts. 35
Star, 16 oz, 12, 24 and 52 lb butts 45
Tinsley's Nat. Leaf, 3x12, 16 oz, 6 & 12 lb.... 54

Twist Tobacco.

Granger Twist, hand made light pressed, 12 to lb, 12-lb half bushels and 15-lb grained pails 45
Red Ribbon Twist, 10 to lb, 16 lb ½ bushels and 8 lb packs 40
Honey dip Twist, 11 to lb, packed 5 lb.... 44

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Smoking Tobacco.

Master Workman plug, 3x6, 10 oz, 10 lb pad.... 45
Finger's Mixed Plug, 16 oz, 3x12, 5 sp, 5 and 10 lb.... 32
Ole Varginy, 3 oz plugs 2x4 bright, 10½ lb boxes.... 42
Sickle plug, 15 oz 3x12, 5 sp 7½, 15 and 30 lb butts.... 46

JOHN BOLLMAN & CO.

Cigarettes.

Net cash.

Fragrant Vanity Fair.... 3.90
Duke's Cameo.... 3.80
Sweet Caporal.... 3.90
Virginia Brights.... 3.80
Pets (foil packages).... 6.12
Richmond Straight Cuts, 10s tin and paper.... 6.12
Cairo, No. 2 and 2½, (cork tip 7.50).... 6.50
Casino Gold Tip.... 8.00
Imperiales, 10s, 20s, 50s, 100s, with or without mouthpcs. 7.35
Sultans, 10s, 20s, 50s, 100s, Mais and Rice paper with mouthpieces 9.25
Abdallah, No. 3 gold tip.... 7.75
" No. 2.... 9.00
" No. 1.... 13.00
Princess Lillian, Cork tips.. 17.65
Turkish Trophies.... 7.75
Egyptian Deities, No. 1, 10s. 25.50
" " No. 3, 10s, plain tips.... 17.60
Egyptian Deities, cork tips.. 18.15
Mogul, cork tip.... 10.25

High Grade Smoking Tobacco.

Less 2% for cash.

Imperial Mixture, 2½-oz tin 1.10
Plum, 1⅝-oz foil, net.... .64½
Three Kings Mixture, 3½-oz tins 1.30
Yale Mixture, 1-oz tin, 1¾ and 2½ lb cartons.... 1.35
" 1⅝-oz tin, 2½ lb cartons.... 1.60
Yale Mixture, 3¾-oz tin, 2½ lb cartons.... 1.60
Lone Jack, 3½-oz bags, net 1.17½

Wills' English Smoking.

Capstan, mild, med. or strong, 3¾-oz, per lb.... 1.60
Capstan, mild, med or strong, 1⅝ oz, per lb.... 1.75
Latakia, 3¾ oz, per lb.... 2.10

Sundry English Smoking.

Pioneer, 3¾ oz, per lb.... 1.45
" 8 oz, per lb.... 1.43
" 16 oz, per lb.... 1.40
Lambert & Butler's Log Cabin, 3¾ oz, per lb.... 1.30
Smith's Glasgow Mixture, 3¾ oz, per lb 1.70

J. B. PACE TOBACCO COMPANY

Scroll Tag, twist, 6 to lb (other sizes, 67).... 66½
" light pressed, all styles 73½
Scroll Tag, cable coil, 3 and 4 oz 76
Corduroy Spun Roll, 6-lb bxs 56⅛
Mastiff Plug Cut, 1⅝ oz pchs or tin foil pkgs.... 68
Mastiff Plug Cut, 3¾ oz pchs or tin foil pkgs.... 68
Mastiff Plug Cut, 16 oz decorated tin 52½
Boston Smoke, 12s (24s, 48). 49

SURBRUG CO.

Grain, 1⅝ oz patent can.... .70
Golden Sceptre, 1-oz, 1-lb cart, per lb.... 1.20
Golden Sceptre, 1⅝-oz, 2½-lb cart, per lb.... 1.20
Golden Sceptre, 3¾-oz, 2½-lb cart, per lb.... 1.05
Golden Sceptre, 8-oz, 5-lb cart, per lb 1.00
Golden Sceptre, 16-oz, 6-lb cart, per lb.... .96
Arcadia, 3¾ oz, 2½-lb cts (1 1-lb cts 1.60).... 1.56
" 1⅝-oz, 2½-lb carts 1.60
" 8 oz, decorated tin. 1.55
" 16 oz, decorated tin. 1.50
Crescent Club Mixture, 3¾ oz .86

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Cigarettes.

Milo Cork Tips 18.60
" Plain " 15.00
" Ladies' mouthpieces, 20s oval box.... 9.00
Egyptian Arabs No. 3 Cork Tips 7.40
King William, Egyptian, nets 3.00
Turkish Delight, sanitary tip 7.00

JNO. J. BAGLEY & CO.

Net cash.

Gold Shore, 2⅛-oz.... 43¾
Lime Kiln cut plug, 3 oz.... 59¾
" 3¾ oz.... 58¾
" 8 oz tins.... 58¾
" 16 oz tins.... 57½
Sun cured 3½ oz foil.... 48
" 3½ oz pouch.... 51

WEYMAN BROS.

Less 2%.

Cut and Dry, 3½ oz papers.. 22½

H. BOHLS & CO.

Fancy Mixtures.

White Navy Mixture, 1⅝ oz foil .... .65
White Navy, 3¾-oz foil, 5-lb cartons .... .63
White Navy, 16-oz foil.... .60
London Dock, 3¾-oz foil, 5-lb cartons .... .80
Golden Gate, 3¾-oz tin, 5-lb cartons .... .85
Bright Virginia Pickings, 3¾-oz tin, 5-lb cartons.... .80
Gold Bar, 3¾-oz tin, 5-lb cart. .90
Great Blend, 16-oz box, mild, medium and special.... 1.15
Great Blend, 8-oz box, mild, medium and special.... 1.20
Great Blend, 3¾-oz box, mild, medium and special.... 1.25

Cut Plug.

Seal Rock, 1⅝-oz tins, 2½-lb cartons 25-lb .... .74
Seal Rock, 3¾-oz tins, 2½-lb cartons 25-lb .... .74
Seal Rock, 8-oz tins.... .74
Peanut, 1⅝-oz foil, 5-lb cart .38
Old Chief, 8-oz and 16-oz.... .46
Seven Up, 16-oz pail, briar pipe with each tin.... .64
Seven Up, 16-oz pail, without briar pipe .... .45
Seven Up, 2½-oz foil, 5-lb cart .43
Seven Up, 2½-oz pouch, 5-lb cartons .... .48

Long Cut.

case, per doz 1.80

R. A. PATTERSON TOBACCO COMPANY.

Less 2%.

Honest Labor, pch and tins, 2½-oz .... .50
Lucky Strike, 1⅝ oz tins.... .75
" 3¾ oz tins.... .75
Patterson's Seal, 1⅝ oz foil. .37
" 3¾ oz pch.. .38
" 16 oz tin.. .41

SNUFF.

America Snuff Co.

French, Rappee, 1⅝ oz bottles, per 3 doz.... 2.90
French, Rappee, 3¾ oz bottles, per doz.... 1.80
French, Rappee, 16 oz jars, per lb.... .65
Maccaboy, 16-oz jars, per lb .60
Irish High Toast, 16-oz self-sealing fruit jars, 12-lb bxs .57
Scotch Lillenthal's, in bladders, per lb.... .60
Scotch Lillenthal's, in weasands, per lb .... .62
Horse Shoe, 16 oz glass jars, lb .... .50
Horse Shoe, 2½ oz fibre cans .51
Horse Shoe, 8 and 16 oz cans .48
Horse Shoe, 1 oz and 16 oz cans .... .58

Weyman Bros.

Copenhagen, 16-oz stone jars of 2 doz, per gross.... 6.50
1-oz tin, carts

" 11 inches	33.00
" 12 inches	37.00
Crescent	27.00

Ball Bearing.

Hitchcock	33.00

MISCELLANEOUS.

Barrel Covers, 17-in. (flour barrel size), per doz	1.80
Barrel Covers, 21-in. (sugar barrel size), per doz	2.70
Brownies, per doz	.75 1.00 1.25
Butter Ladles, plain, doz	.45
Butter Ladles, clays, doz	.85
Butter Spades, doz	.40
Dishes, oval, ½-lb, per M	2.25
" " 1-lb, per M	2.50
" " 2-lb, per M	2.75
Dishes, wire end, ½-lb, per M	2.00
" " " 1-lb, per M	2.25
" " " 2-lb, per M	2.50
Egg Beaters, Dover	1.00
Measures, fiber, 4 pieces	1.50
(Set pt., qt., ½ gal and funnel)	
Lanterns, O Tubular, doz	5.00
Lantern globes, in bbls	.70@.95
Mouse traps, 1 to 5 holes, doz	.45@.60
Mouse traps, "Sure Catch," dz	.35
Traps, rat, "Blizzard," doz	.90
Nest Eggs, per doz	.20
Oil cans, glass, wire cover, 1 gal, per doz	4.50
Oil Cans, gal., glvnzd iron	2.15
Oil Cans, 5 gal., glvnzd iron	7.50
Potato Mashers, per doz	45@.75
Rolling Pins, per doz	1.35@1.50
Spoons, wooden	.30c, 37c .65
Step Ladders, each per ft., 14-22-40	
Tacks, steel, asstd, 2 14-oz	.25
Tacks, Common, 2 oz., doz	.11
Tapers, gas, 30 17-in, cigs dz	.65
Toothpicks, box	2.50, 2.75
Twine Holders, hanging, doz	2.00
Spittons, fiber, 13-inch	6.25
Spittons, fiber, 12-inch	5.00
Spittons, fiber, 9-inch	4.15
Whips, per doz, from 90c to	18.00
Window Screens, 12-inch, doz	2.75
" " 18-inch, doz	3.25
" " 24-inch, doz	3.60

Department 26.

STATIONERY.

Corrected by the
Schwabacher-Frey Stationery Co.
42-44 Sutter St., San Francisco.

Blank Books.

Counter, 72 leaf, per grs	5.00
Counter, 90 leaf, per grs	6.00

Day and Ledger.

Cap, canvas, 200 pp., each	.80
Cap, canvas, 500 pp., each	1.00
Crown Cloth, 150 pp., each	.75
Crown Cloth, 300 pp., each	1.00
Cap, Im. Leather Bnd, 600 pp	3.20

Writing Paper.

Tanglewood.	Ream
Commercial Note, 5lb	.60
Commercial Note, 6lb	.72
Letter, 10-lb ex	1.20
Cap, 12-lb ex	1.44

Envelopes.

	Per M
XX, 5-in	1.00@1.50
XX, 6-in	1.10@1.60
XXX, 10-in	2.80
XX,4-in.,Baronial cream or white	1.40@1.80
XX,5-in.,Baronial cream or white	1.60@2.00

Inks—Carter's or Diamond.

Black, 2 oz cylinder, p. gr	4.50
Red, 2 oz, 3 dz to box, pr bx	1.25
Black, 4 oz, per gr	7.20
" or Blue Blk, ½ pt, dz	.17
" or Blue Blk, pt, dz	3.50
" or Blue Blk, qt	6.00

Lead Pencils.

	Gross
Cedar rubber tip	1.75
Lcd pshd, mtl rbbr tip, I X L	1.80
" Matchless	3.00
Yellow, pshd, rbr tip, round	4.00
" pshd, rbr tip, hexagon	4.00
Black, pshd, rbr, tip, Nos. 1, 2, 3, 4, "Coffee" Hex	4.50
Carpenters, 3 dz to bx, pr bx	1.00

Steel Pens.

	Gross
Railroad, 1 gross in box	$0.40
Stub, ex fine, smi, mdm lrg	.40
Falcon	.40
Bank	.40
School, fine	.40
Spencerian Nos. 1, 2 or 3	.85
G'Mott's No. 404	.50
Gillott's, No. 303	.90
Pacific Mail, cinkle plate	1.00
Tuxedo	1.00

Attracting Trade.

DON'T LET OLD GOODS ACCUMULATE.

One of the greatest sources of loss in retail stores is the accumulation of old stock which through age has become unsalable, or at least has lost a portion of its value. If you look over your stock in April and find you have still on hand part of a lot of goods received in January it is time to make extraordinary efforts to get rid of them. If necessary make up a job lot of such goods and offer them at a price that will move them. It is better to stand a partial loss than a total loss. This rule of keeping goods as short a time as possible will work to your advantage greatly in keeping your stock clean and fresh, and will insure the maximum of profit on a given amount of invested capital.

A great many sales are lost and a great deal of dead stock is carried by stores which are in the habit of having places behind or under the counters in which to place goods. These goods are probably never overhauled except at stock taking times and these drawers and hiding places are an excellent catch-basin called "stickers," and which ought to be on the counters where they can be pushed more than ordinarily.

Do not have any place in your store where goods can be stuck away out of sight. If you have plenty of room, it is better to have all the goods above the counters, on the shelving. Have no shelves below, so that there will be no opportunity to put things away out of sight. A great many stores, however, cannot do this, as they are crowded for room, and it is, therefore, necessary that a part of the goods should be kept below the counter board.

If this is necessary, see that every lot of goods not in easy access is looked over and examined and brought out to the light at least once a week. [illegible] can be seen at all times, they are very much more apt to sell than if hidden away. The salesmen are usually very careless about goods which are not easy to reach, and they very seldom take the pains to look into any of these old drawers, or under the shelves to find the goods to sell.

If customers come in and call for some particular thing which salesmen know to be in such-and-such a place, they usually go and get it, but if it is in some place where there is any doubt about finding it, they either say they haven't got it, or they don't take the pains to look to substitute something else, which possibly the customer does not want.

If you have goods that cannot be carried on the shelves, arrange bins on the counter, or on a center-table in the middle of the aisle, and place them there in full view of the customers. Do not let anything be hidden from sight.

SAYS GROCERS VIOLATE LAW.

Collector Thomas Finds Doors Between Stores and the Saloons.

The ordinance adopted by the voters of San Francisco at the last municipal election to the effect that groceries and saloons must not be maintained in the same building with connecting doors between the different branches of the establishment is being violated according to the experience of Bert M. Thomas, Collector of Internal Revenue.

The internal revenue regulations provide that where a man maintains two establishments, in each of which liquors are sold in quantities of less than five gallons, a $25 license must be procured for each. Several dealers who maintain both a grocery, where liquor is sold by the quart, and saloons, where it is sold at retail, have tried to convince Thomas that they should pay one license only, saying that there were means of communication between the saloon and the grocery.

Thomas hinted that information to that effect would be very interesting to the Police Commission, whereupon the offenders hastened to assure him that they would willingly close up the connecting doors and pay a separate Government license for each establishment.

HAVE YOU BEEN ROBBED?

Has anybody burglarized your store recently? Do you find anything missing? No? Well, that is because you have not looked in the right place. If you will weight, count, measure or gauge everything that comes into your store, you will save enough on burglaries found, to pay your store rent in a year. Dishonest burglars who pose as manufacturers or packers or wholesalers are shipping you goods constantly, that are short. You do not know it because you do not look for it.

Your pickles, your vinegar, your lemons, your dried fruits, your cheese, your rice, your tobacco, your saltmeats, your starch and a hundred other items that you think your are buying cheap are cheap because they are short in weight or count or gauge. (From Eli Grocer.)

Greer's Washing Ammonia

It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

310 Sacramento St., San Francisco
Telephone Temporary 3595

Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast.

SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—Robt. F. Greer Trade Mark.

Clerk's Corner.

The Clerk That Wins Is the Clerk That Works.

I was watching a bunch of clerks in a fancy grocery of some size who, during a leisure period were doing pretty much of nothing. The store employed a regular porter whose duty it was to see that the entire place was kept clean. The clerks were doing nothing and there was considerable disorder around. The manager passed by and called attention to the fact of there being various things they could set to rights during the lull in business. One of the clerks said: "Why, it is the porter's duty to attend to such things." The manager, who was new in his position, did not wish to interfere with the rules of the house and waited to consult with the proprietor. Fortunately they agreed that such an instance was nothing but a case of swelled head and that, while in large establishments it was desirable to systematize the work, there were no laws demanding the drawing of such fine distinctions as these clerks wished to draw.

The first law in every store, big or little, is to sell the goods. Drop everything and anything in the tidying up line to take an order or show attention to a real or a prospective customer. Give your department your first consideration and then keep an eye on the entire establishment. If you are found doing some of the things which the porter or delivery men ought to do instead of talking to the other idle clerks it will not detract a particle from your dignity.

The great trouble comes in with the limited range of the average clerk's idea of what he can do. Set him at any particular job and you find him there with perhaps at least on customer wondering why he can't wait on her first. He can and he ought to. It is as easy to turn from some job of straightening out goods as it is to turn from a bunch of chatting clerks. We often hear that the best place for the disengaged clerks is near the door. I do not think so. One clerk may be, and very likely is, in stores of any size, stationed near the door, but the others should be found behind their counters, busy if there is anything to do, but ever ready to attend to the main chance—selling goods.

If for any reason one clerk seems to be losing a sale, either through ignorance of his goods or lack of attention, it is most desirable to turn the customer over to some other salesman. An older and more experienced clerk will always be on the lookout for this. When he hears some young clerk say, "We haven't got it," and knows that the article is in the store he should in a tactful manner try to assume charge of the order. In many cases such slight attention will save the house a customer. If, however, you see some new young clerk making headway, even if it happens to be a most particularly valuable customer, do not interfere. Ladies are entitled to their choice in such matters and I have known of several instances where, for reasons best known to themselves, they preferred to leave their orders with some comparatively inexperienced clerk. Perhaps they found him more anxious to please than one who has held his job so long that he is less anxious about his sales.

It will be up to most of you to take inventory around the first of the year. Don't dodge it—nothing is more discouraging to the boss than to find one or two of his clerks sick (?) on inventory day. In most places this is done on Sunday or in the evening; even so take a hold and lift!

WHEN ACCOUNTS OUTLAW.

Supreme Court Decisions as to the Law Secured by the State Grocers' Association.

Some time ago, in response to various requests, we printed in the **Advocate** information as to the effect of the law secured by the State Grocers' Association at the last legislature by which open book accounts do not outlaw for four years instead of in two years.

The law was signed on May 19, 1907.

Accounts that were two years old prior to May 19, 1907, were not revived by the law. In other words, indebtedness incurred prior to May 19, 1905, was permanently outlawed after May 19, 1907.

As to accounts not two years old when the law went into effect, the California Supreme Court has ruled both that the new law revived them and also that it did not. This is explained at length in the following letter to one of our valued subscribers in response to his request for information:

Mr. J. C. Ford, Rocklin, Cal.

Dear Sir:—Replying to your's of July 31st:

Governor Gillett signed the law extending the life of open book accounts to four years on May 19th, 1907. Said law became effective from that date.

The law applies without question to the accounts contracted since May 19, 1907. The Supreme Court decided both ways as to whether it applies to accounts contracted since May 19, 1905.

New Law Extends Account.

Your Justice of Peace could follow the case of Swamp Land District No. 307 vs. Glide, which is reported in 112 Cal., page 85. In this decision the Supreme Court held:

"There is no vested right in the running of the Statute of Limitations until it has completely run and barred the action; and when a change in the limitation is made during the time of the running of the statute, the time run is not a credit to the defendant under the new law; and **THE WHOLE PERIOD CONTEMPLATED BY THE NEW LAW must lapse to bar the action,** unless the new law itself expresses a contrary intent."

New Law Does Not.

In 125 Cal., page 9, in the report of the case of Peiser vs. Griffin, the Supreme Court held as follows:

.."If the Statute of Limitations has barred the right to commence an action to set aside a conveyance, the title of the party is regarded as vested in the possessor, irrespective of the original right, and **no subsequent amendment or repeal of the limitation can constitutionally have a retractive effect so as to disturb the title."**

You can see from this that the Justice of Peace has a full right to decide in your way if he wants to. He also has a right t odecide against you if he wants to.

If he decides against you, you have a chance of winning out should you care to appeal from his decision. On the other hand if he decides in your favor your debtor could also appeal the case with a chance of winning.

Certain uninformed parties are exuding mis-information in regard to this law.

We would advise them to study the columns of the **Advocate** more carefully if they want authentic trade news.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

YOUR EVERY WANT IN

PAPER

Can Be Supplied by

A. Zellerbach & Sons

421 JACKSON STREET

San Francisco Cal.

U. S. Metal Polish

POLISH.

Qts.	$3.60 per doz
Pts.	2.00 per doz
½ Pts.	.90 per doz

PASTE.

1 lb.	$3.00 per doz
½ lb.	1.75 per doz
3 oz.	.50 per doz

Housekeeper's Friend Powder, gross $18.00

U. S. METALLIC POLISH PASTE

is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. For sale by all dealers. Also the Sapon Alkali Floor Powder, containing no greases.

J. T. WILSON,

Pacific Coast Agt., 2871 16th St. S. F.

NEWS FROM REDWOOD.

Bunch of News Items Sent Up By Secretary of Association There.

(By F. H. Thorpe.)
Redwood City, Aug. 8, '07.

P. P. Chamberlain, the pioneer grocer and merchant of Redwood, has incorporated his business under the name of the P. P. Chamberlain company, but he maintains the management of it as formerly.

Dr. R. O. Tripp of Woodside is reported as being quite ill. He is the pioneer merchant of the county, having opened his store in its present location in the winter of 1849, and has also been postmaster of Woodside since 1869. On account of his advanced years it is doubtful if he will rally.

Grocer E. P. Heise spent his vacation at La Honda and came back to work much invigorated.

Neumann Bros. sold their Redwood City store to C. M. Uhlenberg the first of the month. Mr. Uhlenberg was formerly in business here and is well known.

George Stafford, junior member of the firm of Stafford Bros., has taken unto himself a wife, Miss Nellie Flynn becoming his bride before the altar in St. Mary's cathedral in San Francisco on the evening of the 7th. After a honeymoon in Portland, Ore., they return to Redwood, where the home provided by the groom awaits the coming of its occupants. Mrs. Stafford is one of our most charming belles and a leader in Catholic circles. Mr. Stafford is one of the foremost of our younger business men and brother to City Clerk D. R. Stafford and Dr. David Stafford of San Francisco.

Quality in lieu of free goods—that's Griffon's.

....., 1907.

California Retail Grocers' and Merchant's Association,

1714 Webster St., San Francisco, Cal.

Gentlemen: Being desirous of uniting with the other merchants of California to better trade conditions, and being willing to do our share, we hereby make application to be received as a member of the

California Retail Grocers' and Merchant's Association.

and enclose **Three ($3.00) Dollars** to pay our dues for one year from date.

Address .....

Signed .....

Purposes and Accomplishments

OF THE

California Retail Grocers' & Merchants' Association

OFFICIAL PAPER—Retail Grocers' Advocate.

Plan of Operation.

Prior to 1900, different associations of merchants of California had asked for various laws, from time to time, and had always failed to secure results through lack of organization. These failures caused the Retail Grocers' Association of San Francisco to invite other similar associations to send delegates to a convention in September, 1900. At this convention, it was decided to form an organization to be known as the

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION.

This Association was organized to enable the grocers of California and other merchants to co-operate in order to accomplish results by their united action that they could not secure singly. Each Association sends delegates to an annual convention. These delegates decide the policy to be followed and elect officers to carry out their plans. Every individual member has the right to attend the annual convention as a delegate.

The next **State Convention** will be held at Sacramento, on September 10th, 11th and 12th, 1907.

ACCOMPLISHMENTS.

LAWS SECURED.—Prior to the Legislative Session of 1907, the combined efforts of the merchants affiliated with the California Retail Grocers' and Merchants' Association secured the following results:

Permitting the Attachment of the Wages of Public Officials.

Making a Wife's Separate Property Responsible for Family Bills for the Necessaries of Life. Property owned before marriage or received by will exempt.

Making a Guarantee of Purity a Sufficient Defense for a Dealer Charged with Violating the Pure Food Law.

We also secured the passage of the following laws through both houses of the Legislature.

VETOED BY GOVERNOR PARDEE.

Making an Account Date from the Time of the Last Item and making a Payment Renew an Account. Vetoed by Governor Pardee.

Allowing Merchants to Form Mutual Fire Insurance Companies. Vetoed by Governor Pardee.

Declaring Trading Stamps Illegal. Declared Unconstitutional by the Supreme Court.

SESSION OF 1907.

At the Legislative Session of 1907, the work at Sacramento was particularly well organized, and, although we were very short of funds, we secured the passage of the following laws **ALL OF WHICH** were approved by Governor Gillett and **THEY ARE NOW LAWS.**

1. **Making the time in which an open book account outlaws FOUR years instead of two.**
2. **Allowing the formation of Mutual Fire Insurance Companies.**
3. **Making the passing of a check WITH INTENT TO DEFRAUD a State's Prison offense.**
4. **Providing that the dealer shall not be held responsible for the purity of goods GUARANTEED TO HIM AS PURE.**

WE HAVE MORE LAWS TO GET. We want your influence.

We have, by united action, convinced the manufacturers of flour in several localities that the trade wanted them to stop senseless cutting. This has added many dollars to the profits of the grocers.

We propose to unite, where it is considered desirable, so that, as a body, we can:

(a) Protest **EFFECTIVELY** when any manufacturer allows his goods to be cut. **We want your influence.**

(b) Protest **EFFECTIVELY** when a wholesaler or manufacturer sells to a party who would otherwise buy from one of our members. **We want your influence.**

(c) Protest **EFFECTIVELY** when a wholesaler or manufacturer sends out "short" packages to members. **We want your influence.**

We are helping members collect bad bills (and saving them lawyer's fees) by a set of collections letters which always produce splendid results when properly used.

Our paper, **The Retail Grocers' Advocate,** which we own, is the medium which makes it possible for us to secure the results outlined above.

ALL THESE THINGS COST MONEY—You could not get them for $100 a year alone. We think you ought to pay your share ($3 a year) in annual dues. **DON'T YOU?**

California Retail Grocers' and Merchants' Association

OFFICERS AND DIRECTORS.

RETAIL GROCERS AND MERCHANTS Association of Alameda Co.

President, John Mitchell.
1st Vice-President, J. L. Woodworth
2d Vice-President, O. B. Palmer.
3d Vice-President, F. C. Koerber.
4th Vice-President, A. J. Nor.
5th Vice-President, J. E. Frazier
Secretary, Geo. MacDonald.
Treasurer, H. D. Cushing.

Directors.

H. Hauch, A. J. Nor, H. D. Cushing, G. Hoffman, J. Hopkins.

Manager Collection Dept.

M. K. Webster.

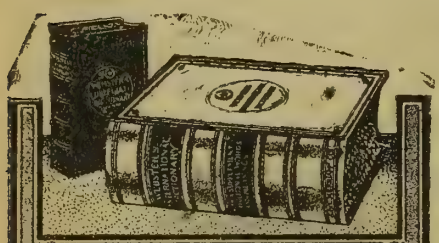
Association meets the 1st and 3d Monday of each month at 8 o'clock, p. m., at 419 12th St., Oakland

NOTICE.

Whenever any prices in the Manufacturers' List, printed on Page 12 of the "Advocate," are cut, members should notify Secretary MacDonald as promptly as possible. (His telephone is Oakland 151.) Mr. MacDonald will at once take steps to have the cutting stopped.

OAKLAND MEETINGS.

The Alameda County Grocers' Association will hold its meetings on the second Monday of each month.



WEBSTER'S INTERNATIONAL DICTIONARY
A LIBRARY IN ONE BOOK.

Besides an accurate, practical, and scholarly vocabulary of English, enlarged with 25,000 NEW WORDS, the International contains a History of the English Language, Guide to pronunciation, Dictionary of Fiction, New Gazetteer of the World, New Biographical Dictionary, Vocabulary of Scripture Names, Greek and Latin Names, and English Christian Names, Foreign Quotations, Abbreviations, Metric System.

2380 Pages. 5000 Illustrations.
SHOULD YOU NOT OWN SUCH A BOOK?

WEBSTER'S COLLEGIATE DICTIONARY.
Largest of our abridgments. Regular and Thin Paper Editions. 1116 Pages and 1400 Illustrations.

Write for "The Story of a Book"—Free.
G. & C. MERRIAM CO., Springfield, Mass.

THE TRADE PRESS.

Straight Talk From Eastern Contemporary Should Wake Up Some People.

In it's issue of July 29, the New York Journal of Commerce makes some comments which we think worthy of a place in our columns. May the advice given therein be heeded:

"The Seattle 'Trade Register' is just now engaged in defending itself from an assault by the "Inland Grocer" of Cleveland Ohio, which charges that "the Seattle man never rendered any service to the organization" (National Retail Grocers), but "for years his paper has vilified and misrepresented the association and the men who the National Association."

..."The merits of the question are entirely too personal to deserve any consideration from outsiders, but there is in the charge a reflection of a thought which it would be well for business men and trade journals generally to seriously consider before they too sweepingly condemn this or that paper of disloyalty. Editor Wood, for instance, is a man who generally writes a deal of that peculiar logic known as "horse sense" and quite often it runs counter to some of the preconceived notions of trade organizations and the utterances of certain trade papers. But rarely are his statements those of bias or untoward animus.

"On the other hand, it is a favorite practice of some trade papers—and by this no particular paper is the target—to regard the proper course as that of honey and sugar, to always say sweet and complimentary things of the trade, to think thoughts which run harmoniously along the lines of least resistance, especially if they concern an advertiser. Editors who follow this course delude themselves into a belief that the mission of a trade organ is to tickle its friends and enrage its enemies.

"Nothing could be further from the true course or more detrimental to the interests of the trade. Tradesmen generally are men whose range of observation is limited. From the nature of things their thoughts are too generally devoted to the welfare of their own interests and therefore circumscribed. It is in the very nature of things that this must be so. If a trade organ is to be anything to that man it ought to be the kind friend to bring him fresh material for thought, gleaned from a broad observation of trade conditions—in his store, in every othe man's store, in the markets and in the halls of legislation. If an editor is to fulfill his mission, he ought to educate, not tickle, the mind of his reader, the business man. It is quite possible that the most wholesome truth for that business man to read is the one he least likes and which he and some narrow trade journal editors would regard as vilification and knocking. But the editor's duty is plain, nevertheless.

"It may be that self-contained business men are narrow, but in the long run they inevitably come to recognize truths. And when they do, which paper will they respect, the one which has always wheedled them along pleasant lines, or the one which has sought to keep their minds alert to progressive thought and broad-gauge action? What the trade needs to-day—and the grocery trade as badly as any—are trade papers which will make the business man think, and think in an unselfish way; think far enough ahead to see his trade interests at somewhat greater length than his nose; and, having thought, to act, and act right for the public welfare, which in the long run is his own.

"Thought of this character will illuminate the business man's mind to the ultimate danger of such temporary expedients as price cutting schemes, trading stamp schemes, cutthroat buying, preservative-soaked foods, cheap and unwholesome adulterants, false labels and "nothing-but-my-profits" principles of trade. And it behooves the thoughtful business man to stand by the true friend who is working for his interests; not the one who whines and cajoles him by "linked sweetness long drawn out." One word of commendation from a trade paper of recognized virility and honesty is worth whole pages of complimentary dishwater.

HELPING THE GROCER.

The fence advertising campaign now being carried on by Red Seal Lye is the sort of work that puts money in the grocer's pocket. "A word to the wise is sufficient."

KELLEY-CLARKE CO.

23 Market St., San Francisco

IVORY SOAP
LENOX SOAP
P. & G. NAPTHA SOAP
K. C. BAKING POWDER
PROCTOR & GAMBLE CANDLES
ORANGE CITY RUSKS
PEARLC GUM
HONEYSUCKLE MILK



An Auto? No!
Peanut and Popcorn Seller. Catalog show'em $8.50 to $850.00. On easy terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

BEER PROFITS.

Local Grocers Anxiously Look For Recognition From the Bottlers.

Local grocers are anxiously waiting the outcome of efforts to protect them in their beer profits.

So far only four dealers have expressed themselves as opposed to a 2 for 25c price.

In almost every instance, the grocers say:

"Of course, we want a 2 for 25c price. But we want to KNOW that no competitor can sell for 10c."

It is up to the bottler.

When a grocer starts a new store, he will want to get trade.

If the other grocers are selling beer at "15c, 2 for 25c," he is going to put out a big sign reading

ALL BOTTLED BEER

10 CENTS

that is, **if the bottler lets him.**

In other words, the new man, **if the bottler lets him,** will use the beer bottler to steal trade away from the bottlers old customers.

Every large handler of beer but one has gladly agreed to help the fight for better profits.

The one man said: "I am selling 375 dozen bottles a month at 10c. I think I would only sell about half as much at 12½c."

At 10c, his margin on the 375 dozen is only $75.00.

At 12½c, his margin on 180 dozen would be $90.00.

If all his neighbors charged 12½c also, it is doubtful if he would lose half the trade he now holds.

At 10c, his margin is not much over the cost, when the expense of business is considered and breakages, etc. are taken into consideration. At 12½c, he would have less work and his results would be incomparably better as to profits.

All this man's neighbors want a 12½ cent price and much of his 10c trade he takes from men who will not sell beer at a margin that does not yield a profit.

A second meeting of the grocers will be called soon.

WINDOW DISPLAY PRIZE CONTEST

A Wisconsin merchant offered a prize of a library table to the ladies' literary or church society which executed the most attractive display in his window. A neat announcement was written with a personal letter to each society, making the offer and requesting that they send a representative to the store to select a date on which they could trim the window. Each society was assigned a date and their display stood for one week. Large display cards told the name of the society that arranged the display. An amateur photographer took a picture of each display. Judges were selected from among prominent men

Three were chosen to be judges and award the prize. Each judge was requested to see each window and later the photographs assisted in finally deciding the winner. It was a great success. It was given publicity in all the advertising.

John T. Kelly
W. H. Kelly

Tel. Temp'y 1362

KELLY BROS.

WAGON COVERS & BOAT SAILS
TENTS, AWNINGS, HAMMOCKS

18-20 Clementina St. Bet. First and Second Sts. San Francisco

Cable Address "CLUFFECK."

Telephone Temporary 2860

William Cluff Company, Inc.

Wholesale Grocers...

Importers and Exporters of Cigars and Tobacco.

◆ ◆ ◆ ◆

Spear and Mission Sts.

San Francisco, Cal.

HAAS BROS.

Wholesale Grocers---

Importers and Commission Merchants.

100 CALIFORNIA STREET

(Corner Davis)

San Francisco California

Seasonable Suggestions

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

PUSH THE GOODS
PROTECTED BY AGREEMENTS
CUT OUT
AS FAR AS POSSIBLE
ALL GOODS
DEMORALIZED
BY PRICE CUTTERS

Aim high.

Know, do not guess.

Establish a quality reputation.

Dress your windows frequently.

You are judged as you judge yourself.

Wealth creates more wants than it supplies.

Truth may be blamed, but it cannot be shamed.

The Smyrna fig crop is expected to equal that of 1906.

Any fool can catch on, but it takes a wise man to let go.

Fortune smiles on the few and grinds on the many.

No great friendship can rest upon pretense and deception.

Ambition is the spur that makes men struggle with Destiny.

Arkansas mineral output for 1906 is valued at over $4,000,000.

A scolding woman is bad enough but the limit is a scolding man.

Silence shows a great many times more character than speech.

What is quite often taken for patience is downright laziness.

Light up—the buyer prefers not to enter a poorly lighted store.

It has been said that anyone can be polite to people one doesn't care for.

"A pleasant smile will sell more goods over the counter, than a yard long talk.

What the superior man seeks is in himself; what the small man seeks is in others.

Keep in touch with your clerks, your customers, your stock and what is going on.

The most dangerous force in this country is the fortune with no character behind it.

Timely goods well displayed always bring the best results from the business stand point.

The man who sells the right goods in the right way has no need to do business at a loss.

How can anybody argue that to talk behind one's back is allowable merely because it is true?

A pretty safe road to success is the one that leads to the nearest savings bank every pay day.

You can never correctly describe what you have not seen and seldom what you have seen.

"Courtesy is the cheapest commodity a merchant can handle, and it yields the greatest profits."

You deny a woman one of the greatest pleasures of life when you refuse to argue with her.

It's not the part of wisdom to stand on an unfriendly footing with other men. What's the use?

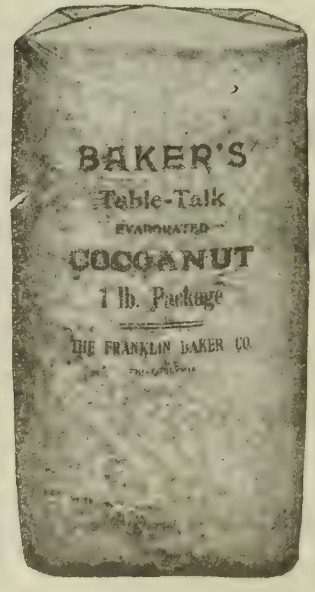
A disposition to be generously inclined will attract a new customer and make him an old one.

The exports of peanuts from the United States amounted in 1905 to 7,180,163 pounds, valued at $275,927.

According to a Bradstreet's report 80 per cent of the business failures are of firms that do not advertise.

You don't need to boast of your ability if you posses the real thing in that line. Those interested will find out.

We're Compelled to Use the Best Nuts.



There is as much difference in cocoanuts as there is in apples. We could make a good bit more money—for a while—if we would put a lower grade of nuts into

Baker's Cocoanut.

But if we did that we couldn't guarantee **Baker's Cocoanut** to keep its sweetness and color.. So we have to use the best grade of nuts to protect our guarantee, even if there were no other reasons.

BUY BAKERS' TABLE TALK BRAND

In Oil-proof bags, packed in 18-lb. Pails and 30-lb. Cases
Sold at Bulk Prices.

No loss in breaking up of the Shred.
No loss in over weighing.
No loss in evaporation.
No loss of time in handling.

Always clean, moist and fresh, and profits sure!

The Franklin Baker Company, Philadelphia.

Johnson-Locke Merc. Co., Agents, - San Francisco.

Teach your clerks the cost, quality and value of your goods. To do this, you must first know them yourself.

Courtesy, cleanliness, promptness and profits are the inseparable companions that spell success for the grocer.

There is no disgrace in unpreventable poverty. The disgrace is in not doing our level best to better our condition.

Remember that your store and stock must be kept up to the standard of the neighborhood in which you are located.

Let the clerk realize that he is an important factor in the success of his firm and that his employers success is his own.

In salesmanship, a smile is a little thing, yet it has brought more customers than have price or merit in merchandise.

When you have carefully thought over a plan and found it good, get it into action before your enthusiasm gets cold.

Naturally a girl would rather be beautiful than interlectual. There are more stupid men in the world than blind ones.

Poverty itself is not so bad as the poverty of thought. It is the conviction that we are poor and must remain so that is fatal.

A small pebble underfoot, not seen, may cause you to fall and break a limb. A large stone in the way will be observed and avoided.

The candle still holds it own. The production of candles in the United States during the fiscal year of 1905 amounted to $3,889,362.

Call your customers by name. Take particular pains to be able to do this with newcomers in town. This is one point that storekeepers can learn from politics.

Wait on customers in their order but never be so busy that you can not give a cheerful word to the newcomer, with a promise of attention in a minute or two.

Every time a retailer picks up and puts into practice a new idea of value he has gained considerably in dollars. Keep on the look out for the bright idea, and be sure to grab it.

The man who keeps on hammering will ultimately drive a nail, but a quick, sharp, straight blow will set the nail more effectively than a dozen little tap.

Optimism is a success builder; pessimism an achievement killer. No matter if you have lost your property, your health, your reputation even, there is always hope for a man who keeps a firm faith in himself.

Be honest with yourself and you will be honest with everybody else Never compromise when it is a question of honesty Keep the difference between yours and mine firmly fixed in your mind.

An ancient inscription discovered over the entrance of an Egyptian Temple is translated thus: "Women are sometimes born with homely faces, but no man wears whiskers unless he wants to."

Cracker Jack

"The More You Eat
The More You Want"

The World's Greatest 5 Cent Seller

Dodge, Sweeney & Co.

Agents

San Francisco California

Junket
Tablets
Always
Reliable
In Any
Climate
Always
Salable
At Any
Season
They Make
Delicious
Ice Cream
and
Exquisite
Desserts
Your
Jobber
Sells
Them.

Chr. Hansen's Laboratory,
Little Falls, N. Y.

AGENTS
Maillard & Schmiedell
300 Front St.
San Francisco.

ITEMS OF INTEREST.

Santa Ana.—Representatives of a French-American Olive Oil Co. were here recently in consultation with olive-growers with reference to establishing a factory here.

Visalia.—The beet sugar factory has begun the season's run, starting with a complement of 150 men. The machinery is running without a hitch any everything is favorable to a most successful season.

Hollister.—The Gilroy Canning Company proposes to build at Hollister, Cal. a new cannery which will cost about $20,000, and will be built and in operation in time to handle next year's fruit crop.

Visalia.—A prune seeder has been installed in the J. K. Armsby packing house in this city, and a large force of women and girls are busily packing one-pound cartons, bearing the Visalia label, with the product, which is little short of a delicacy.

Albany. Ore.—Oregon is to have a milk-condensing plant at Albany, to cost at least $40,000. The industry has been promoted by H. H. Olmstead, who represents Eastern manufacturing interests. The plant will utilize 80,000 pounds of milk daily.

Porterville.—Work on the new sugar plant to be built at Corcoran Junction by the Pacific Sugar Co. will begin next week. The plant will be twice the size of the one in Visalia and will cost a million. It will have a capacity of 60 tons of refined sugar per day and can eat up 600 tons of beets daily.

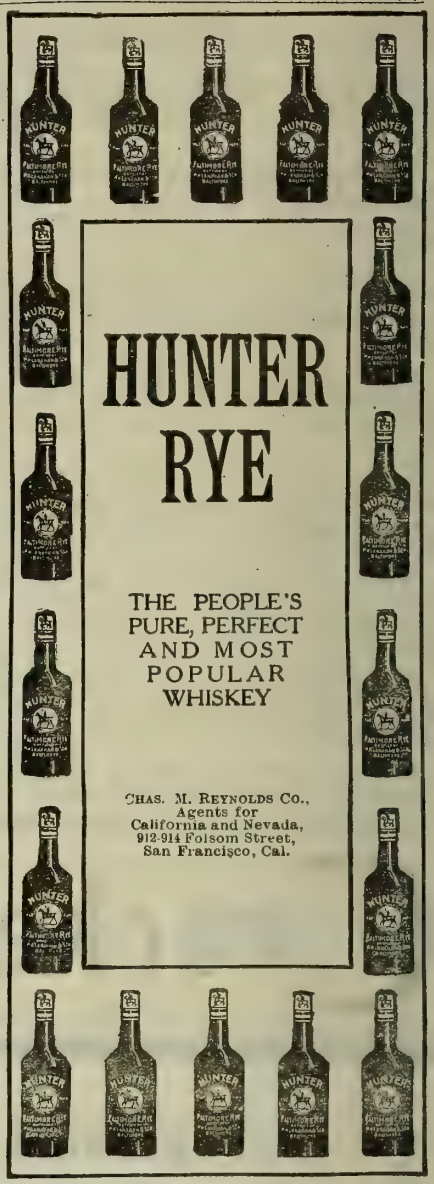
Visalia.—Worms and hoppers have been eating up vineyards about Reedley. Hundreds of acres, it is said, are affected with the species of moth which hatches the worm. Moths are daily emerging from the cocoons under the vines. It is said should the eggs laid by the present invasion of moths hatch out 600 acres will be endangered.

Oxnard.—The Oxnard Sugar factory will open about Aug. 15th and although the run will not be up to the usual standard, there will be crushed the product from 11,000 acres. While the beets are poor in some spots, many fields are as fine as they have ever been and the American Beet Sugar Co. looks forward to a satisfactory year.

Seattle.—Wholesale grocers are authority for the statements that there never was a time when the supply of canned goods and dried fruits both spot and futures were scarcer or promised to be short all the year. While ordinarily at this time of the year there is a fair offering of spot canned goods, this year the supply is so insignificant as to be practically useless.

Norfolk, Va.,—Is becoming a factor as a distributing center of the South for Pacific Coast fruit and produce. That market used 150 carloads of California oranges during the past year, and forty carloads of our dried fruits, peaches, raisins and prunes. Forty carloads of Lima and Pink beans were also sent from this State to be distributed at Norfolk and of Pacific Coast salmon 140 carloads were handled. That port enjoys the advantage of being able to make shipments of salmon and other Pacific Coast products direct by vessel.

Suisun.—Some months ago a prominent railroad man without hestation gave out the statement that the road to Eureka was soon to be built and that Suisun was to be the freight terminus. The railroad man stated that the yard here would have to be greatly enlarged and other extensive improvements made. Recently surveyors have been here laying out more track room and selecting a site for a roundhouse. It would appear that the improvements here will be made immediately, now that the construction of the gap between Willits and Shively is to be commenced at once.





IN TWO YEARS THE

Royal Electric Mills

Have grown into the Largest Line of its kind in the World

WHY ?

BECAUSE—

1st. A ROYAL MILL cuts the Coffee into even granules, without crushing or grinding.

2d. A ROYAL MILL is self-cleaning, not a grain of Coffee is left in the mill to mix with the next lot.

3rd. ROYAL MILLS will Pulverize Coffee Without Heating, no other will do this.

Beck Hardware Co.

73-75 Clementina St., Near 2nd and Folsom Sts San Francisco.

News Notes.

The Pacific Preserve Company is at 849 Howard Street.

W. Moore, City Salesman for Wm. Cluff Co., is away on his annual vacation.

Dodge, Sweeney & Co., have arranged for permanent quarters at 40 Spear st.

The Pacific Mercantile Co., E. Gibbs president and manager, has removed to 537-43 Front st. near its location before the disastrous fire in April, 1906.

Alvarado Salt Co.; capital stock $100,000, shares $100 each. sub $300, by V S Hardy, A G Freeman and W E Creed, 1 share ea; place of business, S. F.

The total registration for the primary elections, which closed on July 24th is 60,469. This number shows an increase of 8835 over the total registration for 1906, which was 51,634.

Jos. Nesbitt, of the Jos. A. Stulz Co., reports that he has been checking up goods received at his 18th St. store very carefully of late and that in one 50-lb box of spaghetti, he found a shortage of 8 pounds.

Milton E. Unger, for many years with M. Ehrman & Co., has become vice-president of Stanford & Co., a corporation organized to deal in real estate and insurance. Their office is at 26 Montgomery st.

The Geary Street Railroad Co. desires to resume service upon its road, and through its president Horace E. Platt, has petitioned the Supervisors for permission to begin runinng its cars again on the old tracks pending the use of the street by the city in carrying out the plan of municipalizing the road or the grant of a franchise to another company.

H. R. Robbins, president of the Creamerie Breakfast Milling Co., while visiting the plant of the company recently at Sixth and Tehama sts. had his right hand caught in the machinery in the engine room and probably will lose his arm, if the surgeons should be able to save his life. Robbins was dragged by the machinery, and before he could be extricated his jaw was fractured.

It has been estimated that there were 28,130 buildings destroyed by the fire, and that there have been erected and completed since the fire 6000 buildings, and that there are in process of erection and nearly completed 3000 more buildings, so that fully 30 per cent of our buildings can be said to have been restored. Building operations for the month, not-withstanding the tight money market and the difficulty of getting loans, shows an increase over the month of June, the contracts let for the month amounting to $4,687,516. Building contracts let since the fire amount to over $68,000,000.

Sanipure Milk

An Artificial Mother's Milk for Infants and Invalids. The only Perfect Substitute for a Healthy Mother's Milk—All Jobbers.

PACIFIC COAST CONDENSED MILK COMPANY

Seattle, Wash.

JOHN H. SPOHN CO.

Agents

San Francisco, Cal.

California's Best Advertised Product

GHIRARDELLI'S

Chocolates and Cocoa Satisfies Everybody

THE DEALER

Because it Cannot be Sold for Less than a Fair Price:

THE CONSUMER

Because it is always Pure, Fresh and of Full Strength.

In order to protect our Trade Mark and Also Protect the Dealers who Distribute our Goods, we have fixed the following as the minimum prices of the goods listed below:

Ghirardelli's Ground Chocolate, 1-lb. tins....30c
" Ground Chocolate, 3-lb. tins.....80c
" Cocoa, ½-lb. tins.....25c
" Eagle Chocolate, 1-lb. tins.....25c

(More may be charged when the dealer finds it necessary.)

We sincerely trust that the Retail Trade will appreciate our Good Will and will lend their aid in our efforts to maintain the above prices

D. GHIRARDELLI CO.

CARD PRICES RULE WITH FEW EXCEPTIONS.

Minneapolis Grocers Generally Stick to Card Quotations, Though Some Cut All the Time.

The cards sent out to the grocers of Minneapolis by the Minneapolis Retail Grocers' Association quoting prevailing prices on sugar, flour and oil generally govern the prices at which those staples are sold throughout the city, although four of five of the large downtown establishments make a practice of cutting the price on sugar practically all of the time.

One of the largest grocery firms in the city sells 17 pounds of sugar for 95 cents and sometimes cuts the price lower than that, and they are members of the association, too, but then one of the directors of the association is an habitual price cutter on sugar, so the association is not in a position to go after the other fellows very hard.

Why They Cut it.

Just why these grocers cut the price on sugar is hard to determine. Several of them say they would just as soon maintain the card price "if the other fellow would," but as long as one cuts, the others will follow suit, as they feel that they cannot afford to have it said that anyone else sells goods cheaper than they do. The arch cutter says he wants to be known as selling goods just a little bit cheaper than anyone else, and there you are.

A few grocers are of the opinion that the card prices on sugar afford a larger profit than is necessary, but the majority say that by the time the expense of weighing, tying, bags and twine is considered the profit is not too large.

Very often the cut prices have a string tied to them; they apply only with sales of other goods, they are strictly cash prices, only a certain number of pounds to a customer, no C. O. D. orders, etc.

Association Powerless.

The Minneapolis association is able to do practically nothing with the offenders. Argument and persuasion seldom have any effect and it is out of the question to employ any more forcible methods.

The cards prices are, however, generally observed by the smaller grocers throughout the residence portions of the city and are considered a great convenience. Frequently they are the means of saving considerable money for grocers, as in the case of a recent advance in flour, when the market advanced sharply on several succeeding days and three cards were sent out in who had flour on hand which was purchased at the old prices to sell it at the prevailing higher prices.—Commercial Bulletin Trade.

If you would have friends cultivate the quality you admire in others.

THE RIGHT SORT.

The grocer, the hardware dealer, the general store-keeper is deluged with playcards, store and window signs, until he can no longer find a place for both them and his stock.

Much of this work if used would cheapen the effect of his store inside and out with its raw colors and crude design.

The right sort of sign adds to the effect of the stock in the store. Dealers are ready and eager to display good work. But they get little of it.

The Richmond Cedar Works of Richmond, Virginia, has set the trade an example in this respect. It has recently issued three beautiful posters announcing the Snow-Ball Ice-Cream Freezer. The posters are reproduced from paintings made expressly for the Richmond firm by Guernsey Moore, the well-known illustrator. Each one of the originals must have cost some hundreds of dollars and the copies are superb examples of color reproductions.

The dealer who receives one of these posters will use it to advantage. If he fails to appreciate the work he will soon be enlightened as to its value by his customers.

Since it has been aquired by the United States, Alaska has produced about $60,000,000 worth of furs, $50,000,000 worth of salmon, millions of dollars worth of timber, and more than $90,000,000 in gold.

THE "ADVOCATE" GAUGING RODS HAVE ARRIVED!!

Send Your Order In At Once.

There is no question but what every merchant should have his own measuring instruments on which he can rely for protection. Oil and vinegar are frequently overgauged and unless a merchant has a set of gauging instruments he cannot tell whether he is paying for oil or vinegar that is charged to him at, say 52 gallons, when as a matter of fact the barrel will only hold 48 gallons. This is a trick frequently practiced as these concerns know that few dealers have measuring instruments.

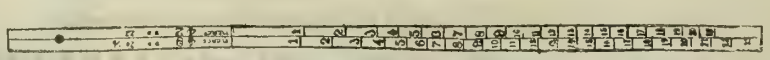
The long stick is used to determine the actual capacity of the barrel while the small one shows the amount that is lacking in the barrel. Protect yourself as many readers of this paper have, by buying a set of the Advocate gauging instruments which are sold at a normal figure. It is advisable to have two sets, one for vinegar, molasses and syrup and another for oil if it is bought in barrels as one set should not be used to gauge both oil and vinegar or molasses.

We will deliver the gauge rods to you at your store at these prices, cash in advance: 1 Guage and 1 Wantage Rod $1.45; 2 Guages and 2 Wantage Rods, $2.80; 3 Guages and 3 Wantage Rods, $4.20.

Cuts in this advertisement show both the gauge and wantage rods. Complete directions for using will be mailed free with each set.



Gauging Rod



Wantage Rod

Get a set of gauge and wantage sticks, then you'll know to a certainty when you buy what you get for your money. Remit by postal or express order, draft or check. SEND ORDERS TO

Retail Grocers Advocate, 1714 Webster St., San Francisco, Cal.

ADDRESSES WANTED.

Parties Whose Whereabouts Are Desired by Various Merchants of California.

Every reader of the **Advocate** is requested to glance over this list. If you find any one there you know, send us his address.

If you are seeking the address of some customer, send his name, occupation and last-known address, and we will see if we can help locate him for you.

Note—Only employes of the **Advocate** will know who is inquiring for these various parties.

Note—We give only the last known address.

(1) Austin, H. V., Reno (waiter.)
(1) Brennen, Will, Goldfield, Nevada (miner.)
(2) Benjoin, M., Redding.
(3) Bowden, H., Sacramento.
(1) Burton, Chas E., San Francisco, (carpenter.)
(2) Cummings, W. M., Redding.
(2) Chase, Frank, Redding.
(1) Collins, Fred W., Stockton, (carpenter.)
(3) Collings, J. B., Sacramento.
(3) Eubanks, B. F., Sacramento.
(1) Edwards, Joseph, San Francisco, (miner.)
(3) Gowell, Sacramento.
(2) Harvey, J. D., Redding.
(3) Lockridge, J., Sacramento.
(2) McGee, Jas., Redding.
(2) Pasco, Tony, Redding.
(2) Pefley, W. L., Redding.
(1) Paltana, J., Redding.
(1) Smith, J. W., Sacramento (laborer.)
(3) Stepp, C. A., Sacramento.
(3) Stephens, O. L., Sacramento.
(3) Waggoner, A. H., Sacramento.
(1) Ward, W. H., Stockton, (miner.)
(1) Williams, W. H., Redding (miner.)
(2) Welch, V. G., Redding.
(2) White, H. D., Redding.
(2) Whelihan, F. P., Redding.
(2) Wertz, J. L., Redding.
(4) Colford, Geo. W., Stockton.
(4) Baker, Lewis, O'Farrell & Jones, San Francisco.
(4) Cannon, Wm., Stockton.
(4) Dowen, Clarence J., West Oakland.
Mrs. M. Meyer.
Josiah S. Corbett.
(6) Fred Buel, Oakland (butcher, after electrical worker).
(6) E. O. Brooks, Antioch (farmer).
(6) Geo. Gyotoki, Jersey Island (contractor).
(6) T. Inanami, Jersey Island (contractor).
(6) G. Horioka, Knightsen (laborer).
(6) Wm. Osborne, Stockton (blacksmith).
(6) Paul Gustofson, Pt. Richmond (laborer).
(5) Mrs. M. Meyer.
(5) Josiah S. Corbett, (glazier).

LOOKING AT ONE'S-SELF.

A man of affairs must periodically take a look at himself—at his system.

One corrects his faults most effectively when he has looked himself squarely in the face and discovered his weakness.

What system have you in your Coffee Department?

Are you taking just what trade comes to you?

Are you content to have your Coffee Orders moved to the bottom of the pile?

Are you grinding Coffee only when you have to, and grinding it as coarse as your patrons will tolerate it?

Has it occured to you that a little effort on your part to give public just what it wants is nothing more than shrewdness?

Has it not been impressed upon you that your clerks dislike drudgery as much as you do?

In short, how can you expect your clerks to push out for coffee business if you don't encourage them, or the public to buy your coffee if you are indifferent to its wants?

Is it not time to take a look at your system, and to consider what a Hobart Mill can do for you?

OAKLAND CRACKER COMPANY.

Oakland.—Steps are being taken for the purpose of reopening the plant of the Golden Gate Cracker Co., at the corner of Ninth and Cedar sts, and changing the name to the Oakland Cracker Co.. This institution was opened some time ago, and because of insufficiency of capital, went into the hands of a trustee. It is now proposed to reopen it with an unlimited capital, to run it on business principles, and those who have been enlisted in the project are satisfied that it will be made remuneratively prosperous. The capital will be supplied by people both in this city and elsewhere and there is now on deposit in escrow a sufficient amount to assume the sale, if the same is approved by the court, and there is no doubt that approval will be ordered.

"The Telefon-Hirmondo," "or " Telephone Newspaper," of Budapest, talks the news in the Magyar language, and circulars over 1,100 miles of wires in some 20,000 up-to-date families and clubs of the Hungarian capitali Th.s twentieth-century novelty in jounrnalism was invented and founded by the late Theodore Puskas, a Hungarian electrician, who at one time was associated with Thomas A. Edison. At the editorial offices of the "News-Caller," from eight in the morning till ten ten at night, etight loud-voiced "stentors," with clear, vibrating voices literally preach the editor-in-chief's "copy" between a pair of monstrous microphones. The news is of all kinds telegrams from foreign countries; theatricals critiques; parliamentry and exchange reports; political speeches; police and law court proceedings; the state of the city markets; excerpts from the local and Viennese press; weather forecasts—and advertisements In the evening opera is given, and special lectures, concerts and other entertainments keep the wires busy at stated intervals daily.

A RECORD SALE.

A sale of $3200 worth of Computing sales to one retail dealer is a record hard to match. This is what Mr. Duffer, Manager, of the Dayton Scale Co., did in San Jose recently. The purchaser was Mr. Lesser, a retail butcher The Dayton scales can be found in nearly every store in the Garden City.

STORE CHANGES HANDS.

The Crown Grocery Store at Pasadena, Cal., changed hands last week. Mr. Shields sold out to Mr. Dubose.

LASH'S
Kidney and Liver
BITTERS
CURES DYSPEPSIA
1731 Mission St., S. F., Cal



AMUSEMENTS.

NEW ALCAZAR.

Lovers of good acting and good detective stories should go to the Alcazar this week. These are the last few nights of Herbert Kelcey in the original William Gillette version of "Sherlock Holmes." Miss Shannon has a very effective part as the heroine of a pretty love story that is unfolded as the play proceeds. Dennis O'Sullivan appears next week in "Arrah-na-Pogue" with a lot of new songs.

CENTRAL THEATRE.

Herschell Mayall is playing "Big Hearted Jim" this week at the Central. This is a thrilling melodrama, full of entertaining and picturesque features. The company does fine work. Next week they play "Broadway After Dark."

NOVELTY THEATRE.

"The Two Orphans" is the attraction at this house. This is a play that has long been a favorite with lovers of the drama. It has a strong story, well acted.

DAVIS THEATRE.

Continuous vaudeville has taken the place of the legitimate for the time being at the Davis Theatre. The turns are among the best on the circuit.

The California Canneries Company in its new plant at the Potrero, is packing this year fully 40 per cent more than in 1906. The new plant at Napa, which is being operated by the Napa Canning Co., is also working to its fullest capacity. The pack of the two plants will average close to 100,000 cans per day. The output for both has been sold, and orders for upwards of 250 cars of goods have been turned down in the past few days, as the company is unable to supply the demand. This company is the first to load 1907 goods for Great Brittain, which are now going on board the Duquesne, loading at Long Wharf, Oakland.

Quality in lieu of free goods—that's Griffon's.

CHANGING TO A CASH SYSTEM.

By F. J. PERRA,
Of Perra & Cruzen, Frederic, Wis.

Almost any merchant who is doing a large cash business and wishes to change his business to a cash basis expects that he will have to sustain considerable loss in the way of sacrificed business, which may be true to greater or less extent, but if he goes about it in the proper way we think any merchant can make as large a net profit on the year the change is made as on any previous year. At least, this was more than true in our case.

In the first place, it takes at least a year to effect the change. You must first make it an object for your customers to pay cash. We started out by giving out tickets with cash purchases only, which we redeemed at four per cent in trade, which actually cost us about three per cent. We did not refuse to accommodate our good credit customers as before, but we noticed a gradual decrease in our book accounts.

It is all very well to talk about not trusting your mother-in-law or any of her relations, but if you indiscriminately refuse to trust your old customers without any warning your are liable to suffer a great loss. On the other hand, make the paying of cash an object to your customers and your mother-in-law will perhaps be the first to avail herself of the opportunity of saving four per cent on her purchases. In no case do we give tickets on a credit sale.

THE "CHARGE IT" HABIT.

Get your customers in the habit of paying cash. "Charge it" becomes a by-word and a habit in a retail store. Avoid the word as much as possible. Make cash transactions your hobby. Let one man look after the credit accounts and you will have better results than if everybody has a hand on the books.

We have aluminum trade checkc in all the different denominations. When a customer asks for credit the clerk at once refers him to the credit man, and if he is worthy of credit he is given $5.00 or $10.00 in trade checks and he goes on and pays for the goods as though he had the cash. When his trade checks are gone he has the embarrassment of asking for more, which he hesitates to do if the first have not yet been paid for. This does away with charging every little item and gets our customers out of the "charge it" habit, and the credit man has the opportunity of granting or refusing credit to a customer each time he asks for it and or granting him just the amount of credit he sees fit.

The customer is always required to O. K. each slip that is charged to him with his signature, avoiding every ordinary possibility of a disputed account. The slips are kept on file until the account is paid. We use a credit account system which is very satisfactory.

The actual amount of tickets redeemed amounts to about half the total of our sales and when we figure the difference between this expense and the amounts saved on forgotten charges, bad accounts and interest on accounts, we find it on the credit side of our books.

Under ordinary circumstances a store doing the amount of business we do must carry $2,000 to $4,000 on the books; under the above system we have reduced our book accounts down to less than $300 and have increased our sales over fifteen per cent. Are we doing a cash business?

The beet sugar season is now on and factories at the various points are already running, or will be opened in a few days. The factory at Visalia began several days ago with a force of 150 men, and the Oxnard factory will start August 15. The latter plant will handle the product from eleven thousand acres.

The Parrot Estate So. is completing arrangements for the construction of a first-class steel and brick structure on the east side of Davis st, covering the entire block between Sacramento and Commercial, with a depth of 120 feet, and will have five floors and basement. Haas Bros., have leased the building.

Red Seal Lye is advertised everywhere.

"Just a Shade on Others"

Weinhard

THE PEER OF BOTTLE BEER

California Bottling Co.

SOLE BOTTLERS

1255 Harrison Street

Phone Market 977

Weinhard is the delicious beer served at the Cafe San Francisco—
The Louvre—Tait's—and many other Cafes

M·J·B·Coffee

WHY PACKED IN TINS ONLY?



RED SEAL LYE.

Disinfectant, Water Softener, Cleanser. The Sifting top Can.

P. C. TOMSON & CO., Makers, Philadelphia, Pa.

HANDLE

SPERRY FLOUR

and make a good
PROFIT!

The most popular brand on the Market.

Purchase Tomato Catsup from Catsup Manufacturers

NEW DEAL

FREE One Case "CALIFORNIA HOME" Tomato Catsup, (1907 Crop) Free with Five Case Order. Free Case Delivered First, **Without Cost to You.** If same proves satisfactory you can then, at your option, place order for Five Cases

"CALIFORNIA HOME" Tomato Catsup

All the Meat of the Tomato is used in the Manufacture of these Goods.
Guaranteed Absolutely to comply with All Pure Food Laws.

Packed Two Dozen Full 16-oz. Pints to the Case, ------per doz. $.225

5 Case Lots, $2.25 per doz. and ONE CASE FREE | **25 Case Lots, $2.15 per doz. and 5 CASES FREE**

10 Case Lots, $2.20 " " " TWO CASES FREE | **100 " " $2.00 " " " 20 CASES FREE**

Our Main Plant at Haywards is located in the Center of the Largest and Best Tomato Growing Sections of America.

Pacific Vinegar and Pickle Works

General Offices: 161 Sacramento St., San Francisco.

THE RETAIL
GROCERS ADVOCATE

E. D. EDDY, EDITOR. SAN FRANCISCO, CALIFORNIA, AUGUST 23. 1907. VOL. 12, NO. 34.



The choice of flavor is a matter of taste

Folger's Golden Gate TEAS

Is it good business policy to push the sales of bulk teas of doubtful origin in place of teas of known quality and purity?

Folger's Golden Gate Teas please consumers, pay grocers a good profit and increase tea sales. Six flavors.

Japan	Ceylon	English Breakfast
Oolong	Gunpowder	Black and Green

Packed flavor tight, in dust-proof sanitary cartons.

J. A. FOLGER & CO., San Francisco.

Importers of Pure Teas.



McCASKEY
McCASKEY
McCASKEY

The name McCASKEY is synonymous of SYSTEM.

The McCASKEY ACCOUNT REGISTER SYSTEM is acknowledged to be the Most Complete and UP-TO-DATE Method ever devised for Handling the Accounts of Retail Merchants.

The McCASKEY is Endorsed and Recommended by Certified Public Accountants and Auditors.

The McCASKEY is being used in Commercial Colleges for Teaching Students the LATEST, SHORT-CUT Methods of handling Accounts in an Easy and Simple Manner.

It Gives you Complete Information regarding Every Detail of your Business.—Prevents Errors and Pleases your Customers.

The ONLY COMPLETE ONE-WRITING SYSTEM.
A 64-page Catalog Free. Drop us a Postal.

WE CAN SHOW YOU

How Our Register Quickly Pays for Itself, and Quickly Earns You a Profit

W. A. HAWLEY, Sole Agent Pacific Coast,

BACON BLOCK OAKLAND, CAL.

BRANCH AGENCIES: Los Angeles, Cal.; Sacramento, Cal.; Spokane, Wash.; Portland, Ore.; Seattle, Wash.; San Jose, Cal.

THE McCASKEY REGISTER CO., 34 Rush St., Alliance, Ohio, Manufacturers of the Celebrated Multiplex Duplicating Carbon Back Counter Pads, also Single Carbon and Folding Pads.

The Advocate Endorses the McCaskey Account Register.

You take no risk in Selling

RUMFORD

"The Wholesome"

Baking Powder

A guaranty of its purity is on file with the Secretary of Agriculture, Washington, D. C.

Best of the high-grade powders at a reasonable price.

It will pay you to push it.



We Sell

Rice!

From MILLS
Direct to YOU

Send for Samples

W. T. Welisch & Co.

RICE FACTORS

Monadnock Bldg. S. F.

New Sauerkraut

Orders
Promptly
Delivered

REED PICKLE WORKS

1507 Folsom St.

Bet. 11th and 12th

Phone Market 228.

Do You Sell Our

Y-E-A-S-T

Golden Gate Compressed Yeast Co.

Washington and Fillmore Sts.

THE
RETAIL GROCERS ADVOCATE
Published Every Friday by the
CALIFORNIA
RETAIL GROCERS
AND
MERCHANTS
ASSOCIATION
EARL D. EDDY. Editor and Manager.
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The firms listed below are using the columns of The Advocate in the cause of publicity. We urge our friends and members to remember them in placing orders.

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Cleveland Macaroni Co., Golden Egg Brands.

PEANUT SELLERS.
Kingery Mfg., Co., 106 E. Pearl St., Cincinnati, Ohio.

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Western Meat Co., 17th and Harrison...
Swift & Co., 5th and Townsend.

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Chas H. Hires Co., Philadelphia.

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W. T. Welisch & Co., Monadnock Bldg.
New Orleans Rice Co., 104 Front St.

REFRIGERATORS.
Ft. Smith Refrigerator Works, Beck Hardware Co., 73 Clementina St.

SAFES.
Parcell's Safe Co., 523 Market
Richardson Bros., 131 Fifth

SOAPS.
"Sapolio," J. P. Gillespie, Agt.
Babbitt's Brands, C. B. Jennings Co. Agts., 41 Clay St.
Cudahy Packing Co., 45 Clay St.
Fels Naptha.
Grandpa's Wonder.

SODA WATER.
D. Steimke & Co., Union and Octavia.

SYRUPS, ETC.
Long Syrup Refining Co., 8th and Brannan.

STATIONERY.
Schwabacher-Frey Co., 42 Sutter St.

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James Hermann, 2975 Pacific Ave.

TOBACCO.
American Tobacco Co., J. M. Gamble representative, 23 Market St.

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Pacific Vinegar & Pickle Works, 161 Sacramento St.
Western Yeast & Vinegar Works, 408 11th. Phone, Special 274.

WHISKEY
The Rothenberg Co., 7th and Franklin Sts. Oakland.
Wichman, Lutgen & Co., Everett and Harrison Ave., Alameda.

WOODENWARE.
Hyman, Well & Co., 46 Kansas St.

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Haas Bros., 100 California St.
Lennon, John A., 918 Eddy. Phone Emergency 10.
I. H. Newhauer & Co., 430-432 5th.
Wm. Cluff Co., Spear and Mission Sts.
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YEAST.
Golden Gate Compressed Yeast Co. Washington and Fillmore Sts.

The "Perfection" Cheese Cutter

IS THE BEST.



THE
"Perfection"

Because it combines simplicity of operation with perfect accuracy.
No necessity for figuring and consequent mistakes.
Place the cheese in position and the Cutter does the rest.

Sole Manufacturers

AMERICAN COMPUTING CO.
701 Indiana Avenue INDIANAPOLIS, IND.
Levenson & Co., San Francisco, Distributors

Merrell-Soule Co.'s
None Such Condensed Mince Meat

IT PAYS A FINE PROFIT

The consumer is willing to pay 15c per package (2 big pies) as they get "full value received" in quality and quantity.

Merrell-Soule Co., the manufacturers, were 24 years ahead of the U. S. Pure Food Law. Their plant was inspected by United States officials, and confirmed and passed as 100 per cent Perfect.
Can you beat it?

The Merrell-Soule None Such Condensed Mince Meat is from every point of view the best in the world. The consumers say so, and their competitors admit that None Such has 90 percent of the Condensed Mince Meat business, and it has obtained it, not because the goods were offered cheap, but because the quality was the best and the price reasonable."

Castle Bros., Brokers, San Francisco, Cal.

THE RETAIL GROCERS ADVOCATE

EARL D. EDDY, EDITOR. SAN FRANCISCO, CAL., AUGUST 23 1907. VOL. 12 NO. 34

They Want a Profit.

Grocers Practically a Unit in Demanding Protection by Bottlers.

CAN DO AS MILLERS HAVE.

Such Men Merely Want Competitors Will Be Controlled.

The work of canvassing the retail grocers of San Francisco has almost been completed.

Field Secretary Powers has been greatly aided in this work by the retail grocers who have interviewed their neighbors.

Mr. C. S. Harrison, acting as assistant to Mr. Powers, has also seen many grocers.

There is practically only one sentiment.

Every grocer—this means with the exception of one or two men—says:

"A 10-cent price on beer leaves no profit. We don't want to sell for 10c. At the same time, if we charge 15c, two for 25c, we would lose trade unless the bottlers make the other fellow quit selling at 10c. We could afford to lose the beer trade at 10c, but when people go elsewhere for their beer, they are likely to buy their provisions in the other place, too."

Not one single grocer seen by Mr Powers or Mr. Harrison thought a 10c price on beer gave enough profit or wanted to continue selling at 10c if he could avoid it.

Every grocer in the Richmond District wants a profit.

A few small places are forcing more men every day to sell at 10c.

Every grocer in the Potrero wants a 15c, two for 25c price.

Nearly all of them are selling 10c beer.

The big advertising stores, like West, Elliott & Gordon, feel that they cannot afford to have the little fish market and fruit peddler undersell them. It must be extremely aggravating for a big concern that advertises aggressively to face such a condition.

If the little men could not sell for 10 cents, the need of force to secure protection would be practically eliminated.

Firms like West, Elliott & Gordon do not do business along spite lines.

They are made up of big, broad gauge business men. They know the need of profit.

They cannot afford to have some concern with only a fraction of their responsibility and not even a shadow of their business standing make it appear that they are doing business on extravagant lines.

The bottlers should make **EVERYBODY** sell beer for 15c and two for 25c. When they let the "pikers" in some back alley or the fruit dealer in the middle of the block sell their beer for 10c, a firm like West, Elliott & Gordon very naturally would feel resentful if the same bottler tried to use force to make them quit selling at that price.

The writer has not interviewed West, Elliott & Gordon on this matter, but his sympathies are with West, Elliott & Gordon and he is certain that when the bottlers go to that firm with a **business-like proposition,** backed up by an assurance that this big firm will not suffer any discrimination, that it will accede to these propositions.

The bottlers, in their letter to the Associated Retail Grocers said that there were as many grocers who wanted a 10c price as wanted a profit.

This is not true.

The grocers **want** a profit, and what is more, they are going to get **honest protection** in that profit.

The bottlers do not realize yet, how much in earnest many of these men are. They do not realize how many of the grocers who do not think will be willing to do what is suggested by their friends among the grocers who do think.

We are certain that the bottlers interested will yield when they realize as they will when they see the data secured by the Associated Retail Grocers, how absolutely unified the grocers are in their demand for a profit.

Already our lists contain the names of grocers handling more than **THIRTY THOUSAND DOZENS OF BEER** each month.

Most of these men handle two Wash-

(Continued on page 6.)

Grocers Getting Ready.

Convention at Sacramento Will Draw Dealers From Widely Separated Districts.

PROGRAM NEARING COMPLETION.

Communications Indicate the Attendance of Many Who Want Better Conditions.

Sacramento, Sept. 10th, 11th, 12th.

Letters from many different cities are being received by State Secretary Connolly.

They bring good wishes for the convention, coin, and in many instances, assurance that the writers will be at Sacramento.

These letters will be printed in our special number next week.

A Good Time for All.

The convention promises to be one of the most delightful the State has ever known.

Sacramentans are proverbially hospitable.

They are preparing to outdo themselves.

Delegates and their wives will find that everything possible for their pleasure and comfort has been done.

A reception to get acquainted on Tuesday evening, Sept. 10th.

An excursion and an evening's entertainment for Wednesday, Sept. 11th.

A banquet for Thursday, Sept. 12th.

These make up the entertainment features.

As to work—that will be there in plenty.

The delegates will be expected to provide plans to cover the following points:

How to get better profits.

How to prevent trade abuses such as wholesalers selling to consumers, dishonest shortages, etc.

How to get better laws.

How to make associations effective.

John A. Green, of Celeveland, Ohio Secretary of the National Retail Grocers Association and a [illegible] that organization, will attend the convention and deliver an address.

There will be capable speakers from various parts of the State.

A Hobart Electric Coffee Mill of [illegible]

latest pattern (worth $250) has been contributed to the State Association by Frank F. Wear, the Coast Agent. It will be raffled the last afternoon of the convention. Tickets cost 50 cents. Only the numbers known to be paid for will be considered.

Special rates have been granted on all railroads. Delegates should get receipts from the agent when buying their tickets.

THEY WANT A PROFIT.

(Continued from page 5.)

ington beers and one local beer. Some handle a little of everything. It would be easy to narrow the list down to **ONE WASHINGTON** beer and **ONE LOCAL** beer.

It is to be hoped that results can be secured without discrimination against any bottling concern. It cannot be done, however, unless **ALL** the bottlers are willing to give protection to the men from whom they have been making thousands of dollars monthly.

DOING GOOD WORK.

Stockton, Cal., Aug. 17, 1907.
The Retail Grocers' Advocate,
San Francisco, Cal.
Gentlemen:
..Enclosed please find check for $2.00 in payment for one year's subscription to the Advocate.. You are doing good work—please continue.
Respectfully,
Raymond J. Wheeler.

ANOTHER RECRUIT.

Merrill Soule Co. Will Maintain Price on None Such Mince Meat.

The story of the Merrell-Soult Co.'s None Such Condensed Mince Meat will be told the public this season by beautiful full-page advertising in many of the big magazines. They will also tell the story on 45,000 handsome lithographed eight-sheet posters extending from the Atlantic seaboard to the Pacific Coast.

The story that interests the retailer, however, is being told them by this excellent concern to the effect that the selling price has now been so arranged that the retailer will be obliged to sell the goods at a profit. It is the wish of Merrell-Soule Co. that None Such Mince Meat be sold to the consumer at 15c. per package, the price to the retailer being $6.25 per half-gross case. The consumer gets full value received, as each package of Merrell-Soule Co.'s None Such contains Mince Meat to make two big pies or three medium size.

It is claimed that wet Mince Meat is 65 per cent water, and if made to keep without fermentation benzoic acid must be used.

Merrell-Soule Co.'s None Such Mince Meat has been on the market for 24 years, and its trade has grown from nothing, to control in the neighborhood of 80 per cent of all the Mince Meat business of the country.

Retailers can well afford to co-operate with a concern of this kind, that is trying to not only assist them to make sales, but to provide them with a handsome profit in doing so.

PROMINENT GROCER MARRIES.

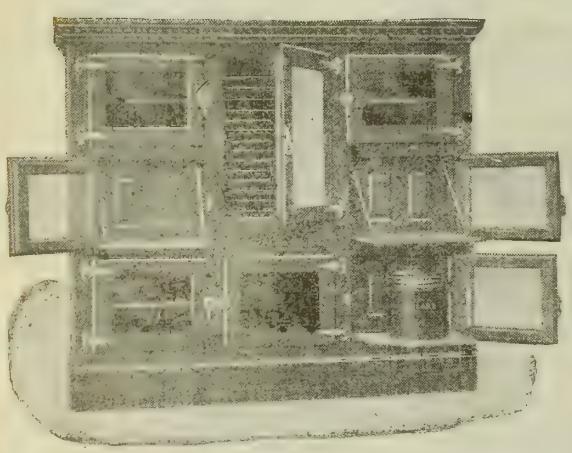
J. H. Minderman of Chico Takes Unto Himself a Wife.

Palo Alto, Aug. 15.—Miss Lottie B. Hallett and J. H. Minderman, both prominent young people of Chico, were married today at a pretty wedding ceremony, which took place at the home of Mrs. G. Ostrander. Rev. Walter Hays officiated. The ceremony was witnessed only by relatives and a few close friends.

The house was beautifully decorated for the occasion. The bride was given away by her father and was attended by Miss Gertrude Collins of Chico, while Minderman was supported by Frank Ostrander as best man. The groom is a prominent business man of Chico, a partner in the largest grocery firm there. His bride is one of that city's most popular young women. Mr. and Mrs. Minderman left this afternoon for Southern California, where they will spend their honeymoon.

Jos. A. Stulz is indulging himself in a two week's vacation near Santa Rosa.

FORT SMITH REFRIGERATORS.



STYLE No. 7686

Sonoma Co. Fruit and Produce Co.	Santa Rosa	Drury & Bartholomew	Stockton
C. D. Fontana	Copperopolis	J. Rohrer	Stockton
Rossi Bros.	Stockton	Hall Bros.	Stockton

E. Broderick	715 Fillmore St.,	S. F.
Rathjen Co.	Lombard and Fillmore	S. F.
H. Hellberg	Ninth and Bryant	S. F.
McCarthy Bros.	Bush and Baker	S. F.
Kohn Bros	1201 Turk St.	S. F.
F. Stuermer	18th and Danvers St.	S. F.
C. Stelling	29th and Church	S. F.
J. M. Hanley	2300 Sutter	S. F.
Maxwell & Streckenbach	1302 18th St.	S. F.
Fred Pielhop	249 Courtland Ave.	S. F.
Fay Gro. Co.	3rd Ave, and B St.	S F.
J. Vennekohl	1839 Eddy St.	S. F.
Southern Heights Gro. Co	1471 18th St.	S. F.
W. A. Rogers	900 I St., corner 10th Ave.	S. F.
H. Heitman	2248 Misison St.	S. F.
H. Dinslage	3375 Sacramento St.	S. F.
Miller & Lawlor	Guerrero & Clinton Park	S. F.
C. F. W. Miller	239 Brighton Ave., Ingleside	S. F.
J. Straub	101 De Montford Ave., Ingleside,	S. F.
J. Soltaro	Park and Central Ave.	Alameda
Martin Eggers	Fruitvale Av. & Boulevard,	E. Oakland
W. Zeller		Palo Alto

The Following Well-Known GROCERS are Using the Above Style Refrigerator

We make all Styles and Sizes for the Grocery Trade.

REMEMBER - - - - - - - - - If We Make It It's Made Right

BECK HARDWARE CO.

SAN FRANCISCO — Phone Temporary 978 — LOS ANGELES

[illegible]mentina St. Near 2d and Folsom — 47 Central Avenue.

Do You Know Them?

Semi-Jobbers With Headquarters Here Quite Active in Northwest.

Our attention has been directed to the activities of the firm of **Parks Bros.,** of this city. These people **pose as jobbers,** but one of their people admitted to the editor of this paper that they **made a business of selling to farmers and other country consumers.**

On further investigation we find that this firm operates in Oregon and Washington in quite a large way. So far as California is concerned, we are uninformed. We hope that our subscribers will tell us if they have been annoyed by this form of competition, either from the firm referred to, or others not now known to us.

We are this week in receipt of the following letter from Chas. B. Merrick, secretary of the Grocers' and Merchants' Association of Portland, written under date of August 16:

"Retail Grocers' Advocate,
San Francisco, Cal.
Gentlemen:

Replying to yours of Aug. 8th, I desire to say that we have made some investigation and find that Messrs. Parks Bros. have for some time been selling to consumers in this State; in fact we understand that they operate in the State of Washington also. While they do not affect the merchants doing business in this city to any extent, I learn that in Southern Oregon, they are taking considerable business away from legitimate merchants. I know that you could assist us in getting at these people and that the merchants of Oregon would be very grateful to the California Association. It seems that we ought to assist each other as much as possible, as our troubles are mutual. Any time we can assist you in Oregon I will be glad to have you let me know, and I know the merchants of this State will respond.

..Thanking you very much for the information you have given me, I am, etc."

We also communicated with our Washington friends and the "Seattle Trade Register" of August 16th, says of the matter:

Semi-Jobbers Active.

"Editor Eddy of the Retail Grocers' Advocate writes the "Trade Register" that Parks Bros. of San Francisco informed him that they sell to consumers in Washington and Oregon as well as in California. This firm has advertised itself as a jobbing concern and for the past few years has been an objectionable competitor of retail and jobbers in the eastern part of Washington. The editor of the "Trade Register" has turned over correspondence respecting Parks Bros. to Secretary Higgins for consideration at the forthcoming State Retail Grocers' Association convention, which is expected to arrange for joint action with Oregon and California associations to meet the competition of this firm and other semi-jobbers and mail-order houses operating on the Coast."

This matter should be investigated by all interested parties. Whether our State Association will take any action in the matter is dependent upon the extent of the operations of the firm mentioned. If you know of them, write us—that's all.

CORTE MADERA CHANGE.

The Corte Madera Rochdale Company, which was recently organized, has purchased the stock of the Tamalpais Grocery and will be in full blast in a few days. Col. Charles J Wall is president, Fred Wilson, vice-president; Benj. Scouler, secretary; E. C. Chapman, treasurer. These officers and H. C. Tozier, H. C. Hall and C. P. Moore constitutes the board of directors.

Ft. Smith Refrigerators—Cold and dry.

FLY STICKEM.

Do You Know Why,
STICKEM
Is the best to
Catch both Germ
and Fly.

It's out o' sight, it hangs high,
Just pull out the string, that's Why!
Where they roost you stick-em,
So try,
You'll always buy

Money-back Stickem

COSTS 1c PER WEEK.

A proven repeater with 100 per cent profit protected.

Manufactured by
C. A. ARENTS & CO.,
Alameda, Cal.

Now is the time to run on

HUMBOLDT COUNTY BUTTER

GIVE YOUR CUSTOMERS

ALPHINE OR GOLDEN GLOW

And you will not have to listen to Kicks.

MONOTTI-LARIMER CO.

Phones Park 570 and 571. 707 Grove St., S. F.

NEW YORK CONVENTION.

The largest delegation ever attending a New York State convention met in the City Hall, Elmira, on the afternoon of August 5.

Some remarkable addresses were made at the opening of the convention, the most notable of all being that of L. J. Callanan, of New York City. His topic was, "Sixty Years as a Grocer." It was well worth the time and money spent to hear this remarkable man giving his experience. Mr. Callanan is one of the most successful retail merchants in the United States. His building is five stories high, with a frontage of sixty feet, located on Vesey street, in the down-town section of New York City.

He attends to all the details of his business, buys everything that comes into the establishment, and keeps a supervising eye on his entire force. He is a remarkable man in every sense of the word, and it can well be imagined what the experience of a man of that character might be

The Monday evening session was taken up with an address by Assemblyman Sherman Morgan, talking to the delegates about business legislation; an address on the benefits and possibilities of organization by President B. Bischoff, of Brooklyn, and an able address by former National Secretary Fred Mason.

The Tuesday morning session was devoted to the report of the resolutions committee, and addresses by President Otten of New York, President Martena of Buffalo, and the National Secretary.

The afternoon was devoted to pleasure.

Wednesday morning was devoted to the report of the secretary and treasurer, and the election of officers.

On Thursday morning addresses were made by George Dynn, of Buffalo, Past President H. C. Wilkie of the State Asociation, and J. W. Pitt of Corning, after which the question box was opened and a general discussion folowed on the topics of the day. The entire session was a business one.

President Churchill of Jamestown, delivered an address, his talk being of a local character. President Otten of the New York Association spoke on the work of the local association.

D. C. Barnum of Binghamton, told of the manner in which the work of the grocers' association progressed, and J. A. Beyer of Rochester, gave an interesting talk, telling of the manner in which the grocers' field days are conducted in the Flower City, and of the manner in which the Wednesday afternoon half-holidays during July and August was introduced.

The following officers were elected: President, C. S. Tuttle, Hornell; 1st vice-president, Elwood Hanson, Brooklyn; second vice-president, F. M. Tallman, Buffalo; third vice-president, S. Irving Pugsley, Peekskill; secretary, Charles Thorpe, New York; treasurer, C. E. Durgin, Rochester.

All officers were re-elected with the exception of the third vice-president.

On the week of July 28 and during the week of the convention, the State Association had in operation a food show under the direction of State Secretary Charles Thorpe. The booths were very beautifully arranged, and the exhibition was well attended, and no doubt a large sum will be put into the treasury of the State Association through the efforts of the State Secretary and the success of the food show.

The delegates were very much pleased with the success of the convention, and left for home Thursday evening feeling well paid for the time spent and the information received, which will no doubt be put to good use by those in attendance. John A. Green.

ROYAL



BAKING POWDER

Absolutely Pure

A Cream of Tartar Powder, free from alum or phosphatic acid

Makes Home Baking Easy

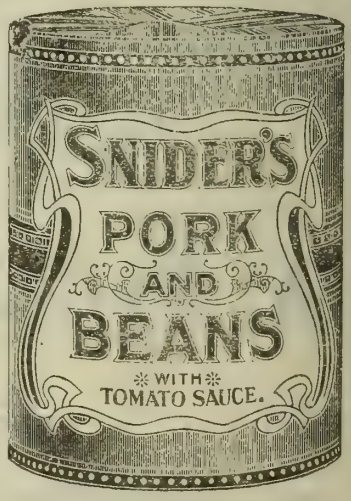
ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

SNIDER'S

Pork and Beans

LEAD BECAUSE THEY ARE THE BEST



All Leading Grocers Sell Snider's
Ask Your Jobber.

John H. Spohn Co., Agents, San Francisco.

Schilling's Best

is at home wherever

grocers are

alive to their interests.

ASSOCIATION ROSTER

California Retail Grocers and Merchants' Association.

President, A. A. Jost, Sacramento.

Vice-Presidents--1st, George B. Doyle, San Francisco; 2nd, F. W. Aubry, Stockton; 3rd, Chas. A. Mottaz, Los Angeles.
Treasurer, C. B. Pearson, Stockton.
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"Don't Drop This"

Don't rush away. Sit still, get a pen and order.

"MAPLEINE"

No matter how busy you are—**DO IT—HERE**—is what it will do when you open the case, it will sell.

It will sow your name broadcost and bring new customers into your store.

You talk first; the customer will talk afterwards, and by getting everybody talking about your store,

WHAT'S THE RESULT?

MORE BUSINESS.

EXACTLY!

Got an article in your store that will do it? "No."

Unless you are the wise merchant who keeps re-ordering Mapleine,

THE SAME

Will happen to you if you don't drop this and rush away.

HOW 'BOUT IT?

Want more business; then get busier.

JOHN H. SPOHN, Agt.,
50-51 Clay Street.
San Francisco, Cal.



Crescent Mfg. Co., Mfgrs., Seattle, Wash.

36 Carloads of HIRES ROOTBEER SOLD

on the Pacific Coast today; more than was sold all of last year, or in any one year before. HIRES is growing more popular each year. This certainly is a HIRES YEAR. (HIRES has been a success for thirty-two years).

JOHN H. SPOHN CO.

Pacific Coast Agents — San Francisco, Cal.

Clean, Sharp-Cut and Nail-Eating Features

Ideal Tea Company, 17-19 East Santa Clara Street,
San Jose, Cal., Mar. 14, 1907.

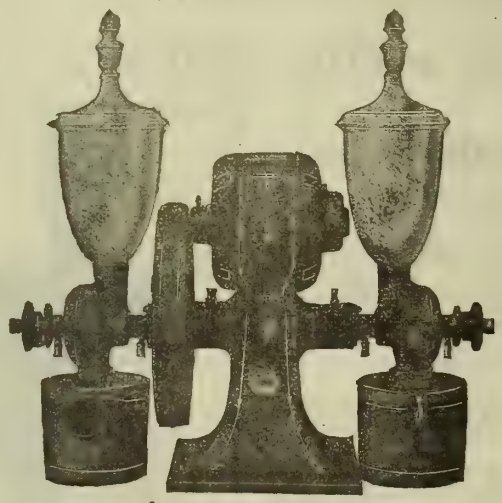
Frank F. Wear, Oakland,

Dear Sir: Have been using coffee mills for over 20 years and had experience with nearly all of them. Always wanted one a "little better" for the mill is a great factor in maintaining coffee trade. Our last purchase was one of your No. 2121 Hobart's and we do not hesitate to pronounce it the best we have seen. Are particularly pleased with the **clean sharp cut** of the granulating burrs, something we have always wanted and never found so near perfection as in our **Hobart.**

We "press the button," the Mill does the rest—and does it right, and its nail eating qualities stand alone. Would not consider ourselves up-to-date without it.

Respectfully yours,
C. M. SHELBOURN,
for Ideal Tea Co., San Jose.

It Is Better to Buy a "Hobart" Than to Wish You Had.





A Word

To the Wise is not Always Sufficient.

◆ ◆ ◆

Sometimes they have to be SHOWN.

Full Car-Load of assorted sizes, 1907 Model Mills to select from before advance prices go into effect Get your order in early as a car-load will not last long.

22 Styles and Sizes to Select from.

Hygienic Drip Pot

Upon application we will furnish information regarding our product that will assist you in becoming a recognized coffee : : :

LEADER.

WRITE FOR CATALOG.

King of Electric Coffee Mills

Branch Office: H. B. DIBBLE, Manager
10 Marshall Square, Opp. 8th St. and Market
Phone Market 461 San Francisco

F. F. WEAR

Dist Sales Agent Pacific Coast
Headquarters, 137-139 Telegraph Ave., Cor. 18th St.
Phone Vernon 255 Oakland, Cal.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

POINTS TO WATCH.

SALT.—

We are reliably informed that salt is about to advance sharply.

TEA.—

The market is very strong in this line with every indication of advances.

SARDINES.—

Both domestic and imported brands are advancing rapidly.

SALMON.—

The reports from the North are to the effect that the pack will be much less than the world's consumptive demand.

FREE DEALS.

Fairbanks Gold Dust.

With five and a half boxes at 4.65 one-half box free. Size 24x72. With ten boxes at 4.60 one box free. With 25½ boxes at 4.55 two and one-half boxes free. With fifty boxes at 4.55 fiv boxes free. Above deal is good for but a short period.

Malta Vita—One case free with five.

Rex Lye—One case free with five cases.

Frazier's Axle Grease.—One case free with ten

Tobacco—Drop shipment 100 lbs. or more of an assortment of any of the following brands: Union Leader, Pedro, Dixie Queen, Fashion Sensation, Seal of North Carolina, Plaza Cube Cut, Three Feathers, Monte Cristo Slabs, Continental Cubes, Old English Curve Cut, Van Bibber Sliced Plug. Not less than 10 lbs. Pedro or more than 55 lbs. Union Leader permitted to each 100 pounds. Gratis with each 100 lbs., 5 pounds Union Leader or Pedro as retailer may elect.

Jello—One case free with each 12 cases. Deal limited to 48 cases. Ice cream powder made by the same company may be assorted with Jello in making up orders.

Snider's Catsup — With each five cases of Snider's Catsup, pints, one case of Snider's Catsup, pints, free. With each three cases of Snider's Catsup, pints, and two cases of Snider's Catsup, half-pints, one case of Snider's Catsup, half-pints, free. With each ten cases of Snider's Catsup, half-pints, one case of Snider's Catsup, half-pints, free. With each five and half cases of Snider's Catsup, half-pints, half case of Snider's Catsup, half-pints, free. With each ten cases of Snider's Catsup, quarts, one case of Snider's Catsup, quarts, free. With each five and half cases of Snider's Catsup, quarts, half case of Snider's Catsup, quarts, free Deliveries on above deal to be made after September 1st, 1907, and before January 1st, 1908.

Murdoch's Starch—10 case lots assorted or straight at list, one case corn starch free. Crates of sixes count for two cases.

Rumford Baking Powder—Five per cent discount in five case lots; one case free in ten case lots.

X-Ray Stove Polish—5c size, 3 doz. $1.50 with 6 free; 10c size, 3 doz., $2.50 with 6 free.

Bromangelon—One dozen free with each gross ordered. No free goods with orders for less than one gross.

SUGAR.

The local market has shown no change this week.

Western Sugar Refining Company say under date Aug. 15.:

Having installed the necessary machinery, we are now in position to supply the demand for Bar Sugar, under the brand of "Monarch" Whenever so requested, we will gladly supply the demand for other brands of this grade by purchasing same from outside sources, but in cases where we are simply directed to ship so many packages of Bar Sugar we will ship our "Monarch" brand

For the present, and until further advised, the differentials on Monarch Bar Sugar over and above the price of Standard Fine (Cane) Granulated in 100 lb bags will be as follows:

Bags (100 lbs. each) .10; 35 lb. tins (cased) $1.80; Barrels .20; 10 lb. tins 10 in a case $2.45; Half-barrels, .35; 8 lb. tins 8 in a case $2.45; 40-lb. tins (cased) $1.80; 30-lb. boxes .60.

Under date of Aug. 19:—Effective at the opening of business this morning (Aug. 19th) the differentials on Monarch Bar Sugar over and above the price of Standard Fine Granulated (Cane) in 100 sacks has been increased 25 points, which will make the present differentials on Monarch Bar in the various style packages as per memorandum below:

Golden Gate Leaf Lard.

Eastern Star Hams and Bacon.

Sound, Wholesome Food Products





Prepared under strictly hygienic conditions

and

United States Government Inspection.

Western Meat Co.

Mail Address:

South San Francisco

San Mateo Coun

PHOENIX FLOUR

The Whitest **The Best**

Made in Sacramento, Cal.

Up-to-date Machinery

Modern Ideas Coupled with the Thirty Years Experience at the same Location Has Taught Us What Kind Of Wheat To Blend.

RESULT: = PERFECTION

Agencies at Oakland, Eureka, Placerville, Red Bluff and Reno.

PHŒNIX MILLING CO. Sacramento, Cal.

B. E. BRYAN, Oakland Agent, 17th and Wood Sts.
Phone Oakland 8254

Are You Well Stocked With

THE

EGG-O-SEE COMPANY'S CORN FLAKES

If not Why not? Are we not Advertising in a way that will move the Goods for you? And are our Goods not backed up with quality as well? Push the goods of the manufacturer who helps you to sell them.

Egg-O-See and E-C-Corn $2.85 single case, $2.75 5-case lots

Every Jobber in the United States carries our Goods

Egg-O-See Cereal Co.

133 Hansford Bldg., S. F., Cal.

Bags (100 lbs. each) .35; 35 lb. tins, (cased) $2.05; Barrels, .45; 10 lb. tins 10 in a case $2.70; Half-barrels .60; 8 lb. tins 8 in a case, $2.70; 40 lb. tins, (cases) $2.05; 30 lb. boxes .85.

New York, Aug. 15.—Willett & Gray report:

The week.—Raws: Declined .05c. Refined: Unchanged. Net cash quotations this date are: Molasses, 3.00c.: Centrifugals, 3.89c; Granulated, 4.65c.

Raws.—After a long period of inactivity, holders became tired and at the close of the week they forced unwilling buyers to accept 10,500 bags of Cuba sugars, with the result that spot quotations show a decline of 1-16 c. on Centrifugals and 3-16c. on Molasses sugars.

Refined.—The market for refined sugar is lifeless, with prices unchanged at 4.70c. less 1 per cent. cash for Granulated, quoted by Federal for prompt shipment, and 4.80c. to 4.90c. less 1 per cent. named by the other refiners for prompt and delayed shipment.

Grocers are realizing that the country is not actually consuming sugar as rapidly as anticipated, and it remains to be seen whether the expected increase will be realized later in the season.

The small demand for refined sugar at present is due, in a measure, to the disturbed conditions of the financial markets, some dealers finding it difficult to obtain from bankers the usual loans needed for the carrying of full stocks of merchandise, thus making it necessary in instances for them to limit their operations in sugar to a hand-to-mouth basis.

In view of the weakness which has developed in the local market for raws the tendency of the market for refined rather favors buyers.

TEA.

New York, Aug. 15.—John B. Brown & Co., report:

The market is strong, and all spot teas are from 10 to 25 per cent below the same grades and qualities as exists in the producing countries. There is a very fair run of business.

COFFEE.

New York, Aug. 15.—Willett & Gray report:

The market has ruled quieter during the past few days, influenced to some extent by the strike of telegraph operators delaying business with the interior. But these matters will be temporary only, and as this is usually the active season for Coffee, it is expected the demand will soon show up in good volume. The understone to the market is decidedly good and there is more disposition to believe the current crop is small. Not only so; from various reliable quarters cables have been received referring to the unfavorable weather continuing for so long a time and very prejudical to the current and the growing crop.

For the first six weeks of the season the receipts compare with the movement of two years ago, but are 600,000 bags less than this time last year. Undoubtedly this slow movement is due to the wet and cold harvesting season, and during which period such a large quantity of the ripe berries was beaten from the trees and, according to last accounts, beyond recovery. While, therefore, there has been a wide difference between the estimates of the current crop at Santos, actual conditions have been such as to bring the conviction that the large estimates are absolutely impossible, and it is even reported that some of the smaller estimates are being reduced.

The future of the Coffee market was depending upon the size of the current crop and the prospects of the growing crop, but now it seems to be an assured fact that the current crop is small, while the conditions prevailing in regard to the next crop are about as unfavorable as they can be, and surely indicating the extreme probability of another small yield to follow this one.

Visible supply of world, in bags Aug. 1, 1907, 16,075,812; July 1, 1907, 16,399,953; Aug 1, 1906, 9,978,053; Stock U. S. all kinds, in bags Aug 1, 1907, 3,933,190. July 1, 1907, 3,919,947; Aug 1, 1906, 3,443,594.

Stock Brazils in New York, August 14, 3,430,692 bags. Total Brazils in the United States, 3,506,111 bags. Total in U. S., other kinds, August 12, 311,454 bags. Deliveries of Brazils for the week ending August 10, 92,191 bags against 91,559 bags last year. Receipts of Brazils for week ending August 11, none.

RICE.

New York, Aug. 13.—Dan Talmage's Son's Co., report:

Market for the week has been very interesting to those who are watching it closely. Demand for immediate shipment continues fairly active and assortments are badly broken. New Crop is coming in slowly, and is held at full prices, being a reflection of conditions in primary markets. Japans are scarce and advanced fully ¼c per pound.

Advices from the South note little doing on the Atlantic Coast. The growing crop is progressing favorably At New Orleans there is an active movement, much restricted by the scanty supply of Cleaned of every style. The tardy arrival and sparse receipts of New Crop has been a disappointment to many, especially to those who discounted a speedy decline.

In the Interior Southwest Louisiana and Texas the growing crop is doing well and more forward plantings approaching time of harvest.

Cables and correspondence from abroad note curtailment of demand account of high price. Holders anticipate further advance in view of the scanty supplies.

DRIED FRUIT.

President Arthur R. Briggs of the California State Board of Trade, in his efforts to demonstrate that the California method of sulphuring dried fruit is harmless makes the following statement: "The publication of the discussion of the question of sulphuring

BANKING INSTITUTIONS.

LOCARNO PARIS NEW YORK SAN FRANCISCO

Swiss American Bank

Of Locarno, Switzerland

San Francisco, Main Office
1152 Fillmore St.

CAPITAL $600,000

SURPLUS AND UNDIVIDED PROFITS, $190,000

TOTAL ASSETS, $5,330,000

San Francisco Agents and Officers

HENRY BRUNNER, CHAS. MARTIN CO., B. G. TOGNAZZI, A. A. MICHELETTI

ACCOUNTS OF BANKS, FIRMS AND INDIVIDUALS RESPECTFULLY SOLICITED

RICE

Buy Right Direct from the Mills

Save Jobbers Profits

Largest ExclusiveRice Dealers on the Coast

NEW ORLEANS RICE MILLING CO., 104 Front St., San Francisco

Samples Mailed on Request

fruit by Secretary Wilson and representative growers and packers of California on Friday of last week at the rooms of the California State Board of Trade, has attracted attention at home and abroad. The California State Board of Trade has seen from various sources oral and written expressions on the subject. The plain, everyday, unsuspecting consumer, and the well-informed, eye-open, critical dietarian, as well as the scientific determiner of quantity and quality, all agree that the method of fruit curing followed in this State up to the present time is not at all harmful. "Too much," says the Government. "Too little," say the fruitmen, and the all important question of "how much" is yet to be determined. One visitor to the California State Board of Trade showed a box containing samples of apricots, nectarines and peaches cured after the usual method two and one-half pounds of sulphur to 2500 pounds of fruit and one sample of peaches cured by the Government standard, .035 of 1 per cent or 2.45 grains to the pound. The first-named samples were nice and fresh looking, except where in contact with the last named, which was in a state of decay, soft and covered with mold. All of these samples were taken from the exhibit made to Secretary Wilson at the meeting on the 9th inst. An analytical and industrial chemist of this city, P. W. Tompkins of Curtis & Tompkins, sent in tabulated results of an exhaustive series of analyses of apricots and peaches of the pack of the years 1906 and 1907, and in his letter accompanying it said: "That the results of his determinations showed that there was hardly enough of sulphur dioxide remaining in the fruit after cooking to be considered and that practically all of it so remaining was combined and not in a free state.' City Food Inspector Cutler of Kansas City., Mo., says that he has notified the National Government that his tests of California dried fruit cured with sulphur on the usual plan show that it is entirely wholesome and that Kansas City accepts it freely. Not one of the army of disinterested consumers find any fault or sees any harm in California sulphur-cured dried fruits."

WALNUTS.

Los Angeles.—Those who have recently returned from the walnut raising districts of Southern California report that the trees are now more heavily laden than has been the case for years. Last year the prospect was bright for an unusual yield, but the trees were eventually blighted by a destructive worm and several weeks of scorching weather. This season the worm is not feared, as precautions have been taken. No signs of the destroyer have so far appeared. The prospect of a bumper crops is particularly pleasing to growers because unusually high prices may rule owing to failure of the walnut orchards in France this season. Advices are that cold and rain have seriously crippled the orchards in that country, and it is estimated that they will not yield more than a third of the average crop. As a bumper domestic crop will not be sufficient to make up for the shortage in the foreign crops, prices it is believed, will be much higher than those of last year.

New York, Aug. 15.—The California walnut crop is reported to be much shorter than expected. Prospects have entirely changed within the last 30 or 40 days. Walnuts have been dropping badly and orchards that promised well a month ago have now comparatively few nuts. The crop is said to be about half an average and less than half of that of last year. It is probable that prices will not be made until the middle of September, and 15c for No. 1 soft shell is being freely predicted.

BEANS.

Ventura.—Some authorities here are estimating a third less of lima bean output in the county than last season. Last year was a record breaker for that legume. The output amounted to more than 650,000 sacks. This year, up to a week ago, it was predicted the yield would be as great or greater, because of the fact that more land was put in beans. Now growers are not all of one opinion as to the outlook. There is complaint in some quarters that the beans are not setting well on the vines.

CANNED FRUITS.

According to "California Fruit Grower" most canners are running their plants to capacity and will be for some time to come in an endeavor to make a pack commensurate with the demand for canned fruits this year. All the larger packers are well sold out

$15.00 "GEM" ADDING MACHINE

FREE 10 Days Trial At Our Expense



FREE 10 Days Trial At Our Expense

The Machine You Hear So Much About

Over 5000 In Use

in the Grocery, Hardware and General Store Trade

Does the work of high priced machines, carries automatically, has automatic resetting device, totals visible, operation natural, folding holder, machine itself compact.

Address:

X. GANCHER,

AUTOMATIC ADDING MACHINE CO.

332 Broadway New York

N. B.—Trial in Advocate Office Highly Satisfactory.

Stockton.—According to the census just arrived at through the new city directory Stockton now has 32,567 people who reside in this city and its suburbs. The new directory contains the names of 13,039 people, which multiplied by two and a half, as allowed by the Government Census Bureau, gives a grand total of 32,597.

S. A. Clarke of William Cluff Co., is spending a couple of weeks at Monte Rio, fishing and hunting. Last reports were that Sam had bagged 3 deer and 4 bear.

Quality in lieu of free goods—that's Griffon's.



The Eureka Insect Exterminator

is a preparation of eight different drugs and is so well compounded that it actually destroys insects, yet it is harmless to the human.

It kills Fleas, Flies, Ants, Moths, Bedbugs, Roaches, Lice, Mosquitos, Etc.

Price list, page 28.

For Sale by the Wholesale Drug and Grocery Trade
JOSEPH FUSCH, Manufacturer.

1797 Bray Ave.
Fruitvale, Cal.

Phone Merritt 2962

BAY CITY MILLS

GROCERS!

TRY OUR PATENT (Extra Family) ROLLER FLOUR
YOUR CUSTOMERS WILL THANK YOU.



Bay City Flour Mills, First and Clay Sts., Oaklan

IF A CUSTOMER

asks for

HAND SAPOLIO

and you can not supply it, will he not consider you behind the times?

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

and are only offering broken lines and in a few varieties just at the moment and until they know where they stand and what they will have to offer after present bookings are taken care of. The pack of the State will be large taking the total of all varieties. The apricot crop of course will be extremely light, but a good peach pack is anticipated. A larger pack of gallons will perhaps be made in this line than was anticipated. Sales departments are busy getting their specifications and assortments into shape."

CORN.

Corn does not look any easier and the demand for this staple continues to be far in excess of what it was a year ago. The prospects of the corn pack are always problems which no one has been able to figure out with any degree of certainty and this year is no exception to the rule. Packers of corn have been pretty hard hit in the past and they are claiming that they are making arrangements to put up a small pack if what they say is true.

According to the Chicago "Canner," the condition of the sweet corn crop, though the weather has been favorable over the greater part of the country during the past week, makes a delayed opening of the packing season certain and a smaller production than last season's pack of 8,739,908 cases for the United States a probability.

The corn pack of 1906 was several million cases smaller than either the immediately preceding pack or that of 1904.

AMERICAN SARDINES.

New York, Aug. 15.—Representatives of Maine Sardine packers yesterday received instructions, by wire, to announce an advance of 10c a case in the price of quarter oils, to take effect on August 24. This will make the f. o. b. Eastport quotation $3.10 on that kind of domestic sardines. In justification of the advance it is stated that the high cost of oil, cans, labor, etc., not to speak of the short pack to date and a heavy consuming demand, makes it necessary for the packers to get more money for their goods. It is reported on good authority that fully 700,000 cases of domestic sardines have already been sold for delivery out of this season's pack while the total output to date amounts to less than 250,000 cases practically all of which has already gone into consumption. The demand continues active, and packers are not at all disposed to contract freely, even at the advance, for, while the tides are now right and the run of fish has improved, there is no certainty that it will continue, and consequently there is a prospect that the packers may oversell. Should consumption continue at the present rate, a further advance in prices is not likely. There have been few fish packed in key-opening cans so far this season, owing to the inability of the packers to get that style of container. The only factory equipped to make key-opening cans in adequate quantity was destroyed by fire early in the spring, and it will take a long time to duplicate the machinery. The result of the scarcity of key openers has been to increase the demand for tear-top cans.

IMPORTED SARDINES, ETC.

New York, Aug. 12.—Strohmeyer and Arpe Co., report:

The writer of this, our Mr. Porges, has just returned from an extended trip through Europe and we shall now resume our regular report as to market conditions in our line.

In France, the sardine fishing, unfortunately, is an absolute failure so far, and there is very little hope of any extensive catch of sardines this season. Our market is entirely bare of French sardines.

In Portugal the same condition prevails, and there is no small fish being caught, which would be suitable for ¼ tins for the American market. For this reason Portuguese sardines are very scarce in this market, and the few remaining lots are offered at advanced prices. In Spain they have no catch of sardines, either.

The catch of sprats is entirely over for the season, and we cannot look for any new supply before the end of the year. Stocks here are very insignificant, and in Europe there is hardly anything left. Prices for sprats are therefore very firm, and a little good demand will easily exhaust all supplies.

In Norway, our Mr. Porges found the conditions rather serious. Almost all the large packers have so many orders on hand to be packed this season that it will be almost impossible to execute all the orders entrusted to them.

Owing to the scarcity of French sardines in the last few years, the Norwegian smoked sardines have been introduced more and more to the public, and owing to their really superior character have taken a strong hold of the public in America, and the consumption of Norway smoked sardines is increasing from day to day.

Just to illustrate Mr. Porges tried his level best, he was unable to get the manufacturers of our "Nansen" and "Nordstar" brands to accept contracts for more than less than half of what we have imported of these brands last season. This, of course, makes the condition serious, and prices for smoked sardines are almost sure to go higher.

In Italy and Spain he found prices for Olive Oil extremely high and with no likelihood of any lower prices in the near future.

French, Belgian and Italian Peas.—While the crop has been fairly good, it yielded only a very limited quantity of the small grades like Sur Extra Fins and Extra Fins. Prices paid to the farmers for the raw product were higher than ever before. The demand for peas in this country has been very good, and it is likely that we may see firmer and higher prices for peas in the near future. French mushrooms continue as scarce as they have been during the last few months, and although prices are virtually exorbitant, all small mushrooms arriving are taken readily at full asking prices by eager consumers. On the whole, we find almost every article that we handle offered at a higher price than we have paid for the same last season, and, nevertheless, the demand for most of our articles has shown no decrease in spite of the advanced prices. This shows that trade is in a healthy condition, and we look forward to a very large fall business.

SALMON.

New York, Aug. 15.—In view of the reiterated statements made by trade authorities on the Coast that this season's pack of red Alaska salmon will amount to little more than half of that of last year, a great deal of speculation is being indulged in by the trade as to the probable opening price and the date of its announcement. In some quarters it is believed that the principal packers will not make prices until the pack is completed and they are in a position to definitely figure costs. A rumor was current yesterday that the Alaska Packer's Association had named a price of $1 15 f. o. b., but when asked about it, F. A. Aplin, of the J. K. Armsby Company, who are the association's selling agents, denied that their principals had made a price on the 1907 pack of red Alaska salmon. With reference to the indicated shortage in this year's output of salmon, Mr. Aplin said: "The pack of salmon to

(Continued on page 32.)

J. H. Newbauer & Co.

Importers and Wholesale Grocers

430-432 Fifth Street

Phone Temporary 3680

San Francisco California

Wholesale Price List.

EACH DEPARTMENT OF OUR PRICE LIST IS CHECKED UP AND CORRECTED EVERY WEDNESDAY BY M. J. BRANDENSTEIN & CO., A. SCHILLING & CO., J. A. FOLGER & CO., SUSSMMAN, WORMSER & CO., J. H. NEWBAUER & CO., GUGGENHIME & CO., TILLMANN & BENDEL, WELLMAN, PECK & CO., CUDAHY & CO., WIELAND BROS., ROETHLISBERGER & GRASSOLI, WILLIAM CLUFF CO., WHITTIER-COBURN CO., W. P. FULLER & CO., STANDARD OIL CO., HOOPER & JENNINGS, M. PHILLIPS & CO., PACIFIC COAST BISCUIT CO., PACIFIC VINEGAR & PICKLE WORKS, HEYMAN-WEILL CO., AND SCHWABACHER-FREY CO., EACH FIRM TAKING THE DEPARTMENTS ASSIGNED, AS LIST INDICATES.

No claim is made that this Price List contains an ironclad schedule of rates—good for a week. No such schedule could be obtained, even on actual cash sales. These prices are solicited for publication, and represent, at the time of going to press, the average prices demanded by the general run of jobbing houses for average amounts of goods on average conditions of purchase. Persons with cash, or undoubted credit, always get special low rates.
Subscribers will confer a favor by pointing out to us any particular error or omission.

	COL.		COL.		COL.		COL.		COL.
Abalones	17	Citron	36	Glue	13	Pails	18	Smoking Tobacco	49
Ammonia, Laundry	25	Clam & Clam Juice	17	Gum, Chewing	31	Paints, Dry	30	Snuff	52
Anchovies	17	Clam chowder	18	Ham	11	Paper Bags	12	Soda and Saleratus	20
Asparagus	10	Clothes Lines	17	Herring	16	Paper, Shelf	18	Soap, scouring	28
Ax Handles	46	Clothes Line Pulleys	17	High Grade Smoking Tobacco	19	Paper, Toilet	11	Soups	10
Axle Grease	42	Clothes Pins	17	Honey	8	Paper, Wrapping	13	Spices	19-20
Bacon	11	Coal Oil	29	Hops	35	Paraffine Candles	12	Spittons	54
Bar Sugar	3	Cocoa	33	Horseradish	11	Pastes	24	Spoons, Wood	51
Barrel Covers	53	Cocoanut	34	Ink	55	Peanut Butter	36	Sprats	17
Baked Beans	11	Codfish	15	Insect Powder	14	Peas (canned)	11	Starch	28
Baking Powder	19	Coffees	1	Ironing Boards	17	Peels	36	Stationery	54
Bags (paper)	42	Coffee Extracts	1	Jams	7-8	Pens, Steel	56	Stick Candy	30
Barley, Pearl	23-24	Condensed Milk	34	Jars	13	Pencils	56	Stogies	50
Baskets	46	Condiments	37-40	Jellies	9-10	Pepper	19	Stove Polish	14
Bath Brick	42	Corks	47	Lantern Globes	48	Pepper Sauce	41	Sugar	2
Beans, Canned	10	Cordage	43	Lamp Burners	48	Pickles	37-38-39-40	Sugar, Maple	4
Beef, Barreled	12	Corn, Canned	11	Lamp Chimneys	48	Pigs' Feet	12	Syrup	3
Beef, Extracts	32	Corn Starch	29	Lamp Wicks	48	Pineapples (canned)	9	Syrup, Extracts	4
Benzine	29	Cottolene	34	Laundry Starch	28	Plug Tobacco	50	Tacks	54
Binder Twine	16	Crackers	31	Lard	12	Plum Pudding	36	Tapers, Gas	54
Blacking, Shoe	45	Cream of Tartar	28	Laundry Materials	25	Polish, Metal	45	Tapioca	24
Bloaters	15	Currants	5	Laundry Starch	29	Polish, Shoe	44	Teas	1
Bluestone	42	Cuttle Bone	44	Lard Oil	29	Polish, Stove	44	Tobacco	49
Bluing	25	Demijohn	47	Lead Pencils	56	Pork and Beans	9	Tobasco Sauce	44
Borax	25	Dishes, Wooden	53	Lemon Squeezers	48	Pork, Barreled	11	Tomatoes	11
Boullon Capsules	32	Door Mats	47	Lemon Sugar	35	Potato Mashers	54	Tomato Catsup (bulk)	37-40
Bowls	46	Dried Fruits	5	Lime Juice	35	Potted Fish	16	Tooth Picks	54
Brooms	46	Drops and Lumps	31	Linseed Oil	29	Preserves	9-10	Traps	54
Breakfast Foods	21-24	Dry Paints	30	Liquid Bluing	25	Provisions	11	Truffles	44
Brushes	46	Dust Pans	47	Lobsters, canned	18	Prunes	6	Tubs	48
Butter Ladles	53	Dusters	47	Lozenges	30	Raisins	6	Turpentine	29
Canles	42	Eels	17	Lubricating Oil	29	Relishes	39-40	Twine	46
Candles	41	Egg Food	42	Lye	26	Rice	24-25	Twine Holders	54
Canned Fish	17	Egg Beaters	55	Macaroni	24	Rolligh Pins	54	Twist Tobacco	50
Canned Fruits	5-6-7-8	Envelopes	55	Mackerel (salt)	16	Rope	43	Vegetables (canned)	9
Canned Meats	13-14	Evaporated Milk	37	Mackerel, tins	17	Sago	24	Vermicelli	24
Canned Soups	10	Extracts, Beef	32	Maple Sugar	4	Salad Oil	39	Vinegar	37-38
Canned Vegetables	10	Extracts, Flavoring	19-20	Maple Syrup	3	Salad Dressing	36	Washboards	48
Can Openers	47	Extracts, Syrups	4	Matches	49	Saleratus	20	Washing Powder	28
Capers	38	Farin. Goods	21-22-23-24	Meals	21-22-23-24	Salmon (salt)	16	Wax	46
Castle Soap	28	Figs	5	Meats (canned)	13-14	Salmon (canned)	17	Wax Strings	46
Castor Oil	29	Fine Cut Tobacco	49	Milk (condensed)	34	Sal-soda	26	Whips	54
Catsups (bulk)	39-40	Fish and Cheese	14	Mince Meat	8	Salt	40	White Lead	30
Caviar, Russian	14	Fish (canned)	17	Mixed Candy	30	Sardines	17	Wicking	48
Cereal Coffee	31	Fish, Smoked	16	Molasses	2-3	Salt Fish	15	Willow Ware, etc	46
Cereal Laxative	44	Fish, Potted	16	Mops and Handles	18	Salt Meats	11	Window Screen	54
Cereals	21-22-23-24	Flavoring Extracts	19-20	Mouse Traps	53	Saratoga Chips	39	Wringers	48
Cheese, for & dom	14	Flour	21	Mushes	21-22-23-24	Sauces	41	Writing Paper	55
Cheroots	49	Fly Paper	47	Mushrooms	36	Sauces (bulk)	39-40	Wooden Ware, etc	46
Cheese Safes	47	French Mustard (bulk)	41	Mustard (dry)	18	Sauerkraut	12	Yeast Cakes	41
Cigarette Papers	50	Fruits, canned	5-6-7-8	Mustard (bulk)	41	Seeds	15		
Chewing Gum	31	Fruits, dried	5	Neatsfoot Oil	29	Steel Pens	56		
Chicory	1	Fruit Wax & Strings	46	Nest Eggs	54	Sheep Dip	45		
Chimneys	48	Fruit Jars	47	Nuts	3	Shelf Paper	18		
Chloride of Lime	25	Faucets	47	Oil Cans	54	Shell Fish	17		
Chocolate	33	Fruit Jar Caps	43	Oils	29	Shie Dressing	45		
Chutney	34	Fruit Jar Rubbers	43	Olives	35	Shoe Brushes	47		
Cider	34	Gasolene	29	Olive Oil	36	Shrimps	18		
Cigarettes	51	Gelatine	35	Oysters	18	Smoked Fish	16		

Department 1

COFFEE, CHICORY, ETC.

This Dept. is corrected by M. J. Brandenstein & Co.; A. Schilling & Co.; J. A. Folger & Co.

Green Coffee.

	In bags	In drums
Mocha, Gen. Arabian	23	25
No. 2	21	23
No. 3		
Mocha Liverato	23	
" Aden	21	
Kona (Hawaiian)	12	16
Mexican	12	18
Java, Common	15	18
Java, brown pl'tion	20	25
Java Mandheling	26	
" Kroe	17	
Caracol, prime w'shd	13	16
Caracol, ordinary	12	18
Guatemala Prime	15	
" Choice	14¼	
" Good	13½	
Costa Rica Prime	13	
" Choice (La G'nd)	13	
" Good	11¾	
Salvador Washed	13	
" Unwashed	11½	
Caracola, Guatemala	15	
" Salvador	13½	

Roast Coffee.

Salvador	15
Java	24
Mocha Aden	27
Prime w'shd, C.A blend	19
Good C. A. Blends	18
Ordinary Blends	12
Java Fancy Mndheling	33¼
" Kroe	25¾
Mocha Liverato	31¼
" J. S.	25¼
Java & Mocha Fancy	32¼
" No. 2	25½
Guatemala No. 1	19
" No. 2	18½
Costa Rica No. 1	17¾
" No. 2	17
" No. 3	16
Kona Fancy	20¼
" No. 1	18¼

Private Brands.

Lion, 100 lb
Hills Bros. Arabian Roast
Arbuckle's 100-lb 17

"M. J. B."

"M.J.B." 60 1's in case
"M.J.B." 30 2's in case
"M.J.B." 24 3's in case .25

Schilling's Best Coffee.

In 1 lb cartons in 2 50
100 lb cases. Can be assorted as required.
5-star .. 33¾ 1-star ..
4-star .. 29½ 2-star ..
3-star .. 25¾

Folger's Golden Gate Coffee

100 or 60, 1-lb tins	.31
50 or 30 2-lb tins	
10 or 30 2½-lb tins	
20 or 15 5-lb tins	

Never sold in bulk

Chicory.

California	6¾
Belgian, No. 2	
Belgian, No. 1	6½

Coffee Extracts.

Bulk, per lb	.07
Vienna, ¼ 10 lb box	.75
Vienna, 1's, 10-lb. bx	
Nickelmanns, ½ gross box	
Gross	4 00

1 2 3 4

Department 2

This Dept. is corrected by **M. J. Brandenstein & Co., A. Schilling & Co., J. A. Folger & Co.**

Japan.

TEAS.

(Panfired, Sundried or Basket-fired.)	
Extra Fancy	56 74
Fancy	44 55
Choicest	39 43
Choice	34 38
Fine	28 35
Fair	25 30

Green China

(Gunpowder Imperial or Young Hyson)	
Extra Fancy	56 76
Fancy	38 46
Choicest	35 37
Extra Choice	32 34
Fine	25 31
Fair	20 25

English Breakfast.

Extra Fancy	67 80
Fancy	51 66
Choicest	35 50
Choice	24 30
Fine	20 22
Fair	15 20

Oolong.

Extra Fancy	58 $1 50
Fancy	50 57
Choicest	38 48
Extra Choice	33 35
Fine	27 32
Fair	22 26

Ceylon and India.

Broken Orange Pekoe	36 65
Broken Pekoe	33 56
Orange Pekoe	31 53
Pekoe	27 46
Pekoe Souchong	24 39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6 oz. Cartoons. Never in bulk)

Japan, per lb	$0.15
do. 1 crown	.90
do. 2 crown	1.80
English Breakfast	.45
do. 1 crown	.90
do. 2 crown	1.80
Ceylon	.45
do. 1 crown	.90
do. 2 crown	1.80
Oolong	.45
do. 1 crown	.90
do. 2 crown	1.80

TREE TEA.

(Full weights only.)

Packed in 1 lb. and ½ lb. cartons.

Japan	37½	B Congou	37½
Oolong	50	Gunpowder	45
Ceylon	37½	Or'ntal Blnd	37½

Folger's Golden Gate Tea.

	8 oz.	12 oz.	8 oz.	12 oz.	8 oz.	12 oz.
Japan	43	42	41	41	41	41
English Breakfast	43	42	41	41	41	41
Ceylon	46	45	44½	44	44	44
Oolong	48	47	46½	46	46	46
Gunpowder	46	45	44½	44	44	44
Black and Green	43	42	41½	41	41	41

Department 3.

This Dept. is corrected by **Sussman, Wormser & Co., J. H. Newbauer & Co.**

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c; half barrels, 25c; boxes, 50c; 50-lb. bags, 10c.

Fruit Granulated	5.45
Dry Granulated, 100-lb sack	5.45
Beet Granulated	5.35
Confectioners' A	5.45
Cube	5.70
Crushed	5.60
Candy Granulated	5.55
Magnolia A	5.05
Extra C	4.95
Golden C	4.85
"D" Sugar	4.75
H. & E. Crystal Dominos	8.85
Bar, Barrels	6.95

California & Hawaiian Sugar Refining Co. Additional per 100 lbs: In bbls. and 50-lb bags, 10c more; half bbls. 25c more; boxes 50c more; for all grades:

Granulated Basis	5.45
Powdered	5.55
(A) Crushed	5.70
Berry	5.50
Extra Fine Granulated	5.45
Coarse Dry Granulated	5.45
Confectioners' (A)	5.45
Confectioners' Crystal	5.55
Cubes	5.70
Bricks	5.70
Beet Gran., 100-lb bags only	5.35
Excelsior (A)	5.05
Extra (B)	4.95
Golden (C)	4.85
Yellow (D)	4.75

C. and H. "Higrade" Bar.

In 100-lb sacks	$5.55
50-lb. boxes	6.05
10-lb. tins, 10 in case	7.90
25-lb. tins	7.25
10-lb. tins	7.25
Barrels	5.65
Half barrels	5.80

Long's Peerless XXXXXX

Do. bbls	6.95
Do. ½ bbls	7.20
Do. 1-lb. tins, cases	8.50
Do. 25-lb. tins, 10 in case	8.40
Do. 10-lb. tins, 10 in case	9.05
Do. 8-lb. tins, 8 in case	9.05
Do. 50-lb. boxes	7.70
For Bakers' and Confections' Use.	
Barrels	$6.25
Half bbls	6.50
Boxes, 30 lbs. each	7.10

MAPLE SYRUP.

"Old Manse."

Gal. tins, ½ dz to case, dz	$14.00
½ Gal tins, 1 dz to case, dz	7.50
Quart tins, 2 dz to case, dz	4.25
Pint tins, 4 dz to case, dz	2.50
Jacket Cans, bulk, per gal	1.00
Glass Qts, 1 dz to case, dz	4.50
Glass Pts, 2 dz to case, dz	2.75

Log Cabin Maple Syrup.

Gallons, per doz	$1
Cans	
Half-gals. per doz	
Quarts, per doz	
Pints, per doz	
Bottles	
Quarts, per doz	
Pints, per doz	
Jackets, per gal	

Log Cabin Pen-O-Che Syrup

Cans	
Gallons, per doz	$1
Half-Gals., per doz	
Quarts, per doz	
Pints, per doz	
Bottles	
Quarts, per doz	
Pints, per doz	
Jackets, per gal	

MAPLE SUGAR.

Toboggan Brand Maple Sugar

30 1-lb blocks (cases)	$
60 ½-lb blocks (cases)	

Maltese Cross Brand Maple Sug

Ass't'd ¼s, ½s, 1s, per case	$
Scalloped Cakes, 100 to case	

Syrup Extracts.



2 oz. doz.	3.00	16 oz. doz.	
4 oz. doz.	5.25	32 oz. doz.	
8 oz. doz.	9.75	Gals. each	

Crescent Oil of Mapleine.

1-oz., doz.	2.70	2-oz., doz	
8-oz.,	15.00	4-oz., doz	
16 oz. doz.	27.00	32 oz. doz.	
Gals, each	15.00		

Hardesty's Maple Extract.

1 oz. doz.	$1.10	2 oz. doz.	

MOLASSES.

	Bbl. 54 G	½ bbl. 31 G	¼ bbl. 17 G	5 G	5/4 G	1 G	10 G	20 ½G	15 ¼G
Fancy Open Kettle									
Pickaninny	.52	.54	.57	2.98	2.72	2.42	6 90	7.60	5.28
Belmont Plantation	.47	.49	.52	2.73	2 50	2.22	6.10	7.10	4.98
St. Clair Plantation	.41	.43	.46	2.43	2 22	1.98	5.80	6.50	4.62
Centrifugal									
Oak Grove	.37	.39	.42	2.23	2.05	1.82	5.40	6.10	4.38
St. Mary's									
Baking Molasses									
Hawaiian Island, Genuine	.32	.34	.37	1.98	1.82	1.62	4.90	5.60	4.08
Cane									
Black Strap	.17	.19	.22	1.23	1 15	1.06			

TABLE SYRUPS.

	JACKETS Bbl 54 G	½ bbl 31 G	¼ bbl 17 G	5 G	4/5 G	1 G	3 G	KITTS 2 G	1 G	2 G	CASES 1¾ G	1½ G	20 1-G	20 ½G
Saratoga Drips, made from pure granulated sugar, packed: 12-..I's, $6.28	.52	.54	.57	2.98	2.97	2.42	1.86	1.28	.72	1.31	1.21	1 08	6.90	7.60
High Grade Sugar Syrups. (Pure White)														
White Sugar Drips	.47	.49	.52	2 73	2 50	2.22	1 71	1 18	.67	1 24	1.12	1.01	6.10	7 10
(Delicious Flavor)														
Perfecto	.44	.46	.49	2 58	2 36	2 10	1 62	1.12	10	1 gal. Jackets, crtd				
Sugar Syrups													per Crate, $6.4	
New Butter Scotch	.44	.47	.50	2 63	2 41	2 14	1 65	1 11	.65	1 20	1 09	.98	6 20	6 90
Victor	.40	.42	.45	2 38	2 18	1 94	1 50	1 01	.60	1 10	1 01	.90	5.40	6 40
Golden Gate	.38	.40	.43	2 28	2.09	1.86	1 44	1 00	.58	1.06	.97	Sy	5.50	6.20
Cooking Syrups														
Carnation Drips	.34	.36	.39	2 03	1 91	1 76	1 32	.92	.54	.98	.90	.81	5 10	5.80
Golden Drips	.25	.27	.30	1.63	1.51	1.34	1.05	74	.45	.80	.73	.68	4.20	4 70
Special Table Syrup											CASES			
Heliotrope	.38	.40	.43	2 28	2 09	1.86	1.41	1 00	.58	**Round Friction Top Pail**				
										6 10 lb Tins, per case				
										24 3 lb Tins, per case				
										12 5-lb tins, per case				

MAPLE SYRUPS.

	Bbl. 51 G	½ bbl. 31 G	¼ bbl. 17 G	5 G	4/5 G	1 G	10 G	20 ½G	24 ¼G
Woodlawn, made from pure maple sap in the groves at Beaute, Canada, and I's also packed: Cases: 12-1's, $13.44; 6-1's, $6.72; 12-½'s, $7.14; 24-¼'s, $8.10; 24-⅛'s, $5.10. Bottles: 12 qts, $4.60; 24 pts, $4.90.	.95	.97	1.00	5.13	1.66	1.14	11.20	11.90	8.10
Deer Lodge	.85	.87	.90	4.65	1.21	3.71	10.20	10.80	7 26
New England	.77	.79	.82	4.23	3.86	3.42	9.40	10.30	7.02
Canada Sap	.67	.69	.72	3.73	3.41	3.07			

JACKETS. CASES

5

Department 4.

DRIED FRUITS, NUTS AND HONEY.

This Dept. is corrected by **Guggenhime & Co., Tillmann & Bendel.**

(Add ¼c for 50-lb. boxes and ½c for 25-lb boxes).

Apples (crop 1907.)

Sundried, sacks 7
Evap. Fancy, 50-lb boxes.... 9½
Evap. ex. choice, 50-lb box.. 9
Evap. choice, 50-lb box..... 8½

Apricots.

	1907 Crop
Choice Sacks	22
Fancy Sacks	23
Fancy, 25-lb. boxes	25

Blackberries.

In boxes, per lb.....none

Cherries.

Pitted, in boxes, per lb.....35
Unpitted, in boxes, per lb.12½

Currants.

In bbls 09½
Recleaned, in bbls.....10½
Recleaned, 25-lb boxes.....11¼
Recleaned, 50-lb boxes.....11
Recleaned, 1-lb carts.....11¾
Recleaned, 12-oz carts..... 10¾

Dates.

Fard, 14-lb, per lb.....11
Persian, 65-lb case.....07

FIGS (California)

Black, sacks 04½
Black, 25-lb boxes, per box..1.25
White, bags 04½
White, 10 1-lb. brks., pr box 65 90
White, 50-½s 2.00

FIGS (Imp. Smyrna.)

box ..... .90
Choice, 5-lb. bx., per lb....16

6

Nectarines.

	1907 Crop
White	16
Red	16

Peaches.

Choice, sks..11 Fancy, sks..12½
Ex. Choice, sks 14

Pears.

Choice, ½s, in sacks.....10½
Ex. choice, ½s, in sacks.....10
Fancy, ½s, in sacks.....13

Plums.

Unpitted ... Pitted, black.11
Pitted, blchd 11½ 100s 110s ..

Prunes.

	Sks.	bx. 25-lb.
20-40s	8¾	9¼
40-50s	7¼	7½
50-60s	6	6
60-70s	5½	6
80 90s	5	5½
90 100s	4¼	5

in cases of 125-lb tins.....
in cases of 12 5-lb tins.....

Raisins.

	Box	½s	¼s 50lb.
6 Cr. Layers..	3 50	3.75	....
5 Cr. Layers..	3.00	3.25	3 50
4 Cr. Layers			1.90
3 Cr. Layers			2.00
2 Cr. Layers			2.25
4 Cr. Loose			.10½
3 Cr. Loose			.10
2 Cr. Loose			.09½

Fancy Clusters, 1-lb cart per doz .....
Fancy Clusters, 5-lb cart per case .....
Unblchd Sultanas, 50-lb.... 8
Thompson's bleached Sult. seedless, 50-lb 11
Bleached Sult., sdlss..... 9
Seedless Muscatels, 50-lb cases 7¾

7

R. R., 36 16s 10½
Blue Bell, 50 1s (seeded)....10¼
Seeded, 12 oz. cartons.....10½
Seeded, 12 oz cart..... 9
Seeded, bulk 5 11

1907 Crop F. O. B.

Clusters and Layers 20 lb bx.

Imperial, cluster, 6 c. 3 00 3.50
Dehesa, clusters, 6 c.. 2 50 2.75
Fancy clusters, 4 c.... 2 00 2.25
London Layers, 3 c..... .... 1.60
London Layers, 2 c.... ... 1.50

Seeded Per pkg

Fancy, No. 16, 36 to cs 9¼ 9½
Fancy, No. 12, 45 to cs 7½ 7¾
Choice, No. 16, 36 to cs 8½ 9
Choice, No. 12, 45 to cs 6¾ 6¼

25-lb bxs

Fancy bulk, per lb.... 8½ 8¾
Choice bulk, per lb.... 8¼ 8½

Loose Muscatels 50-lb bx

Standard, 4 c..... ... 7¼
" 3 c..7..... 7 .¼
" 2 c..... 6¼ 6½
Seedless 6¾

Seedless Sultanas

Unbleached 7¼ 7½
Bleached, standard ....
" Choice 10
" fancy 10½
" ex. fancy... ... 11

NUTS.

Almonds, Fancy, I. X. L....18
Almonds, choice soft shell Drake 16
Almonds, shelled, No. 1.....45
Almonds, shelled, No. 2.....35
Almonds, shelled, Jordan Imported .....
Almonds, Jordan, Dom....

8

Brazils, 100 lb sacks 13
Chestnuts, Italian 10
Cocoanuts, per 100 ..... 4 50 5 00
Filberts, 175 lb sack..... 14
Peanuts, California 06
Peanuts, Japanese 07
Peanuts, Eastern, hnd picked..6 6½
Peanuts, roasted 7 7
Pecan, polished 13 16
Pine ....
Walnuts, soft shell, bleached 15

HONEY.

Pure white sage, 2 5-gal tins, per lb 8
Light Amber, 2 5-gal tins .... per lb 7½

White Clover (stained)

5-gal. tin, per lb..... 07½
2 dz 2 lb jars, per case ... 8 00
2 dz 1-lb jars, per case.... 4 25
5-gal cans, per case 7 00
12 ½-gal. cans..... 8 60
6 1-gal cans 4 00

Glass.

	Per Doz
Tumbler, 8 oz., 4 doz in case	1 25
Oval pints, 1 doz in case	....
1-lb glass jars, 2 doz in case	1 25
2 lb glass jars (with comb	2 50

COMB

Water White, 24 1-lb frames..16
Light Amber, 24 1-lb frames. 14
Water White, 24 1-lb frames..16

BEESWAX.

Pure 30 31

DEPARTMENT 7.

N. B.—All these prices are on "futures" and only a small portion are now ready for delivery. Prices should be figured on a basis of 5 per cent above those quoted hereinbelow.

This Dept. is corrected by **Haas Bros.; Wellman, Peck & Co.**

Canned Fruits

No. 3 Extras	No. 2½ Specials	No. 2½ Extras	No. 2½ Ex. Standards	No. 2½ Standards	No. 2½ Second	No. 2½ Water	No. 2½ Pie	VARIETY	No. 3 Ex. No. 2 Grade	No. 3 Ex. No. 2½ Grade	No. 3 Ex. Standard	No. 3 Standard	No. 3 Water	No. 3 Pie
2 00	1 85	1 70	1 40	1 30	1 20	1 10	1 10	Apples		4 50	4 25	3 75	3 00	2 85
3 00	2 75	2 50	2 10	1 80	1 50	1 40	1 25	Apricots	8 00	7 00	6 50	6 00	5 25	5 00
3 50	3 25	2 80	2 60	.....	.....	.....	.....	" peeled	9 50	8 50	8 00	.....	.....	.....
3 50	3 25	2 80	2 60	.....	.....	.....	.....	" sliced	9 50	8 50	8 00	.....	.....	.....
.....	.....	.....	.....	.....	.....	.....	.....	Assorted	.....	.....	.....	.....	.....	.....
2 25	2 00	1 75	1 60	1 50	1 40	1 30	1 30	Blackberries	.....	.....	5 00	4 75	4 25	4 [illegible]
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (Royal Anne)	10 00	9 00	8 00	7 00	5 00	4 50
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (White)	10 00	9 00	8 00	7 00	5 00	4 50
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (Black)	10 00	9 00	8 00	7 00	5 00	4 50
2 00	1 75	1 60	1 35	1 25	1 10	1 05	1 05	Grapes (White Muscat)	.....	.....	.....	3 75	3 50	3 00
2 50	2 25	2 00	1 80	1 65	1 45	1 30	1 10 unp 1 20 pld	Peaches (Yellow Free)	7 00	6 00	5 50	5 00	4 25	4 00 pld
3 00	2 60	2 40	2 15	1 85	1 65	1 40	1 10 unp 1 25 pld	Peaches (Lemon Cling)	8 00	7 50	6 50	6 00	4 50	4 [illegible]
3 00	2 60	2 40	2 15	1 85	.....	.....	.....	Peaches (Lemon Cling Sliced)	8 00	7 50	6 50	6 00	4 50	.....
3 00	2 60	2 40	2 15	1 85	1 65	1 40	1 10 upd 1 25 pld	Peaches (White Heath)	8 00	7 50	6 50	6 00	4 50	.....
3 00	2 60	2 40	2 15	1 85	.....	.....	.....	Peaches (White Heath Sliced)	.....	.....	.....	.....	.....	.....
3 00	2 60	2 40	2 15	1 80	1 65	1 40	1 05 unp 1 20 pld	Pears (Bartlett)	8 00	7 50	6 50	5 50	4 00	3 [illegible]
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Green Gage)	5 50	4 50	4 00	3 75	3 [illegible]	3 [illegible]
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Egg)	5 50	4 50	4 00	3 75	3 [illegible]	3 [illegible]
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Gold Drop)	5 50	4 50	4 00	3 75	3 [illegible]	3 [illegible]
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Damson)	5 50	4 50	4 00	3 75	3 [illegible]	3 [illegible]
3 25	3 00	2 75	2 50	2 35	2 25	.....	.....	Raspberries	.....	.....	.....	.....	.....	.....
3 25	2 75	2 60	2 50	2 25	2 15	.....	.....	Strawberries	.....	.....	.....	.....	.....	.....

No. 1 Tall Cans Sliced L. C. Peaches, Ex. $1.35; Ex. Standard, $1.25.

If shipped 6 cans to the case, figure Gals. —10c per dozen higher.

All No. 3, No. 2 and No. 2½ cans, 2 doz en in a case; No. 1 cans 4 dozen in a case; galoin cans, 1 dozen in a case.

Swift's Premium Hams and Bacon

Sell hams and bacon that are in demand. Swift's Premium Brand are good sellers. People enjoy them and send repeat orders to the dealer who carries Swift's Premium Hams and Bacon. Every Ham and Bacon is U. S. Inspected and Passed.

Swift & Company, U. S. A.



9 10 11 12

Department 5.

This Dept. is corrected by **Wellman, Peck & Co.; Haas Bros.**

JELLIES, JAMS AND PRESERVES.

	Griffon 16-oz. Jars		Cutting 16-oz. Jars		Rose No. 2 Tins.		Rose Picnic Tins		Tumeler Jelly 4-doz.Case
	Preserves	Jam Pure	Jam Pure	Jelly Blended	Jam Pure	Jelly Blended	Jelly Pure	Jelly Blended	Jelly Blended
Apple	....	2 35	....	2 00	....	1 60	....	92½	90
Apricot	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Apricot Marmalade	2 35	....	....	....	1 85	....	....	....	.....
Blackberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Currant	2 35	2 35	....	2 00	....	1 60	97½	92½	90
Fig	2 35	....	2 00	....	1 85	....	97½	....	.....
Gooseberry	....	2 35	....	2 00	....	1 60	....	92½	90
Lemon	....	2 35	....	2 00	....	1 60	....	92½	90
Loganberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	....	90
Orange	2 35	2 35	....	2 00	1 85	1 60	97½	92½	90
Orange Marmalade	2 35	....	2 00	....	1 85	....	97½	....	.....
Peach	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Damson	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Green Gage	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Quince	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Raspberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Strawberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Assorted Regular	2 35	....	2 00	2 00	1 85	1 60	97½	92½	90
Assorted Berries	2 35	....	2 00	2 00	1 85	1 60	97½	92½	90

PINE APPLES

	Per Doz
Johnson's Columbia	
2's sliced, 2 doz. in case	2 30
2's grated, 2 doz. in case	2 30
1's sliced, 4 doz. in case	1 15
1's grated, 4 doz. in case	1 15
Gal. coreless, 4½ lb to tin, ½ doz. in case, per lb	16
Gal., grated, 7lb to tins, ½ doz. in case, per lb	16
2's sliced, Baltimore, 2 doz case	2 25
1's, cocktail, Baltimore ovals, 4 doz. case	1 25
Hawaiian.	
Extra sliced, 2 doz, 2½	2.50
" " 4 doz, 1s	none
" grated, 2 doz, 2s	2.25
" " 4 doz, 1s	1.40
	Per doz
Standard, sliced, 2½s, 2 doz	2.00
" " 2s, 4 doz	none
" " 1s, 4 doz	1.35
Chunks, 2s	2.25
Whole, 2½s, 2 doz	2.00
Grated, 2s, 2 doz	1.75
" 1s, 4 doz	1.25
" gals, ½ doz	6.25

Singapore.

2 lb sliced.. 1.7522-oz., doz..48.00
1-lb sliced.. .952½ whole.. 2.25

Mince Meat.

Merrell-Soule Co.'s None Such Condensed Mince Meat, cases (6 doz. each), per case, $6.25.

Department 7.

This Dept. is corrected by **Sussman, Wormser & Co., Wellman, Peck & Co.**

CANNED VEGETABLES

Asparagus.

Mammoth	5.50
Large White	5.00
Medium White	4.75
White Tips	4.50

Beans

Stringless Extras	
Blue Lake, none	
Blue Lake, gal., none	
String, 2 lb, Standard	1.25
String, gal., Standard	4.50
Lima, soaked	1.00

Baked Beans

Fancy Eastern	$
1-lb Tall tins	50
2-lb Tall Tins	80
2½-lb Tall tins	1 00
3-lb Tall tins	1 10

Corn

2s Maine, per doz	$1.35
Gallon, cut, Maine, per doz	none
Gallon, cob, Maine, per doz	5.50
Iowa, per doz	.90
5 case lots, Iowa	.85

Succotash.

Standard Maine	1.35

Peas

Petit Pois	2.00
2s Extra Fine Sifted	1.75
Standards	1.35
2s, Soaks	.90

Tomatoes

3s, Solid Pack	1.40
3s with peppers	1.45
2½s, Solid Pack	1.25
2½'s, Solid Pack with peppers	1.35
2½s, Standard	1.15
Gallon, Standard	3 25
Gallon, Solid Pack	4.00
Gallon Puree	3.25

Miscellaneous

Artichoke 2½s	$ ..
Carrots, 2s	1.
Cabbage, 2s	1.1
Turnips, gal	4.00
Spinach, 2s	1.35
Spinach, gal	4 00
Beets, 2s	1.05
Hominy, Great Western, 3s	1.15
Pumpkin and Squash, gal	2.50

Department 8.

PROVISIONS.

HAMS.

Eastern Standard, 17-18	.17
" " 15-16	.17
" " 12-14	.17¼
Picnic Hams	.10½

Boiled Hams

Skin on	.24½
Skin on	.25½

Breakfast Bacon

Eastern Standard, 6-8	.22
" " 8-10	.20
" " 10-12	.19

English Cured Bacon

Eastern Cure, 8-10	.18
Eastern Cure, 8-10	.18½

Dry Salt Bacon

Clear Medium Bacon	.15½
Clear Light Medium	.15½
Light Belly	.16½
Extra Light Belly	.17½
Bacon Backs	.15½
Bacon Bellies	.15½

Dry Salt Meats

Sides	.14
Bellies	.14½
Backs	.13
Fat Backs	Non

Barreled Pork

	Bbls.	½-bbl
Spare Ribs	$	
Family Pork	21.50	11.3
Clear Pork	24.00	12.5
Big Pork	26.50	13.7

Barreled Beef

Mess Beef	10.00	5.5
Family Beef	10.50	5.7
Ex. Family Beef	11.00	6.0
Beef Tongues	23.00	12.0

Pigs Feet

Tierces, about 300 lb	$18.0
Barrels, about 200 lbs	13.5
½ bbls, about 80 lbs	5.5
Kegs, about 25 lbs	2.5
Kits, a bout 15 lbs	1.2

Pure Leaf Lard

Tierces, about 350 lbs net	12
½ bbls, about 100 lbs	12½
80-lb Wood Tub, 80-lbs, net	12½
60-lb Wood Tub, 60 lbs, net	12½
20-lb Wood Tubs	12½
50-lb Cans, one to a case	12½
20-lb Cans, 4 to case	12½
10-lb Cans, 6 to a case	12½
5-lb Cans, 6 to a case	12½
3-lb Cans, 20 to a case	13

Golden Gate Lard.

Tierces, about 370 lb net	12
½ bbls, about 150 lb net	12½
50-lb cans, 2 to case	13½
20-lb cans, 4 to case	13½
10-lb lb lb cans, 6 to case	13½
5-lb cans, 12 to case	13½
3-lb cans, 20 to case	13
20-lb wood bkts	12½
60-lb tubs	12½
80-lb tubs	12½

Compound Lard

Tierces, about 360 lbs. net	09½
50-lb Cans, 1 to a case	10
10-lb Cans, 6 to a case	10½
5-lb Cans, 12 to a case	10½
3-lb Cans, 20 to a case	10½

13

"Arrow" Compound.

Tierces, about 370 lb net.... 9¾
50-lb tins, 2 to case.....10¼
½ bbls, about 150 lb net....10¼
30-lb tins, 1 to case.....10¼
20-lb tins, 4 to case.....10½
10-lb tins, 6 to case.....10¾
5-lb tins, 12 to case.....11
3-lb tins, 20 to case.....11
20-lb wood bkts, 20 lb net..10¾
60-lb wood bkts, 60 lb net10½
80-lb wood bkts, 80 lb net..10½

Suetene.

50-lb Cans .....None

Beechnut Packing Co.

Beechnut Sliced Bacon and Beef in Glass.



14

1 doz No. 1 Jars.....$3.25
Erie Brand Chipped Beef in Glass, 1 doz No. 1 Jars.... 2.60
5 case lots, less 5 per cent.

Department 10.
FISH AND CHEESE.

This Dept is corrected by

Wieland Bros.: Roethlisberger & Grasgoff.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case....	$18.50
½-lb cans, 2 doz in case....	10.00
¼-lb cans, 5 doz in case..	5.20
⅛ lb cans, 6 doz in case..	2.70
White Label Brand.....	none

CHEESE

Foreign and Domestic.

	new
New York State Factory	
Cheddars June make....	18
Twins, June make	18
October make, Choddadr's..	19½
October make, Twins	19½
Cal. State factory flats....15½-16	
Cal. State fctry, Young Am..17-18	
Jack or Monterey 16-17	
Brick Cream 18-19	
Limburger, Eastern, lb.....17-18	
Swiss, Imported, lb.....	30
Domestic Twins, new.....22½-23	
Roquefort, lb.....	42
Gouda, per lb.....	27
Sap Sago	22½

Department 9.

This Dept. is corrected by **Cudahy & Co.**

CANNED MEATS.

ALL PRICES ARE PER DOZEN

	No. 1 Tins, 4 doz in case	No. 1½ Tins, 2 doz in case	No. 1 Tins, 3 doz in case	No. 2 Tins, 1 or 2 doz in case	No. 6 Tins, 1 doz in case	No. 14 Tins, ½ doz in case	No. 1 Tins, 1 doz in case
Corned Beef			1 25	2 25	7 50	16 15	
Roast Beef			1 25	2 25	7 50		
Roast Mutton			1 55	2 60			
Brisket Beef				2 75			
Boiled Beef			1 25	2 25	7 50		
Chipped Beef (in tins)		1 25	2 10		20 00		
Sliced Beef (in glass)		1 40	2 40				2 40
Sliced Beef (in tins)		1 35	2 35		22 00		
Sliced Beef (in glass)		1 50	2 50				2 50
Chip Beef (in Tins)		1 85					
Brawn			1 25	2 25			
Pigs' Feet			1 10	2 00			
Corned Pork			1 25	2 25			
Lunch Tongue		1 65	2 75				
Sheep Tongue		1 45	2 35				
Lambs' Tongue		1 45	2 35			No.1½	
Luncheon Tongue						5 50	
Sliced Bacon (in tins)							2 50
Sliced Bacon (in glass)		1 55					2 55
Deviled Ham (Genuine)	85	1 50					
Potted Ham (Genuine)	85	1 50					
Potted Tongue (Genuine)	85	1 50					
Potted Meat (Ham Flavor)	40	75			No. 3		
Deviled Meat (Ham Flavor)	40	75			Tins		
Potted Meat (Tongue Flavor)	40	75			1 or 2		
Boneless Chicken		2 60			Dz. in Case		
Veal Loaf							
Sandwich Loaf		95	1 80		1 80		
Picnic Loaf		95	1 80		1 80		
Chili Con Carne	No.5	95	1 80		1 80		
Beefsteak and Onions	95	80	1 30				
Hamburger Steak		90	1 65				
Frankfurter Bratwurst		90	1 65				
Minced Collops			1 80				
Tripe				2 20			
Sweetbreads				1 55			
Vienna Sausage			2 50				
Pork Sausage		85	1 35				
Oxford Sausage			2 35				
Bologna Sausage			2 10				
Sausage and Kraut			1 10				
Stewed Kidneys				2 25			
Corned-Beef Hash		90	1 55				
Lunch Sausage		85					
German Lunch Sausage		1 00					
Ox Marrow				2 90			
	No.1½	No. 2	No.2½	No. 3	No. 6		
Ox Tongue (whole)	6 25	7 50	9 25	11 25	20 50		
Chorizos							No. 1 10 00

15

Pineapple, Eastern, 6 ins cs 3.00	
Pineapples, Eastn, 6 in cs, sml 2 55	
Holland, Edam, med cdam, dz 9 50	
Holland, Edam, medium in bladders per doz . 9.50 10 00	
P'ff'd Edam, small .....24 25 pcs. per case of 12 ..... 7.00	
P'ff'd Edam, med....38-40 [9 75	
Do Edam, large....44-45 10.50	
Fancy	
Camembert, Brie, Roquefort and Gorgonzola, cans....none	
Parmesan C & B, sml bot doz 3 00	
Parmesan C & B, lge bot, doz 5 00	
Bayle's	
Small ½-lb 1-lb. 2½-lb 5-lb	
Deviled Cheese: $1.00, $2.25, $4.00, $5.00, $9.00.	
After Dinner Cheese: $1.00, $2.10, $4.00, $4.50, $7.50.	
Roquefort Cheese: $1.00 ,$2.10, $4.00 ,$4.50, $7.50	
MacLaren Imperial Cheese Co., Ltd	
Imperial Cheese—	
Club size, 2 doz jars, doz ...$4 50	
No. 1, size, 1 doz jars, doz . 2.80	
No. 2 size, ½ doz jars, doz . 5.20	
No. 3 size, ½ doz jars, doz. 10.60	
Individuals, 5 doz jars, doz . .85	
Roquefort Cheese—	
Small size, 2 doz jars, doz . 1 75	
Large size, 1 doz jars, doz . 3.25	
Individuals, 5 doz jars, doz . .85	

SALT FISH

Pacific Codfish

Bundles, per lb.....	4½
Case, selected, per lb	5½
Boneless, 30-lb boxes, lb....	5
Boneless, 40 lb boxes, lb ...	5½
Boneless Stripes, per lb.....	6
Boneless Blocks, per lb.....	7
Boneless Tablets, per lb.....	8
Boneless Middles, per lb.....	7½
Boneless Middles, extra, per lb	10½

Eastern Codfish

Gen. Georges, 8 fish to cs	$11 00
Gen. Georges, 12 fish to cs..	10.00
Geo. Cur. Cod, case	9 00
Geo. Cur. Cod, 10 fish to cs	8.00
Gen. Geo. Middles, 60 fish....	12
Gen. Geo. Tablets, 36 fish	11½
Gen. Geo. Blocks, 40 fish	11½

Shredded Codfish

Beardsley's shredded, 2 doz. in case.....	1 00

Norwegian Mackerel

Bloater, 1-0 1-0 fish.....	00
Bloater, ½ bbl, 60-65 fish....28 50	
No. 1, 150-160 fish.....	45.00
No. 1, 75-80 fish.....	23 50
No. 2, 220-240 fish	17 00
No. 2, 110-120 fish	19 50
No. 3, 300-350 fish	28.00
No. 3, 150-175 fish.....	14 00
No. 4, 400-410 fish, bbl.....	00
No. 4, 200-220 fish	13 50

Irish Mackerel

No. 1, 200-240 fish	none
No. 1, 80-90 fish	none
No. 2, 330-350 fish	none
No. 2, 130-140 fish	none
No. 3, 175-200 fish	none
No. 3, 150-160 fish	none
No. 1, 10-lb kits, 1-lb	
No. 2, 20-lb kits	1 30

American Bloaters

Shore Bloaters, 115-120 fish	

16

Extra Mess, 7 to 9 fish	
Extra No. 1, 140 to 160 fish	
No. 1, 100 to 120 fish	
No. 1, 80 to 90 fish	
No. 1, 55-60 fish...	
No. 1, 110 to 120 fish	
No. 1, 60-65 fish...	
No. 1, 150 to 160 fish	
No. 2, 70-80 fish...	
No. 2, 140 to 160 fish	
No. 2, 80-90 fish	

In kits

Extra Mess, 7 to 9 fish	$1 00
No. 1, kit, 8-9 lb or 17 fish	1 40
No. 2, kits, 8-9 or 20 fish	1 00

Salmon

King, bbl	none
Oregon Silver-side, bbl	14 00
Alaska Red, bbls.....	11 00
Alaska Red, ½-bbls, 100 lbs	
Alaska Red, kits	1 00
Bodies, bbl	1 00
Tongues and Sound, kits 10 lb	1 10
Tongues and Sound, ½-bbls, 80-lb.....	11 00

New Herring, Per K

Holland.

0X Skid Mixed	
" " " ½ bbls	
" " " ¼ bbl	
Cheaper grades	
" " " ½ bbl	
" " " ¼ bbl	
0X Selected, Mixed	00
" " " ½ bbl ...	11
" " " Keg	
Cheaper, Matjes	
" " ½ bbl	
" " Kegs	
Schedam Boned Fat Herring, per	
Pacific, ½-bbl	8.00

Smoked Fish

Neptune, Brand, 100s	
Neptune, Brand, 50s	
Neptune, Brand, ¼s	
Bloaters, Columbia	
Bloaters, Crown	
Bloaters, Cameron	
Yarmouth Bloaters, box	
Halibut, chunks	
Herring, Kippered	
Herring, boxes, Wa	
Herring, Scotch, Red Hd	
Herring, Scotch, Red Hd	
Salmon, per lb	

Beardsley's

Bloaters	
Bloaters	
Bloaters	
Specialties	

Potted Fish

Potted Clams	
Kippered Herring	
Potted Bloaters, Brand	
Potted Chicken	

WIELAND BROS.

309-311 DAVIS STREET, SAN FRANCISCO

Importers and Commission Merchants

SPECIALTIES [illegible]
Brick Cheese, Edam, Roquefort, etc.; Mackerel, Herrings, Olive Oil, Spanish and California Olives, Sausage and other Delicacies.

SOLE AGENTS for Sierra Chief, Imperial Brand Asparagus, Cameron's Sardines, Kyser and Neaf Salted Cheese.

17

Ditto, fancy pots.... .. 4.75
Kippered Herrings 1.90
Kippered Herrings, Meirs. 1.90

Department 11.

CANNED FISH.

This Dept. Is corrected by Sussman, Wormser & Co.; Tillmann & Bendel.

	Doz.
Anchovies, in oil, 2 doz ½ pts., in glass, doz.....	5.00
Anchovies, 2 doz. ¼ pts, dz.	3.00
Bloaters, Yarmouth C. & B. doz.....	4.50
Codfish Balls, 2-lb tins per. doz.....	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.35
Eels, smoked, 1-lb, per dz..	2.35
Finnan Haddies, 2-lb ovl.	2.25
Finnan Haddies, 1-lb. round, per doz.....	1.80
Sardelles, imp.,½-lb tins....	2.50
Sardelles, imp. in glass.	3.00
Sardelles, dom. 1-lb, glss	2.25
Sardelles, Ankers, ½ keg	3.00
Sprats	7.50 8.00

Mackerel

1-lb tins, 50 in a case	
2-lb tins ,2 doz. in a case	
Gold Label ,1-lb tins....	1.50
P. &. W., 2-lb soused....	2.75
P. & W., 2- lbmustard....	2.75
P. & W., 2-lb tomato....	2.75
Underwood, 2-lb soused..	2.85
Underwood, 2-lb tomato.	2.85
Underwood, 2-lb mustard.	2.85
Los Angeles, 2-lb soused.	2.55
Los Angeles ,2-lb tomato.	2.55
Los Angeles, 2-lb mustrd.	2.55
Mt. Desert, 2-lb soused..	2.25
Mt. Desert, 2-lb tomato...	2.25
Mt. Desert, 1-lb soused..	1.35
Blueback, 1-lb, fresh....	1.10
4 doz, ts, flat, oval.....	1.80
4 doz., flat, square.....	1.40

Crescent Mackerel

Soused, 18-oz tins, doz.....	$1.80
Tomato, 18-oz tins, doz....	1.80
Mustard, 18-oz tins, doz....	1.80

Mackerel in Oil.

Bezler's	3.00	4.00
Lemarchand	5.00	7.00

Salmon

Alaska Red, 1-lb tins, doz..$1.20
Alaska Red, 2-lb .....none
Alaska Ping, 1-lb tins..... 90
Alaska Flats, 1 lb.....none
Oregon Red, 1 lb.....none
Oregon Red 2 lb.....none
Oregon Pink, 1 lb.....none
Oregon Pink, 2 lb.....none
Oregon Flats, 1 lb .....none
Columbia Riv, 1lb tls. ..none
Columbia Riv, 1 lb flats..none

Sardines.

	Per case
French, ¼s, 18 m.m.....	9.50
" ½s, 29 m.m.....	12.50
Portugucse, ¼s. 18 m.m....	8.50
" ½s, 22 m.m.....	9.50
" ½s, 30 m.m.....	16.00
Norwegian, ¼s, 18 m.m....	9 00

Sprats.

French, ¼s, 18 m.m.....	8.50
" 22 m m	9.50

American Sardines

¼s pkd 100 to cs, ½s 50 to cs.)

¼ in oil, without key.....	3 80
¼s in oil with key	4.00
½s in oil, per doz.....	.50
½s in mustard per doz.....	.60
½s in mustard, case	3.75
¾s in mustard, per doz.....	.95
¾s in mustard, case.....	3 25

SHELL FISH.

Abalones

4 doz in cs ,with shells, cs 6.00

Clams and Clam Juice

	doz
Doxsee Clams,1-lb tins....$1.85	
Doxsee Clams ,2-lb tins.	2.75
Doxsee Clam Juice ,1-lb..	90
Doxsee Clam Juice ,2-lb..	1.60

18

B&M Lunch Clams, flat	1.37½
Underwood Clams, 1-lb.....	1.05
Underwood Clams, 2-lb.....	1.65
P. & W. Clams, 1-lb tins....	1.35
P. & W. Clams, 2-lb tins....	1.65
Oxford Clams, 1-lb tins.....	.95
Oxford Clams, 2-lb tins....	1.50
P. & W. Clam Chowder.....	2.25
Burnham's Clam Bullion, qts. ...	
Burnham's Clam Bullion,pts.	4.50
Burnham's Cl'm Bullion,½ pts	2.40

Crabs.

½s flat, 4 doz, per doz.....	2.25
Minced, ½s flat, 4 doz....	1.25
Picnic, 1s, 4 doz.....	1.15
" 2s, 2 doz.....	1.75

Lobsters

	Doz
Picnic talls, 4 doz, per doz..	3.60
Picnic flats, 4 doz, per doz..	2.80
½-lb. flats, 4 doz, per doz..	2.60
¼-lb flats, 4 doz, per doz....	1.40

Oysters

Oysters, Selects, 12 oz.....$3 2s	
Oysters, Selects, 6 oz.....	1.75
Oysters, Standard, 10 oz....	2.35
Oysters, Standard, 5 oz.....	1.35
Oysters, Standard, 8 oz.....	2.10
Oyster, Standard, 4 oz.....	1.15

Shrimps.

Shrimps, pickled, 1-lb.....	$1.35
Dunbar's Picnics, 1-lb, doz..	1.35
Pride of the Gulf, 1-lb, doz .	1.35
Dunbar's 1½-lb, doz.....	2.35
Pride of the Gulf, 1½-lb, dz	2.30
Pickled Shrimp, 1-lb, doz....	1.35

This Dept. is corrected by A. Schilling & Co.; Tillmann & Bendel.

In Original Packages.

Pepper, Black.....14		18
Pepper, White.....25		30
Ginger 13		19
Ginger, Gen Jam.....15		21
Cinnamon, Ceylon.....22		25
Cassia .. 18		24
Cassia 16		64
Cloves 20		36
Allspice 10		17
Nutmegs 30		65
Mace 80		90
Laurel Leaves, in bales.....07		
Laurel Leaves, in small lots, 10		

Paprika.

1 oz. doz..	1.00	16 oz, doz..	7.75
2 oz. doz..	1.50	2½-lb tins....	
4 oz. doz..	2.75	5-lb tins....	
8 oz, doz..	4.50	bulk, lb....	

MUSTARD.

Colman's, ¼s, per lb....	.52
Colman's, ½s ,per lb.....	.48
Colman's 1s, per lb.....	.43
Colman's 5s, per lb.....	.43
Durkees ½s, per doz.....	.65
Durkees ¼s, per doz.....	1 30
Schilling's Best, small.....	.80
Schilling's Best, medium....	1.35

Prepared.

Louit Freres, per doz.....	2.25
Imitation Freres, per doz..	.70
Dusseldorfer, 1 doz pts, case	1.60
Eddy's Salad, small.....	.90
Eddy's salad ,medium.....	1.35
Eddy's large	2.00
Webbs, 2 doz cs.....	.135
Heinz, 2 doz. cs.....	1.25

FLAVORING EXTRACTS.

Schilling's Best.

Triple Strength, Pure and Uncolored, Sprinkling Tops. Full Measure. Never Sold in bulk

	Lemon and Others	Vanilla and Rose		Lemon and Others	Vanilla and Rose
1 oz....	1 30	1 80	8 oz..	7.25	11.00
2 oz....	2.00	3.00	16 oz..	14.00	21.50
4 oz	3 75	5.75	32 oz ..	27 00	42 00
6 oz....	5 50	8 50			

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Department 12.

SPICES AND FLAVORING EXTRACTS.

Schilling's Best Spices — Nature's Best.
Square Tins. Never Sold in Bulk.

Small medium, large size have sifting tops except Mustard.

	Small size per doz.	Medium size pr doz	Large size per doz	Ex.Large size pr doz	Hotel size pr tin
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.80	1.35	2.40	4.00	.85
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	1 35	2.30	4.35	7.75	2.00
Cloves	1.10	1.90	3.50	6.50	1.35
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
White Pepper	1.10	2.00	3.75	6.75	1.50
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain..... 6 doz.		**4 doz.**	**2 doz.**	**2 doz.**	**1 doz.**
Gross Weight.....21 lbs.		**24 lbs.**	**23 lbs.**	**38 lbs.**	**54 lbs.**

Folger's Golden Gate Ground Spices.

High Grade—High Price.

Net Weight	⅛-lb per dz 4 doz to cs	¼-lb per dz 4 doz to cs	½-lb per dz 2 doz to cs	1-lb per dz 2 doz to cs	2½-lb per dz 2 doz to cs	5-lb per dz 1 doz to cs
Pepper	.75	1.15	2.15	3.65	.29	.28
Mustard	.75	1.15	2.15	3.65	.29	.28
Ginger	.75	1.15	2.15	3.65	.29	.28
Allspice	.70	1.10	2.05	3.50	.28	.27
Cinnamon	1.30	2.25	4.25	8.15	.65	.64
Cloves	.90	1.50	2.75	4.95	.40	.39
Cayenne	.90	1.50	2.75	4.95	.40	.39
White Pepper	.95	1.55	2.85	5.10	.41	.40
Nutmegs	1.60	2.65	5.15	9.75	.71	.70
Mace	1.75	2.90	5.40	10.25	.75	.74
Sage	.65	1.05	1.95	3.35	.21	.20
Thyme	.70	1.25	2.35	4.35	.32	.31
Marjoram	.85	1.40	2.60	4.80	.38	.36
Savory	.70	1.25	2.35	4.35	.32	.31

Folger's Golden Gate.

High Grade—High Price.

	Vanilla and Rose		Lemon and Others
1 oz.....	1.60	1 oz.....	1.25
2 oz.....	2.50	2 oz.....	1 85
4 oz.....	4.75	4 oz.....	3.45
6 oz.....	6.75	6 oz.....	4.75
8 oz.....	9.00	16 oz.....	12.00
16 oz.....	16.50	32 oz.....	23.00
32 oz.....	32.00	8 oz.....	6.50

Department 13.

BAKING POWDER, ETC.

This Dept. is corrected by Hooper & Jennings; Tillmann & Bendel.

Royal

	1 cs	5 cs	10cs
¼ lbs cans	$1.38	$ 1.36	$ 1.34
6 oz. cans..	1.92	1.89	1.87
½ lb. cans	2.57	2.52	2.50
12 oz cans.	3.82	3.75	3.72
1 lb cans..	4.95	4.85	4.80
2½ lbs cans	11.65	11.40	11.28
3 lb cans..	13.60	13.34	13.20
5 lb cans..	22.35	21.90	21.68

An extra discount of 1 % if packed in barrels.

Trophy

4 oz., doz.. 1.10|2½ lb, doz. 3.00
8 oz.. doz.. 2.00|5 lbs., doz..18.00
16 oz., doz. 3.50|10 lbs, doz.31.50

Sun Baking Powder

16 oz. doz.$3.90|4 oz. doz.. 1.20
8 oz, doz.. 2.20|

Schilling's Best.

Never sold in bulk.

1 oz. gr....	16.50	½ lb., doz..	10.50
6 oz, gr....	22.50	3 lbs, doz..	12.00
8 oz, gr....	28.00	4 lbs, doz..	16.00
12 oz. gr....	41.00	5 lbs. doz..	20.00
16 oz, gr...	53.00	10 lbs. doz..	33.00

Folger's Golden Gate.

Guaranteed Pure.

1 oz. gr....	16.00	2½ pat, dz.	10.00
6 oz. gr....	22.50	3 pat, dz..	12.50
8 oz. gr....	28.00	4 pat, dz...	16.00
12 oz, gr...	41.00	5 pat, dz...	20 00
16 oz. gr...	53.00	10 pat, dz..	39 00

CRESCENT.

	Per doz		
¼-lb tins..	.65	3-lb tins...	5.50
½-lb tins..	1.25	5-lb tins...	9.00
1-lb tins...	2.00		

Rumford Baking Powder.



½-lb can, 2 doz in box, doz.$1 40
1-lb can, 1 doz in box, doz. 2 80
3-lb can, ½ doz in box, doz 7.50
5-lb can, ½ doz in box, doz.12.50
Less 5 per cent in 5 case lots.
One case ½s or less with 10 case lots.

K. C.

10 oz., dz.. .90|50 oz., dz.. 4.25
15 oz., dz.. 1.35|80 oz.. dz.. 6.50
25 oz., dz.. 2.15|

Pure Cream Tartar.

100-lb bbls	.27	½-lb tins,dz	2.65
50, 25-lb bx	.28	1-lb tins, dz	5 00
5-lb tins,lb.	.40		

SODA.

Churches ,A. & H., 30 or 60 1's	.05½
Same, 60 ½s.....	.05½
Dwight's Cow Brand, 60 ts	.05½
Same, 60 ½s.....	.05½

(12-oz. pkg. ⅛c more; 8-oz. package ¼c more; 5 cs lots, ¼c less.)

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Department 14.

FARINACEOUS GOODS.

This Dept. is corrected by **Hooper & Jennings; Wm. Cluff Co.**

Miscellaneous Flours

California Family 5.00
Cal. Baker's Extra 5.00
Rye Flour 5.25
Rye Meal 5.00
Graham 5.00
Whole Wheat 5.10
Colonial 5.25
Sperry's 5.50
Gluten 5.50

Quaker Oats Co.

Quaker Oats, 36 2s..... $2.80
" " family size, 20s 3.15
Scotch Oats, 36 2s..... 3.85
Banner Oats, 30 5s..... 4.75
" " family size, 20s 5.15
Saxon Oats, 20 5s..... 4.75
" " family size, 20s 5.15
Zest, 20s 4.10
Zest, 36s 2.75
Apetizo, 24s..... 3.00
Quaker Wheat Berries, 36 2s. 3.00
Quaker Puffed Rice, 36 2s.. 3.00
Quaker Yellow or White Corn Meal, 36 3s..... 1.10

EGG-O-SEE CEREAL CO.

Egg-O-See, 36 1s, per case.. 2.85
E-C Corn Flakes, 36 1s, case 2.85
6 case lots either..... 2.75

DEL MONTE MILLING CO.

Del Monte Rolled Oats, wood, 7.25
Del Monte Rolled Oats, sacks, 2 90-lb 6.75
Alta Mills Rolled Oats, wood. 6.75
Alta Mills Rolled Oats, sacks, 2 90-lb 6.75
Del Monte Rolled Wheat, wood 4.30
Del Monte Rolled Wheat, 2 75-lb sacks 3.80

Case Goods.

Per case
Self-raising Buckwheat Flour 20 cartons, 3½ lbs..... $4.00
24 cartons, 3 lbs..... 4.00
40 cartons, 1¼ lbs..... 4.00
Cal. Flapjack Flour, 36 2s .. 4.00
Semola or Nutty Grains, 20 cartons, 1 lbs..... 3.60
Cal. Cream Flake Oats, 36 2s 3.60
Primrose Wheat, 36 2½s.... 3.85
Farina, 24 cartons, 1-lb 1.80

American Milling Co.'s Cereals.

Per Bbl.
Colonial Ex Cream Rolled Oats, 180 lbs., (wood)....$7.25

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180 lbs., 20-lb sacks..... 6.75
150 lbs., wood..... 6.00
Pacific Brand Rolled Oats, 180 lbs., (wood) 6.75
180 lbs., 90-lb sacks 6.25
Bohemian Rolled Oats, 180 lbs. (wood) 6.00
180 lbs., 90-lb sacks..... 5.50
Colonial Pearl Rolled Wheat, 150 lbs. (75-lb sacks)..... 3.50
Colonial Granulated Hominy, 200 lbs (wood)..... 7.75
Colonial Steel Cut Oat Meal, 200 lbs (wood) 8.25
Brewster's Pat. N. Y. Buckwheat Flour, 200 lbs(wood) 8.25
Colonial Pearled Hominy, 200 lbs (wood) 7.75
Colonial New Process Buckwheat Flour, 200 lbs(wood) 8.50

Case Goods.

Colonial Ex. Cream Rolled Oats, 36 2-lb pkgs..... $3.75
Colonial Self-Raising Buckwheat Flour, 24 3-lb pkgs 3.80
Pettijohn's Breakfast Gem, 2-lb pkgs, 10 case..... 3.25
(All prices net.)

MISCELLANEOUS PACKAGE CEREALS.

Capital Mills Rlld Oats, 36 2s 3.60
36 2s 3.60
Grape Nuts, 1 & 2 doz, per dz doz 1.35
Breakfast Gem, case 3 doz... 3.25
Wheatine, 36 2s, per case.... 3.30
Germea, 20 1-lb. pkgs, per case 4.10
Germea, 20 2-lb. pkgs per case 3.20
Flaked Rice, 24 1s 3.00
Dr. Price's Wheat Flake Celery Food per case.... 2.85
Hecker's Farina, 24 2s, case 2.00
Pillsbury's Best Cereal Vitos, 36 2s..... 2.10
Cream of Wheat, 36 2's.. 5.25
Crespo, 36 2's 2.10
Snow Flake, 36 2's..... 2.80
Malta Vita, 36 1s 1.00
Our Mother's Mush, 36 2s.... 2.80
Twin Bros. Mush, 36 2s..... 2.80
H. H. Robbins, Creamy Bkfst 36 2s 2.80
Carnation Wheat Flakes 20 5s 1.70

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A B C Breakfast Wheat 72 2's 5.00
A B C Breakfast Wheat 36 2's 2.60
Nutro, 9s 2.80
Wheaton, 9s 5.20
Morning Meal, per case..... 2.80
Olympic Wheat Hearts, 48 2s 1.75
" Pancake Flour, 24 2s 1.75
" Cake Pastry, 20 3s. 1.75

Pancake Flours.

Uncle Sam, 36 2s..... 3.25
Ehrope, 36 2s..... 3.75
Grape Nuts, 200 2-lb pkg 1.

H. O. Cereals.

Case
H-O Buckwheat, 2 doz. 3-lb pkgs, per case..... 3.75
H-O Pan Cake Flour, cse. 3.90
H-O Oats ,24 2's, per cs. 3.15
Korn Kinks, 36 2s..... 2.85
Force 1.50
Freight paid on country shipments of H O goods up to 75c per cent on 5 case lots.

RALSTON MILLS.

Ralston Breakfast Food 36 2s 4.50
Ralston Barley Po'd, 36 2s 4.25
Ralston Health Oats, 36 2s 4.50
Ralston Hominy Grits, 36 2s 4.25
Ralston Health Crisp 36 2s 2.75
Ralston Select Bran, 24 3s 2.50
Ralston Pan Cake Flour 36 2's 3.75
Ralston Whole Wheat Flo 4 ..... 5.50

Capitol Mills.

Per
Ex Cream Rld Oats, 180 lbs $..
Ex Cream Rld Oats, 100 lbs (90-lb. sacks 4
Rolled Oats, 180 lbs..... 4
Rld Wheat, 180 lbs.....
Rolled Oats, 90-lb. sacks... 5.50
Pearled Rld Wheat, 150 lb..s 4.30
Pearled Rld Wheat (90-lb sacks), 150 lbs..... 3.80
Granulated Hominy, blls..... 7.75
Pearled Hominy, blls..... 7.25
New Process Buckwheat Flour, blls 8.25
Steel Cut Oatmeal "A" (fine) "B" (medium), "C" (coarse) blls .....
Brewsters Pat New Process Buckwheat Flour, blls.....

Per Case
Self Raising Buckwheat Flour 20 3½ lb. pkgs, in cases. 3.80
Self Raising Buckwheat Flour 24-3 lb. pkgs, in cases.... 3.80
Farina, 24 1-lb pkgs in cases 1.80
Mal Ex Cream Rld Oats, 36 2-lb. pkgs in cases..... 3.60
Pan-Cake Flour 36 2-lb pkgs in cases 3.90

Farinaceous Goods in Sacks

Manufactured by Local Mills.

Per 100 lbs or 10 lb sack

Buckwheat Flour, Plain....$4.00
Buckwheat Flour .....
Buckwheat Flour New Process
Buckwheat Flour Self Raising
Buckwheat Granules .....
Corn Meal, Yellow.....
Corn Meal, White .....
Corn Meal, Ex Cream White
Corn Meal .....
Cracked Wheat .....
Entire Wheat Flour .....
Farina .....
Pearled Pearl Wht 7-Pay lb lb
Graham Flour .....
Hominy, large .....
Hominy, small .....
Granulated Hominy .....
Oatmeal, plain .....
Oatmeal, extra .....
Oatmeal .....

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Oat Groats 4.30
Pearl Grits 2.85
Pearl Barley, No. 1 .....
Pearl Barley, No. 2 .....
Pearl Barley, No. 3..... 5.40
Split Peas, Yell..o....w..... 5.00
Split Peas, Green..... 5.00
Rice Flour .....
Rolled Oats, 7-lb & 10-lb.... 4.30
Rice .....
Rice Meal .....
Wheat Meal .....
Pearl Barley, No. 1, 25 and .....
Split Peas, Yellow .....
Split Peas, Green .....
Split Peas, Green, 5 and 10 lb sacks 10 cents per lb
Rice, 5 and 10 lb sacks 10 cents per lb
Rice, 100 lb sacks 9 cents per lb

PASTES

Imported.

Cross Macaroni, 7 1, pr pkg
" Spaghetti, 25 1s, pr pkg .12
" Vermicelli, 25 1s, pr pkg .12

Imported Style

Bellac Macaroni, 25 1s, pr pkg .10
" Spaghetti, 25 1s, per pkg .10
" Vermicelli, 25 1s pr pkg .10
" Alphabet, 25 1s, pr pkg... .12
Wash. Macaroni 25 1s pr pkg 1.00
" Spaghetti, 25 1s, pr cse. 1.30
" Vermicelli, 25 1s, pr cse. 1.30

Golden Egg.

Macaroni, 48 ½s, per case.. 1.80
Vermicelli .....
Spaghetti .....
Alphabet .....
Noodles .....
Egg .....

Nucoa

No. ½, Extra, per .....
No. 1 .....
No. 1, Extra, 50 lbs.....
No. 1, Extra, 100 lbs...
Rice .....
Queen's Taste, 12 3s.....

Sago and Tapioca.

Pearl Sago .....
Pearl Tapioca .....
Flake Tapioca .....
Minute, 36 3½ .....
Instantaneous, 50-1s... 5.00
Instantaneous, 36-2½ .. 3.60

Department 15.

RICE.

M. J. Brandenstein & Co.

Japan Fancy No. 1 .....
Japan No. 1 .....
" M. J. B. Double Diamond .....
Comet .....
Louisiana .....
Lotus .....
Head Rice .....
Hexagon .....
China, No. 1, per cbl .....
China, Mxd, dbl mt...4.60 4.
Patna Head ..... 7.
Caro Head, MJB, 40 5-lb 20 5s..
Imp. Japan MJB, 10 5-lb....
Japan Table .....
Japan Tokio .....

M. Phillips & Co.

Hermosa, Ex. .....
Prime .....
Ex. Fancy .....
Carolina Head .....
Satsuma No. 1 .....
Imperial .....
Togo .....
Broken .....
Mikado .....
Texas Japans .....
China No. 1 .....
China No. 2 .....

STERILIZED MEALS IN CARTONS PUT UP BY LOCAL MILLS.

ALL NET	Carton	Net Case	Ret Pr Pkg
Buckwheat Flour	36-2 lbs.	$3.60	15c
Buckwheat Flour	20-5 lbs.	4.80	25c
Corn Meal, White or Yellow	36-2 lbs.	3.30	10c
Corn Meal, White or Yellow	20-5 lbs.	3.20	25c
Cracked Wheat	36-2 lbs.	3.60	15c
Cracked Wheat	20-5 lbs.	4.60	30c
Graham Flour	36-2 lbs.	3.85	10c
Graham Flour	20-5 lbs.	3.90	25c
Hominy, Large	36-2 lbs.	3.60	15c
Hominy, Large	20-5 lbs.	4.60	30c
Hominy, Small	36-2 lbs.	3.60	15c
Hominy, Small	20-5 lbs.	4.60	30c
Oat Meal, Granulated	36-2 lbs.	3.65	15c
Oat Meal, Granulated	20-5 lbs.	4.60	30c
Steel Cut Oatmeal, A. B. C.	36-2 lbs.	3.75	15c
Steel Cut Oatmeal, A. B. C.	20-5 lbs.	4.85	30c
Pearl Barley, 1, 2, 3	20-5 lbs.	4.75	20c
Pearl Barley, 1, 2, 3	20-5 lbs.	6.20	10c
Rice Flour	36-2 lbs.	3.60	15c
Rice Flour	20-5 lbs.	3.00	15c
Rye Flour	36-2 lbs.	3.60	15c
Rye Flour	20-5 lbs.	4.60	30c
Rye Meal	36-2 lbs.	3.60	15c
Rye Meal	20-5 lbs.	4.50	20c
Split Peas, Yellow or Green	36-2 lbs.	4.45	15c
Split Peas, Yellow or Green	20-5 lbs.	5.70	10c
Whole Wheat Flour	36-2 lbs.	3.00	10c
Whole Wheat Flour	20-5 lbs.	3.85	15c
Gluten Flour	36-2 lbs.	4.30	15c
Gluten Flour	20-5 lbs.	6.00	10c
Farina	36-2 lbs.	3.95	15c
Farina	20-5 lbs.	3.35	30c
Lightning Tapioca	24-1 lb.	2.00	15c
Cardinal Crushed Oats, Premium	20-5 lbs.	4.15	1

The Advocate is the LARGEST EXCLUSIVE Retail Grocery JOURNAL west of CHICAGO.

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W. T. Wellsch & Co.

Samurai, La Japan ... $5 10
Fuji, La Japan ... 4 80
Fuji Yama, La Japan ... 4 60
W. Cordelia, La Japan ... 3 75
Snow White, Caro Head ... 6 00
Maid Gras, " " ... 5 10
Paragon, " " ... 6 00
Virgin " " ... 5 10
Honeymoon " " ... 5 00
Casual " " ... 4 50
Mascot, " " ... 3 75
Tiffin, Caro. Head ... 5 40
Best Yet, Japan ... 6 00

Rice Specialties.

Cracker Puffed, 3 doz to case ... 2 00

Department 16.

LAUNDRY MATERIALS.

This Dept. is corrected by J. H. Newbauer & Co.; Tillmann & Bendel.

AMMONIA

Greer's Washing Ammonia

First grade absolutely pure, 120 Beaume Strength.

Pints, 2 doz to cs, per doz ... $1 50
Qts, 1 doz to case, per doz ... 2 00
½ Gal, 1 doz to cs, per doz ... 4 00

Greer's "Toilet Ammonia

Lavender and Violet

Pints (2 doz to cs) ... $1.50 pr dz

Parson's Household Ammonia

(Neutral)

Pts., 2 doz to case, per doz ... $ 1 75
Qts., 1 doz to case, per doz ... 2 00
½ gals, 1 doz to case, per doz ... 4 50
One-half case free with 10 cases.
One case free with 20 cases.

Washing Ammonia

Standard Grade

Pts, 2 doz to case, per doz ... $ 90
Qts, 1 doz to case, per doz ... 1 10

Bluing, Ball

Supremberg, A. 1's, per lb. ... 35
Do A. D. 1's, per lb ... 27½
Do A. C. B. 1's, per lb ... 22½

Cream

German ⅛s per lb ... 12½ 13
Do ¼s, per lb ... 14½ 15
Deschamp's French, 1's
per lb ... 17½
Do ¼s, per lb ... 28½

Bluing, Liquid

Common pts, 2 dz to case ... 85
qts, 1 doz to case ... 1 75
" ½ gal 1 doz to case 2.50

Borax

20-Mule Team, 1's cs of 2 doz ... $2.25
20-Mule Team, 12-oz cs of 4 doz ... 3 15
20-Mule Team, 1's cs of ½ doz ... 1 60
(Less 5 per cent in 5 case lots)
Lump 25 lbs in box ... .09
Powdered, 25 lbs in box ... .09

Chloride of Lime

Brookman's, 1's per lb ... 7½
Do ½s, per lb ... 9
Blue Ball 10 1 per lb ... 6½
Owl, 50 1 ... 7

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Potash.

Per case

Babbitt's, 1 doz in case ... 2 75
American, 1 doz in case ... 3.00

Lye.

Tomson's Red Seal, 4 dz to case ... 3 85
Tomson's 5-lb 12 to cs.. 4 50
American, 1s, 1 dz in case ... 3 00
Babbitt's Lye, 1 doz in case ... 3 75
Metropolitan 4 dz to cs.. 3 00
" 5-case lots... 2 90
Banner 1 case, 4 doz ... 3 60
Blue Bell, 48 1s ... 2 85
Jumbo, 48 1s ... 1 90
Golden Star, 1 doz to case.. 2 70
Morse Nickel case ... 1 15
Morse War case ... 2 35

Sal Soda

California soda ... 1 40
California, bbls ... 1 50

Department 17.

SOAPS.

This Dept is corrected by Wm. Cluff Co.; Tillmann & Bendel.

Peet Bros.

Silk Soap ... $3 35
A. B. Naptha ... 3 70
Crystal White ... 4 00
Corn ... 3 30
Life White (Floating) ... 3 00
Sicilian, 36 cakes in box ... 2 60
Mechanics, 50 in box (or size) 1 90
Grandmas, 50 bar in box ... 2 00
Pure Fat, 100 cakes in box ... 3 75
Olive Castile, bx doz, pr gr ... 1 80
Mottled Castile, bx 1 dz cakes 4 80
Pure White Castile, 12, 15 or 30 bars to box ... 2 10
Satin, 150 cakes, bx 3, wrpd ... 1 80
Lotus Leaf, 100 3, wrpd gr ... 5 20
Jessie D. Bell, 50 3, wrpd, gr 3 70
Olive Oil, 150 bx 3, wrpd, pr gr ... 5 00
Olive Oil, 1 dz cakes, pr gr ... 4 80
Violet Flower, bx 3, gr ... 5 20
Cocoanut, bx 3, wrpd, gr 5 20
Oatmeal, 1 doz 1 dz cakes, pr gr 4 25
Buttermilk, ex 1 dz cakes, pr gr 4 00
Bay Rum, Bouquet, bx 3 wrpd, gr 4 00
Violet, " " bx 3, wrpd, gr 17 00
La Rosa, bx 3 wrpd, pr gr ... 9 00
Marine Series, Heliotrope, Lavender, Jockey Club, Rose bx 3, wrp 9 00
Japan, Bouquet, bx 3 wrpd, gr 9 00
Barber's Cream, 6 lb bx, per lb .50

Standard Soap Co.

Gasoline, 100 ... 4 25
Top Notch, 100 10 oz ... 3 75
Yellowstone, 100 14 oz ... 4 00
Marigold, 100 16 oz ... 4 20
Radio, 100 30 oz ... 3 00
Mazuma 100 5 oz ... 6 00
Gold Medal Borax ... 6 50
Purity, "Floating," 5c size ... 3 90
Do 10c size ... 6 25
Do, 15c size, 20 ... 1 20
Electric Mineral, 100 16 oz ... 5 50
Electric Mineral, 20, 16 oz.. 1 10

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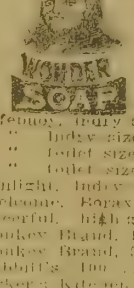
Peerless Kitchen, 100 10 oz.. 2.35
Peerless Kitchen, 20 10 oz ... .65

Swift & Co.

Wool Soap, 10 oz, 100s ... 7 00
" " 6 oz, 100s ... 4 00
Witch Hazel (Swift & Co).. 5.00
Oat Meal (Swift & Co) ... 5 00
White Ribbon ... 3 65
Swift's Pride ... 3 35
Swift's Naptha ... 4 00
Ello ... 3 55
Cream Laundry ... 4 75
Snap, 60, 16 oz ... 2.65
Snap, 100, 8 oz ... 2.25
Special, Grocers' Assmt Cards for $9.00, 80% profit) ... 5 00

Miscellaneous.

Mascot ... $7 65
Miller's Naphta, 100 14 oz ... 4 35
Mikado, 20 14 oz ... 4 75
Mikado, 20 14 oz ... 1 05
Lenox, 100 ... 3 35
Lenox, 20 ... 75
Ivory, 100 10 oz ... 7 00
Ivory, 100 6 oz ... 4 00
Fairbank's Clairette, 100 ... 3 35
Fairbank's Santa Claus, 100.. 3 75
Fairbank's Copco, 100 ... 4 00
Fairbanks' Fairy Oil, 50 ... 1 00
Fairy Oval 100 ... 4 00
Sunny Monday, 100s ... 1 75



50 large ... 3.50
100 small ... 3 65

Lifebuoy, Indry size, 50 cakes, $1 00
" Indry size, 50 cakes ... 2 00
" Toilet size, 100 cakes ... 2 00
" Toilet size, 50 cakes ... 1 00
Sunlight, Indry shape, 100 cks 4 00
Welcome, Borax Indry soap, 1 20
Cheerful, high grd Indry soap 3 50
Monkey Brand, 100 cakes ... 4 00
Monkey Brand, 50 cakes ... 2.00
Babbitt's 100 ... 4 75
Sticker's Kitchen, 100s, 8 oz .. 3 10
Sticker's Kitchen, 20s, 8 oz .. 80
Star of Kitchen Sand Soap .. 4 75
Gem of Kitchen Sand Soap .. 3 75
Yacht Club Borax, 200s ... 7 50
" " " 100s ... 3 90
" " " 20s ... 85
Nun Nicer Borax, 10 oz ... 6 00
Blue Ribbon Borax, 7 oz ... 1 00

SAVON.

Gilt Edge, 100, 16 oz ... $4 80
" " " ... ...
Royal, 100, 11 oz ... 3 10
" 100, 12 oz ... 3 10
" 100 10-oz ... 2 75
Vermont Long Bar Laundry, 100-lb cases ... 3.50
Packed either 100, 80, 40 or 25 bars to case.

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The Genuin

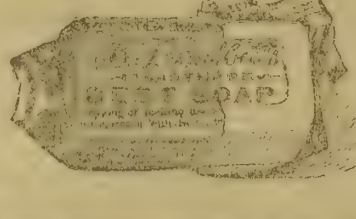


Price, per case ...
Packed 100 bars in
Castile So
Notre Dame ...
White Virgin, 10 ...
White, Conti's ...
Mottled, Imported ...
Clover Leaf White ...
Scouring S
Bon Ami, 3 dz to cs,
Sapolio, ½ gross box
Sapolio, hand, ½ grs b
WASHING PO
Gold Dust, 24 3's, p
Gold Dust, 100 10
Swift's Pride, 12 oz
Swift's Pride, 24 6s ...
Lavarine, 36 1 lb, p
Lavarine, 100 5c pk
Pearline, 100 6 oz p
Babbitt's 1776, 6 oz
Kleeno, 72 1s ...
Kleeno, 24 3s ...
Kleeno, 100 ½s ...
Peet's Seafoam, 24 3s ...
" " 100 12
Grandma's Borax, p
ed 24 3s ...
" 60 3½'s ...
One case, large size
cases, large or small.

Department
STARCHE
This Dept. is corr
J. H. Newbauer & Co.
Co.
Kingsford's Os
Silver Gloss 1" 6-l
" 40 1 l
Corn, 40-lb boxes ...
NATIONAL STAR
Lily, Sioux and Magi
Corn 40 1s ...
Gloss, 48 1s ...
Gloss, 12 6lb ...
Laundry (bulk), 50s ...
J. C. Hubinger B
Elastic (Flat Tru Brnd)
Pops Corn 40 1s ...
Tiger Lump (bulk 50-l
" " 10 1s ...
" " 3-lb pkg
None Such Br
Corn, 40 1s ...
Gloss, 48 1s ...
Gloss, 12 6s ...
Gloss, 50-lb box ...
Owl.
Corn, 40 1s, per lb

BABBITT'S BRANDS.

ALWAYS UNIFORM
ALWAYS RELIABL
ALWAYS THE BES



B. T. Babbitt's
Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. R. JENNINGS CO., Agents, 41 CLAY STREET, S. F.

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Gloss, 40 1s, per lb 5½
" 12 6s, per lb 6

Murdoch's Oswego.

Oswego Corn, 40 1s 7¼
Velvet Gloss 40 1s 6¼
" " 12 6s 5¼

Blue Ribbon.

Gloss, 48 1s .....
Gloss, 12 6s .....
Corn, 40 1s .....

Miscellaneous

Cellaloid, 60 ¾-lb pkgs, per bx 4.75
Elastic, same, per box 5.00
China, 80s 6.00

Department 19.

OILS, PAINTS, ETC.

This Dept. is corrected by **Whittier-Coburn Co.; W. P. Fuller & Co.**

Coal Oil

Water White, bulk 10½
Water White, 150 deg bulk .. 11½
Special Water White, bulk ... 12½
Pearl, cases, 2 5s 17½
Astral, cases, 2 5s 17½
Star, cases, 2 5's 17½
Ex. Star, cases, 2 5's 20½
Argo, bulk 19
" case 26
Elaine, cases, 2 5s 26½
Eocene, cases, 2 5s 20½

Gasoline and Benzine

86 deg. Gasoline, bulk 30
86 deg. Gasoline, cases 37½
Benzine, bulk 12
Benzine, cases 19
Stove Gasoline, bulk 18
" " case 25
Gasoline, 86 deg., bulk 30
Same, cases, 2 5s 37½
Red Crown Gasoline, in bulk. 18
Red Crown Gasoline, in cases, 2 5s 25
Motor Gasoline, bulk 18
Motor Gasoline, in cases, 2 5s. 25
No. 1 Eng. Dist. Iron Bbls. or Drums 09½
No. 1 Eng. Dist., cases, 2 5s .. 16½
No. 2 Eng. Dist. Iron Bbls or Drums 08
No. 2, Eng. Dist., cases, 2 5s .. 15
V. M. & P. Naptha, in bulk .. 10
V. M. & P. Naptha, cases, 2 5s. 17½

Turpentine.

Strictly Pure, cases, 2 5s ... 78
" drums of iron bbls .. 76½

Linseed Oil

Pure, raw, bbls 50
" boiled, in bbls 52
" raw, case, 2 5s 56
" boiled, case, 2 5s 58

Castor Oil

Baker's AA, cases, 2 5s 1.30
No. 1, cases, 2 5's ..... .70
2 oz ..... .65
4 oz ..... .90
8 oz 2.00
2 5-gal tins, per gal 1.30

Lard Oil

	Bbl.	Case
Strictly pure	.85	.91
Sup. Win., str	.75	.81
No. 1	.60	.66
1 oz		.45
2 oz		.55
4 oz		.85

Neatsfoot Oil

Cooper's	.80	.85
Extra	.70	.75
No. 4	.60	.66

Lubricating Oils

	bbls	Case
Star Cylinder Oil	.60	.65
Columbia Cylinder	.40	.65
Gem Cylinder Oil		..
Ruby Cylinder Oil		..
Star Machine Oil	.30	.35
Star Dynamo Oil	.50	.55
Star Spindle Oil	.50	.55
Star Sep'tor Oil	.50	.55
Red Engine Oil	.27	.32
660 M Cylinder	.45	.50
FFV Cylinder	.80	.85
Med. Ruby Eng	.30	.35
Castor Machine	.23	.28
Auto-Cylinder	.60	.65
Gas Engine	.30	.35

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Miscellaneous Oils

Union Salad Oil	.70	.75
Pure Sperm Oil	.70	.75
No. 1 Polar	.40	.45
China Nut Oil, ordinary		.75
China Nut Oil, No. 1		.90

White Lead

Whittier, in Oil	7¾	8½
Pioneer, " "	7¼	8¼

Dry Paints

English Paris White, bbls	1.60
Whiting, barrels	1.20
Prince's Min'l Pwn, bbls	1.65
Yellow Ochre	1.50 1.65
Eng. Ven. Red, bbls	1.50 1.75

Department 20.

This Dept. is corected by **Pac. Coast Biscuit Co.**

CANDIES.

Lozenges
(5-lb. boxes)

XXX Peppermint, pals	.13 .16
Thin Peppermint	.16
TT Peppermint	.16
Musk, fluted, pails	.22
Cinnamon, Lemon, Sassafras, Rose	.18
Midget fruit	.20
Conversation and hrts.	.15
Liliput Conv. & herts.	.17
Midget Conv. Lozenges.	.18
Crown T. T. Loz, 24 5c pkgs	.80
Aurora Lozenges, 24 5c pkgs	.80
Cough Troaches, 5-lb bx	.25
Eagle Wafers, Peppermints ,Wintergreen	.25

Mixed Candy
(30-lb pails)

Plain Mixed	9½
Royal Mixed	12½
Grocers' Mixed	10½
Yankee Mixed	13
American Mixed	13
Fancy A Mixed	15
Fancy C. Mixed	14½
French S. Mixed	16
French No .1 Mixed	18
French Extra Mixed	20
Lady Mixed	15
Broken Mixed	9½

Steam Panwork

Anise Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Bird's Eggs	17
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed ,smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans large red	15
Cinnamon Beans, imperial	17
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Bird's Eggs	17
Jelly Cranberries	17
Jelly Limes	17
Jelly Raspberries	17
Jordon Almonds, fine	45
Jordon Almonds ,imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Cream Goods.
(5-lb boxes)

Fondans Creams	14
Hand Dipped	20
Hand Dipped, with nuts on	22
Fruit and nut ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	32

Chocolates.
(5-lb boxes)

Chocolate, plain	.16
Chocolate, Hand Made	.21
Chocolate Dipped Bonbons	.21

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Chocolate Dipped Bonbons with nuts	.3
Chocolate ,Climax ,30-lb pails	
Chocolate Chips	.28
Chocolate Nonpareil Drops	.21
Chocolate Wafers	
Chocolate Cream Tablets 30 in box	1.10
Fleur de Lis Marshmallows	
Fleur de Lis Marshmallows, 3 lb tins	.28
Occidental Marshmallows, 3 lb tins	.30
Dipping Marshmallows, 5-lb boxes	.25
Angel Food, 5-lb boxes	.20
French Nougat, 20 5c slices in box	1.00
Walnut, Apricot ,Spanish Nougat, 5-lb boxes ,lb	.25

Sundries.

Opera Carmels	.19
Rock Candy ,white & red	.15
Rock Candy, brown	.16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Licorice Tablets, 5-lb box	1.25
Licorice Tablets, 24 5c bx	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.25

Gum Goods
(5-lb boxes)

A. B. Gum Drops, asstd	9
A. B. Gum Drops licorice	9
A. B. Gum Drops, crystal'zd	11
A. B. Bonbons, plain inbls	7
A .B. Bonbons, fancy, inbl	7½
A. B. Bonobns ,fancy, crystalized, 5-lb boxes	15
A. B. Fruits	18
Royal Gum Drops	15
Genuine Gum Drops, hard	25
Jelly Squares ,assorted	14
Bijou Sticks	18
Spiced Jelly Drops	20
New Turkish Figs	16
Fig Paste ,plain	17
Fig Paste, tricolor	18

Chewing Gum.

	Single	Box
Sweet Heart, per box		.60
Sen-Sen, 20 pieces		.60
Sweet Heart, 20 pieces		.60
Blood Orange, 20 pieces		.60
Chiclets, 40 5c pkgs		1.25
Chiclets, 10 10c pkgs		.80
Newton's Pepsin, 20 pkgs		.60
Pearlo, 40 5c package		1.00

Department 21.

CRACKERS.

Animals	12½
Animals Iced	15
Assorted	12
Assorted Extra	14
Assorted	12
Assorted Extra	14
Automobiles	12
Assorted Fingers	15
Boston	09
Butters, Templar	09
Champions	09
Chocolate Wafer	18
Coco Taffy	15
Cocoanut	15
Currant Cakes	12½
Cornhills	11
Cherry Marshmallow	18
Cracker Meal	06
Cracknel, plain	22
Creole Belle	16
Dainty Chip	14
Dainty Marshmallow	16
Digestives	09
Egg Jumble	14
Fig Bar	14
Fruit, Iced	15
Fruit Biscuit	14
Fine and Dandy	18
Fruit Sultanas	14
Golden Cream	15
Graham Gems	09
Ginger Cake	10
Ginger Nut	11
Graham	10
High Tea	15
Honey Comb, Iced	14
Honey, Frosted	14

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Iced Sweets	14
Iced Squares	14
Jennie Lind	11
Lemon Snap	14
La Grand	11
Lemon Biscuit	14
Lemon Wafer	24
Little Lad	14
Lunch Banquet	14
Lunch, Oakland	09
Lunch, Choice	09
Mocaroon	09
Marshmallow, Walnut	16
Navarres	1.75
Nicnacs, No. 1	11
Orange Wafer	14
Oysterette	09
Pilot Bread	04
Pretzel	10
Popular, Mixed	12½
Picnics	07½
Pilot, Extra	05
Pretzelletts	11
Pineapple Delight	16
Red Cross Oyster	08
Salted Snowflake	11
Snowflake	14
Seed Cake	12
Salted Fingers	10
Snowball	16
Saloon Pilot	07
Sugar Cookies	12
Soda	06½
Soda, Extra	07
Soda, Saloon	07
Soda No. 1 (5c seller) doz	50
Soda No. 2 (10c seller)	08
Soda No. 3 (10c seller)	50
Soda	06½
Soda Extra	07
Strawberry Wafer	14
Star Butter	09
Vanilla Biscuit	14
Vanilla Snap	12
Wafers, Assorted	16
Walnuts, Marshmallow	16
Your Sweets	16
Zephyr Pilot	09
Big Four Snaps, doz	50
Railroad Lunch, doz	1.00
Gingerette-Lemonettes, doz	50
Chocoletts-Str'wb'rettes, dz	50
Banquet Lunch (cartons)	.15
Banquet Lunch, 2-lb tins	.50
Saline Snowflake, 2-lb tins	30
Grahams, 1-lb cartons, doz	1.00
Del Monte Tea (cartons) dz	.75
Water	12¼

Department 22.

FANCY GROCERIES.

This Dept. is corected by **Wellman, Peck & Co.**

Wellman, Peck & Co; Hills Bros

Bouillion Capsules.

Anker's, 10 capsules in box, per doz boxes 2.00

BEEF EXTRACT

"Rex," 2 oz per doz	4.40
" 4 oz " "	8.00
" 8 oz " "	14.00
" 16 oz " "	27.50
Marshall's 2 oz, per doz	2.65
" 4 oz, per doz	4.75
Liebig's 2 oz, 32 12s to cs, dz	4.00
" 4 oz, 16 12s to cs "	8.40
" 8 oz, 8 12s to cs "	14.00
" 16 oz, 4 6s to cs "	26.00
Libby's, 2 oz, per doz	4.45
" 4 oz, " "	8.00
" 8 oz, " "	14.00
" 16 oz, " "	26.00

Capers.

Capotes, 1 d in case	1.00 1.50
Nonpareil, small	1.00
Nonpareil, large	2.25
Nonpareil, Imperial	3.00
" 2 litre	20.00
" 4 "	37.50

The Advocate has the Largest Circulation of Any Trade Paper on the Pacific Coast.

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CHOCOLATES.

Baker's.

Our registered guarantee under National Pure Food Laws is Serial No. 90



BAKER'S COCOA AND CHOCOLATE

48 HIGHEST AWARDS IN EUROPE AND AMERICA

Registered U.S. Pat. Off.

WALTER BAKER & CO., Ltd.

(Established 1780)

DORCHESTER, MASS.

	Per Lb.
Premium No. 1 Chocolate, 12 and 25 lb. boxes	
Vanilla Chocolate, 6 and 12 lb. boxes	
German Sweet, 6 and 12 lb. boxes	
Breakfast Cocoa, ½ lb. tins, plain, 6 lb. boxes	
Breakfast Cocoa, ¼ lb. tins, 12 lb. boxes	
Cracked Cocoa, ½ lb. pgs., 12 lb boxes	
Caracas Sweet Chocolate, 6 lb. boxes	
Soluble Chocolate (hot or cold soda). 1 lb. cans	

German Sweet, 6-lb boxes ⅛s and ¼s	.25
Eagle, 12 1s	.25
Premium, 12 1s	.34½
Vanilla, 12 ⅛s	.44
Powdered, ¼s, ½s, 1s 12 lb boxes	.30

Subject to quantity discount.

Ghiradelli's. In paper.

Eagle, 24 1-lb	.22½
Eagle, 12 1-lb	.23
Eagle, 12 ½-lb	.24
Eagle, 12 ¼-lb	.25
Crescent, 6, 5 to lb	.18½
Crescent, 12, 6 to lb	.19½
Cal. Sweet, 6, 6 to lb	.25½
Cal. Sweet, 12, 6 to lb	.24
Monarch, 12 and ½ lb	.27
Monarch, 12, 1-lb	.26
Monarch, 12, ½ lb	.27
Star, 24 1-lb	.19½
Star, 12 1-lb	.20

Ground. In tins.

Ghirardelli's, 12 1-lb	.28½
" 24 1-lb tins	.28
" 60 1-lb tins	.27½
" 60 3-lb tins	.26
" 30 3-lb tins	.26
" 60 10-lb tins	.25½
" 1 35-lb tins	.25

In delivery cases.

Ghirardelli's, 60 3-lb tins	.26
Venard's, 24 1-lb tins	.21
Venard's, 20 3-lb tins	.20
Miner's, 12 1-lb tins	.23½
Miner's, 24 1-lb tins	.23
Miner's, 20 3-lb tins	.22

COCOAS.

Baker's Bkfst, ½s, 1s and 5s	.42
Van Houten's, ¼s and ½s	.83
Van Houten's, 1s	.80
Royal Dutch, 12 ¼s	.77
Royal Dutch, 12 1s	.60
Epp's, 14 ½s	.38
Fry's, 12 ½s	.39
Webb's, 6 ½s	.23
Lowney's, 6 ½s	.27
Ghirardelli's Bkfst, 6 ½s	.40½
" Bkfst, 12 ½s	.40
" Impri, 6 & 12 ½s	.52
Miner's Bkfst, 6 ½s	.37½
Miner's Bkfst, 6 1-5s	.39
Van Emgon's Dutch, 1-lb	.60
Van Emgen's Dutch, ½-lb	.70
Van Emden's Dutch, ½-lb	.75

Cereal Coffee.

Postum, 24 ½'s, per doz	$1.35
Postum, 36 1's, per doz	2.25

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Chutney.

Bombay, assorted qts	$6.25
" assorted pts	4.00
" Major Grey, qts	7.50
" Major Grey, pts	4.50

CIDER.

Mott's boiled, doz qts	3.25
Monroe's, champagne, doz	2.50
" boiled, doz	2.75
Bidwell's, " "	2.50

COCOANUT.

Baker's.

Baker's Drifted Snow, pails	14
Bbls, 126 lbs	.13
Brazil shr'ded or Table Talk, long thread, 20-lb pails lb	.14
" 150-lb bbls, per lb	.13
Table Talk in parchment bgs, cases of 30's, 60½'s or 30½'s and 15 1's	.14½

Schepp's.

Shredded 1-lb pkgs, per lb	.23
" ½-lb pail, per lb	.24
" ¼-lb pail, per lb	.25
" 12 5c pkgs	.47½

Dunham's.

Shredded, 1-lb ppr, per lb	.27
" ½-lb ppr, per lb	.28
" ¼-lb pksg, per lb	.29

COFFEE SUBSTITUTES.

Postum Cereal.

No. 1, 2 dz, sml pkgs, per dz	1.35
No. 2, 3 dz, lrg pkgs, per dz	2.25
No. 0, 1 dz, lrg pkgs, per dz	2.25

EVAPORATED MILKS.

BORDEN'S

MILK CO.

All Borden's Brands Guaranteed.



Eagle Brand—

Condensed Milk, 4 doz	**6.80**

Pioneer Brand—

Evaporated Milk (Unsweetened) Tall Cans, 4 doz	**4.25**
Small Size, 4 doz	**2.00**
Challenge	4.65
Floral	4.50
Rose	4.75

Borden's Malted Milk.

Trial size, pe rdoz	.90
Small Size	4.00
Large ize	8.00
Hospital Size	33.00

Alpine Milk.

20-oz., 1 to 5 case	4.05
20-oz., 5 to 10 case	4.00
20-oz., 10 to 25 case	3.95
20-oz, 25 to 50 case	
20-oz, 50 cases or more	
8-oz, 96 to case	
Gal., 6 to case	

Carnation Milk.

20-oz, 1 to 4 case	4.05
20-oz, 5 to 9 case	4.00
20-oz, 10 to 24 case	3.95
20-oz, 25 to 49 case	

Gal., 6 to case, 10c less.

Miscellaneous.

St. Charles, 4 doz in case	½.56
St. Charles, 5 case lots	4.40
Jersey, 4 doz, per case	4.00
Lily	4.25
Highland	4.25
Pet, Fam., 4 doz to case	3.35
Baby Pet, 6 doz to case	3.00

Cottolene.

	Single cs.	5 cs.	10 cs.	25 cs
Small	7.25	7.15	7.10	7.00
Medium	7.25	7.15	7.10	7.00
Large	7.25	7.15	7.10	7.00

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GELATINE.

Bromangelon.



(Straight and assorted flavors: Raspberry, Lemon, Strawberry, Orange, Cherry, Chocolate).

Large, 2 doz, per doz	1.20
Small, 3 doz, straight or assorted, per doz	.90
Silver White Keystone, per dz	**1.00**
Minute, per doz	**1.00**
Knox's, per doz	1.25
Knox's per gross	15.00
Knox, Acidulated, per doz	1.20
Cox's, per doz	1.15
Keck's, per doz	1.10
Plymouth Rock	1.20
(1 doz. free with 3 doz.)	
Sheet	.35

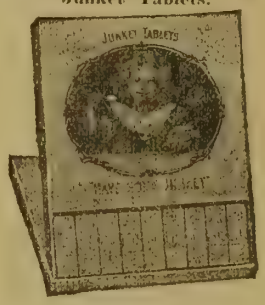
Ginger Confections.

China, per case of 6 stone jars	2.50
China, Chyloong small stone pots, per doz	....
Crystallized glace, ½-lb. tin, per doz	2.50

Hops.

No. 1, ¼ lb, 30-lb box, lb	.30
No. 1, 1 lb, 30-lb box, lb	.30
Less than 30-lb boxes	.31

Junket Tablets.



1½ doz in container, per dz .80

Lemon Sugar.

Gilt Edge, 24½s, per doz	1.37½
Gilt Edge, 24 1's, per doz	1.85

Lime Juice.

Tahita, 24 8 oz, per doz	$1.25
Tahita, short measure, 16-oz.	1.50
Tahita, full measure, 32-oz.	2.50
Tahita, bulk, gal.	1.00

Olives.

Bottled.

Queen Olives, 10 oz, oval, pts, 2 doz	3.00
Fluted Stuffed Olives, 5 oz., 6 doz	1.10
10 oz., oval olives, pts, 2 dz	2.50
Baby Pimolas, 10 oz., 2 doz	3.65
Baby Pimolas, 24 18s	6.25
Manzanilla, 8 oz, 4 doz	1.25
Manzanilla, 5 oz, 4 doz	1.10
American Ripe, pts, tin, 2 dz	2.25
American Ripe, qts, 2 doz	3.75
Old Mission Ripe, pts, 4 doz	1.80
Old Mission Ripe, qts, 2 doz	3.25

White Label, 5-oz., Manzanillas.

	Per doz
5-oz., Manzanilla	1.30
8-oz., Queen	1.85
10 oz., Queen	2.35

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14 oz., Queen	
22 oz., Queen	
32 oz., Queen	
64 oz., Queen	
5 oz., Stuffed	
10 oz., Stuffed	

Olive Oil.

1 doz qts (California) per d	
2 doz pts, (California) per d	
4 doz ½ pts (California) pr d	
Gallon tins, " each	
½ gal. (California) each	

Nicelle Brand.

4 doz ½ pts, case	
2 doz pts, case	
1 doz 22 oz., case	
1 doz qts, case	

Old Mission.

1 doz qts, case	
2 doz pts, case	
2 doz ¼ pts	

Grogan's Purity Olive Oil

Qts., 6 to gal, 12 to cs, pr cs	
Pts., 12 to gal, 24 to cs, pr cs	
½ pts., 24 to gal, 48 to cs, pr cs	
Gal. Can, 8 to case, per can	
½ Gal Can, 12 to case, pr can	

Mushrooms.

Le Court, 100 to case	
La Forrest, 100 to cs	
Hotel, 100 to case	
Fancy Stuffed, pts	

Peanut Butter.

Heron's 2 doz to cs, per doz



Imperial, 2 dz, No. ¼, glass, dz	
" 2 dz, No. ½, glass, dz	
" 1 dz, No. 1, glass, dz	

Peels.

Citron, 25-lb box	
Citron, 10-lb box	
Lemon, 25-lb box	
Lemon, 10-lb box	
Orange, 25-lb box	
Orange, 10-lb box	

Plum Pudding.

Curtice, Individual, doz	
" No. 1, doz	
" No. 2, doz	
" No. 3, doz	
G. & D., 1s, 2 doz to cs, dz	
" 2s, 12 to cs, doz	
" 3's, 6 to case, doz	
" 4's, 6 to case, doz	
R. & R., Individual, doz	
" 1's, per doz	
" 2's, per doz	
" 3's, per doz	

Salad Dressing.

Durkee, small, 2 dz, per doz	
" large, 1 doz, pr doz	
" picnic size, 4 dz, pr dz	
My Wife's, 1 doz, 16-oz. case	

HOOPER & JENNINGS

Importers and Wholesale Grocers

Teas, Coffees, Dried Fruits, Provisions, Cigars and Tobaccos

462-468 Bryant St., bet 2nd and 3rd Sts.

Telephone Temporary 674 San Francisco

87 88

Department 25.

PICKLES, VINEGAR, RELISHES, ETC.

This Department is corrected each week by the Pacific Vinegar & Pickle Works.

PICKLES IN BULK

California Home Brand

Uniformly Assorted by Hand and Count Guaranteed.	Sour ½ bbl 32 gal.	Sour ¼ bbl 16 gal.	Sweet ½ bbl 32 gal.	Sweet ¼ bbl 16 gal.
Special Small Gherkins ½ bbl. 6000, ¼ bbl 3000			24.00	12.50
Special Small Mixed Same count			24.00	12.50
Gherkins ½ bbl 4000, ¼ bbl. 2000			21.00	11.00
Mixed Same count			21.00	11.00
Special Small Medium Pickles ½ bbls. 3000, ¼ bbls. 1500	13.00	7.00	18.00	9.50
Special Small Medium Mixed Same count	13.00	7.00	18.00	9.50
Small Medium Pickles ½ bbls. 2000, ¼ bbls. 1000	12.00	6.50	16.00	8.50
Small Medium Mixed Same size	12.00	6.50	16.00	8.50
Chow Chow			15.00	8.00

Package Count	Bbl 1800	Bbl 1500	½ bbl 1200	¼ bbl 600	½ bbl 1000	¼ bbl 500
DILLS	15.00	14.00	10.00	6.00	9.50	5.50

Jumbo Dills.—bbl., $12.00; ½ bbl., $6.00; ¼ bbl., $5.00.

California Home Brand.

Sour and Sweet, (Plain or Mixed). German Dill, Chow Chow and Onions

	No1 Sml	No2 Mdn	No3 Lrg	Dills	Swt Mid gets	Sweet Gherkins	Chow Chow	Pearl Onions
Barrels, 50 Gals	$0.36	$0.33	$0.28	$0.28	$0.60	$0.55	.....	$0.80
½ Barrels, 32 Gals	.38	.35	.30	.30	.62½	.57½	.....	.82
¼ Barrels 16 Gals	.40	.37	.32	.32	.67½	.62½	.....	.84
Kegs, 10 Gals	.42	.39	.....	.34	.67½	.62½	.....	.86
Kegs, 5 Gals	.41	.41	.....	.36	.70	.65	.....	.88
Pails, 5 Gals	.44	.41	.....	.36	.70	.65	.....	.88
Pails, 2 gals	.55	.50	.....	.38	.75	.70	.60	1.00
Pails, 1 gal	.65	.60	.....	.50	.85	.80	.70	1.10
Sd kegs, 10s, 8 gals	3.50	3.25	2.00	2.75	5 50	5.00	3.75	7.25
Sd kegs, 5s, 4 gals	1.75	1.65	1.00	1.50	3.00	2.75	2.00	3.75
Sd kegs, 3s, 2½ gals	1.25	1.15	.85	1.00	1.75	1.60	1.50	2.25

"CENTAUR BRAND"

Sour (Plain or Mixed). German Dill, Chow Chow and Onions

Midgets Small Medium Select'd Dills Chow Onions

	No1 sml	No2 Mdn	No3 lrg	Ger man Dils	Chow Chow	Calif. Onions
Barrels, 50 gals	$0.33	$0.30	$0.25	$0.25	$0.32	$0.25
½ Barrels, 32 gals	.35	.32	.27	.27	.31	.27
¼ Barrels, 16 gals	.37	.34	.29	.29	.36	.29
Kegs, 10 gals	.39	.36	.31	.31	.38	.31
Kegs, 5 gals	.41	.38	.33	.33	.40	.33
Pails, 2 gals	.51	.47	.....	.35	.50	.40
Pails, 1 gal	.61	.57	.....	.45	.60	.50
Stand Kegs, 10s, 8 gals	3.25	3.00	1.60	2.50	3.20	2.50
Stand Kegs, 5s, 4 gals	1.65	1.50	.80	1.25	1.60	1.25
Stand Kegs, 3s, 2½ gals	1.15	1.00	.70	.90	1.10	1.00

PICKLES IN GLASS

California Home Brand

Cal. Top—English or Octagon	10 oz	½ Pt.	Pt.	Qt.
Gherkins Sour	1.35	1 60	2.30	4 50
Mixed Pickles	1.35	1 60	2.30	4 50
Chow Chow	1 35	1.60	2.30	4.50
Pearl Onions	1.75	2.00	3.25	
Sweet Gherkins	1.75	1.90	2.75	5 00
Sweet Mxd Pickles	1.75	1.90	2.75	5 00
Sorel Gurken			2.75	5.00

CENTAUR BRAND

American Style—Square Bot Eng. style, Round Bot.

	Pts.	Qts.	½ Gal	Gal.	½ Pts	Pt.	Qt.
Gherkins	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Mixed Pickles	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Chow Chow	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Picalilli	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Mexican Hot	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Cal. Onions	1.20	1.75	3.00	5.00	1.20	1.75	3.00

TOMATO CATSUP.

	In Glass, per doz. ½ Pt.	Pt.	Qt.	Jugs, per Jug ½ Gl	Gal	2 Gal.	Gal. Tins Screw Top	Pt Up
Cal. Home Brand	1.35	2.25	3.25	.70	1.00	1.90	.80	.75
Sunrise				.50	.85	1.60	.85	.60
Sunset	.90	1.65	2.75	.35	.60	1.20	.55	.50

*Case free with five.

89 90

Tomato Catsup—In Bulk.

	Bbl. 50 Gl.	½ Bbl. 32 Gl.	¼ Bbl. 16 Gl.	10 Gl. Keg	5 Gl. Keg	Standard kegs 10's	5's	3's
Cal. Home Brand	.55	.60	.65	.65	.70	5 50	2.75	1.90
Sunrise	.45	.50	.55	.55	.60	4 50	2.50	1.75
Sunset	.35	.40	.45	.45	.50	3 75	2.00	1.50

TABLE SAUCE.

In Glass.

	½ Pts	Pts.	Qts	In Jugs Gal	Gal	2 Gal	Gal Tins
Cal. Home Brand	2 00	3 00	4 00	.75	1 25	2 25	.85
Worcestershire	1.00	2.00	3.00	.65	1.00	2 00	
Chestershire	.75	1.50		.35	.60	1 20	.45

Table Sauce in Bulk.

	Bbls 50 G	½ bbls 32 G	¼ bbl 16 G	10 G Keg	5 G Keg	Standard Kegs 10's	5's	3's
Cal. Home Band								
Worcestershire	.80	.82	.84	.86	.88	7.00	3.50	2.00
Chestershire	.55	.57	.59	.61	.63	5 00	2.50	2.00

VINEGAR

Commercial Wine, Cider, Malt or Spirit Vinegar

	40 Gr	50 Gr.	60 Gr	70 Gr	80 Gr	90 Gr
Barrels	.14	.16	.17	.18	.20	
½ Barrels	.16	.18	.19	.20	.22	.1
¼ Barrels	.18	.20	.21	.22	.24	.2
10 Gal. Kegs	.20	.22	.23	.24	.26	.2
8 Gal. Kegs	.20	.22	.23	.24	.26	
5 Gal. Kegs	.22	.24	.25	.26	.28	.2
4 Gal. Kegs	.22	.24	.25	.26	.28	.2
8 Gal. Kegs	.24	.26	.27	.28	.30	.2

HIGH GRADE VINEGARS

	Barrels	½ Bbls
California White Wine Vinegar	.30	.3
California Red Wine Vinegar	.30	.3
Apple Juice Vinegar	.25	.2
California Home Brand Pure Pickling Vinegar	.25	.2
Cases of one dozen qarts		2.0

RELISHES AND CONDIMENTS.

Miscellaneous.

	6 oz	Pt	Pt	Qt
Tomato Chutney	1.25	1.75	2.50	4.00
Chili Sauce	1.25	1.75	2.50	4.00
Salad Dressing	1.25	1.75	2.50	

California Home Brand

	8 oz	14 oz	Pts
Sweet Relish	.95	1.00	1.75
East India Relish	.95	1.00	1.75
Red Hot	.95	2.00	2.75

Salad Oil.

Tierces, about 50 gal., gal. .75
1 gal. tins, 10 to case, gal. 1.00
5 gal. tins, 1 to case, gal. .95
½ gal. tins, 20 to case, gal. 1.10
Quart bottles, 12 to case, doz .75
Pt. Bottles, 24 to case, doz. 1.50
½ pt. bot., 36 case, doz.

Saratoga Chips.

(Less 5 per cent)

Bulk, 15 lb box 3.60
Cartons, 6-oz., 24 in case, doz 1.30

SALT.

Cal. Table & Dairy, 75 2's, 60 2½'s, 50 3's, 30 5's, 15 10's and 8 20s, per bale 1.75
Do 50 lb bags, ton
Leslie's Sterilized, 75 2's, 50 3's, 40 4's, 30 5's, 15 10's, and 8 20s, per bale
Do, 50-lb bags, ton
Leslie's, 50s
Imptd Liverpool, 50s, ton
" " 100s, ton
" " 200s, ton
Genuine Worrington 50s pt bbl

H. R. H. Liverpool.

Bales of 75, 2s, per bale
Bales of 50 3's, 40 4's, 30 5's, 15 10s, 8 20s, per bale
Bags, 50s, per ton

Worcester.

Worcester Dairy, bbl 320 lbs in bbls
Worcester Dairy, bbl 320 lbs in 10 bbls
Worcester Table, 110 2s, 100 1 bbl 5 bbl
2s and 5s
Worcester Table, 30 10s
Worcester Table, 30lb

Irish Linen .....

Rock Salt.

Ground
" 2s
50s, 100 lb
" 50s, ton

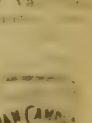
Package Salt.

Leslie's Sterilized, 2's
" " 3's
" " 4's
" " 5s
U. S. V. P.
U. S. V. P. 24 10's
U. S. V. P.
Cabin

Celery Salt.

SOUPS.

Campbell's, 2 doz



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Franco-American.

	Qts.	Pts.
Mock-Turtle, Ox-Tail, Consomme, Bouillon, Julienne, Vegetable, Beef, Pea	3.15	1.80
Chicken	3.60	2.00
" Gumbo	3.30	2.00
Green Turtle, thick	1.00	3.60
" " clear	9.60	....
Mulligatawney	3.50	2.00
Tomato	3.15	1.80
Assorted	3.25	1.85

Truffles.

1-16 glass, per doz..... 3.60
1-16 tins, per doz..... 2.75
⅛ tins, per doz..... 5.25
¼ tins, per doz..... 10.45
½ tins, per doz..... 20.35

Yeast Cakes.

Magic Yeast, case..... 1.20
Yeast Gem, case..... 1.15
Great Western 1.00
Gillet's Magic 1.20
Yeast Foam 1.20

This Dept. is corrected by **Tillmann & Bendel; Pac. Vinegar & Pickle Works.**

CATSUPS.

Snider's, qts. doz..... 3.75
" pts " 2.40
" 1½ pts. " 1.40

Griffon's.

½-pints, per doz..... 1.12½
Pints, per doz..... 1.85
Quarts, per doz..... 3.25

Miscellaneous.

Campbell's, ½ pts. doz..... 1.15
Heinz, 10-oz 2.25
" 12-oz 1.80
" 17-oz 2.75
Blue Label, 25 ½-pts. to cs 2.40
Blue Label, 25 pts to cs..... 4.75
Blue Label, 12 qts to cs..... 3.60
Golden Star, gal jugs, doz..... none
" " qt. jugs, doz..... 3.60
" " pt jugs, doz..... 2.35
" " ½ pt jugs, doz. 1.40

Long's Fruit Catsup.

Pts, 24 to cs, case..... 4.75
½-Pts, 48 to cs, " 5.75
" 2, 5 and 7 lbs, lb 1.60

SAUCES.

Holbrook's, ½ pts..... 2.40
Lea & Perrin's, small..... 2.75
Lea & Perrin's, medium..... 5.00
Lea & Perrin's, large..... 8.25
5 cases, 5c per doz less.
Tobasco, McIlheny 4.00
Tobasco, New Iberia..... 3.50
Bengal Worcester, ½ pt..... .95
Bengal Worcester, pt..... 1.25
Pepper, sprinkle top, ½ pt.. 2.00
Superior Pepper, small..... .90
Superior Pepper, large..... 1.50
Libby's Manchester Sauce, 24½ pints, per doz..... 1.20

HORSE RADISH.

Picnic Gems, doz..... .95
Pints, doz..... .95
Medium, doz..... 1.30
Quarts, doz..... 2.50
10-Gal. Kegs, gal..... .78
5 Gal. Kegs, gal..... .80
3 Gal. Pails, gal..... .85
1-Gal Pails, gal..... .90
Standard Kegs, 10s, keg.... 6.50
" " 6s, keg..... 3.25
" " 3s, keg..... 2.00

FRENCH MUSTARD.
(In bulk)

	Cal. Home Brand	Stan-dard
Bbl. per gal	.35	.30
½ bbl. per gal.....	.37	.32
¼ bbl. per gal	.40	.34
10-Gal Keg.....	.42	.36
5-Gal Keg	.45	.38
3-Gal Pail	.50	.45
1-Gal Pail	.60	.55
Standard Keg, 10s.....	3.50	3.00
" " 6s.....	1.75	1.50
" " 3s.....	1.50	1.25

In Glass, Cal. Home Brand.

2 oz 2 doz 10 case, per doz..... 96
14 oz. 2 doz to ca, 6 per doz 1.75

Standard.

6-oz, small bbl..... .40
7 oz Dusseldorf ..... .90

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16-oz, " 1.40

SAUERKRAUT.
Cal. Home Brand—Dry Pack

Bbl., 50-gal,..... 15.00
½-bbl., 32 gal..... 10.50
¼-bbl., 15 gal..... 5.50
10-Gal. Kegs..... 3.25
5-Gal Kegs..... 1.75
3-Gal Pails..... .85
1-Gal Pails..... .60
Standard Kegs, 10s..... 2.50

Department 24.

GROCERY SUNDRIES.

This Dept. is corrected by **Haas Bros.; Wm. Ruff Co.**

Axle Grease.

H. & L., per case $2.00
C. & S., 2-doz case, per case 2.00
" 5 case lots..... 1.95
" 10 case lots..... 1.85
Frazer's, 2 doz tins, per case 2.25
Frazer's, 4 doz wd, per case. 3.60
Frazers, 15-lb pails..... 1.00
Mica, 3 doz tins, per case.... 2.60
Castor Oil, 2 doz 1s..... 2.60
Universal, 2½, light..... 2.00
Universal, 2½, dark 1.75

Paper Bags.

Automatic, Self-Opening, 500 in pkg., List.

¼-lb	$1.00	8-lb	4.80
½-lb	1.20	10-lb	5.20
1-lb	1.60	12-lb	6.30
1½-lb	1.70	14-lb	8.30
2-lb	2.00	16-lb	9.00
3-lb	2.50	20-lb	10.00
4-lb	2.90	25-lb	11.00
5-lb	3.40	30-lb	13.00
6-lb	4.00	35-lb	15.00
7-lb	4.40		

Sizes 8 to 35 lbs.

Sugar Bags, broad bottom, lb .06

Discounts from above list:
Cheapest, 50%.
Eagle or Equal, 50%.
White bags, 50%.
Lion, 40%.
Mikado (stripped) 40%.

Bluestone.

Barrels, per lb..... .13
5 bbl. lots, per lb..... 11½

BATH BRICK

Bristol, 2 doz, per case..... .95
Powdered, 20 1s, per case....1.15
Powdered, 40 ½s, per case...1.25

CANDLES.
Adamantine.

Adam, 14-oz., 20s..... .11½
" 12-oz., 20s..... .10½
" 10-oz., 20s ..... .09¾
Hotel, 40s, 12-oz..... .10¾
(Wrapped ½c higher.)
Chippowa, 1 oz..... .07

Torchlight

Stearic Acid, 12 oz, 20s.... .10¼
" 14 oz, 20s.... .11¼
" (wrap) 16 oz 20s .13¼

Stearic.

Schneider's 14-oz., 20s.... .14
Schneider's 14-oz., 40s.... .13¾
Schneider's 16-oz., 20s.... .15¾

Paraffine, Etc.

	Per lb.
1s, 6s, in cartons of 36-lb bxs	11
12s, in cartons of 36-lb bxs..	11¼
½-lb, in cartoons of 25-lb bxs	11
1-lb cartons of 25-lb bxs....	11

Colored, 1c higher.

Beeswax, pure for churches	.35
Do No. 2	.27½
Do No. 3	.22½
Christmas, all sizes	.09
Do holders, per gross	.85
Wax Tapers, per doz pkgs..	.80
Do Per gross	8.00
Night Lights, German, on pap & wd, per doz	.40
Do French, on tin, doz	85, 1.25

Werks

16 oz. S. A., 40s, (wrap)..	.16¼
16 oz. S. A., 20s.....	.15¾
14 oz, S. A., 40s, (wrap)..	.14
14 oz. S. A., 20s.....	.13¾
14 oz. Adam, 20s.....	.11¾
12 oz. Adam, 20s.....	.10¾
10 oz Adam 20s	09

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Standard Oil Company.
Electric Light.

	Per Set
6s, 16 oz., 20 sets.....	.11¼
6s, 14 oz., 20 sets.....	.10¼
6s, 12 oz., 20 sets.....	.09¼
6s, 10 oz., 20 sets.....	.08¼
12s, 12 oz., 40 sets (hotel)..	.09¼

Granite Mining.

	Per Set
6s, 16 oz., 10 sets.....	.13¼
6s, 16 oz., 20 sets.....	.13
6s, 14 oz., 40 sets.....	.10¼
6s, 14 oz., 20 sets.....	.11¾
6s, 12 oz., 20 sets.....	.09¾
6s, 12 oz., 20 sets.....	.09¾
6s, 10 oz., 20 sets.....	.09
12s, 12 oz., 40 sets (hotel)..	.10

Paraffine Wax.

	Per Set
1s, 14 oz., 25 sets white....	.10½
2s, 14 oz., 25 sets white....	.10½
4s, 14 oz., 36 sets white....	.10½
6s, 14 oz., 36 sets white....	.10½
12s, 14 oz., 36 sets white...	.11

Colored, 1 cent higher.

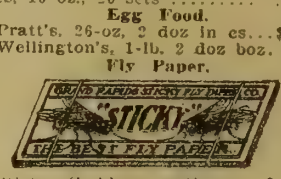
Radiant Paraffine Wax.

	Per Set
1s, 14 oz., 36 sets	.10
6s, 14 oz., 36 sets	.10
6s, 14 oz., 20 sets	.09¾
6s, 10 oz., 20 sets	.08

Egg Food.

Pratt's, 26-oz, 2 doz in cs...$4.50
Wellington's, 1-lb, 2 doz boz. 4.00

Fly Paper.



Sticky (holders gratis).....$ 2.50



Tanglefoot, per case..... 2.50
Tanglefoot Holders, per case of 50 ..... .35
Subert's, 40 5s, paper in box .90

Fruit Jars.

(Net cash—no discount)

Mason's, pts, per gross..... 6.25
Mason's, qts, per gross..... 7.00
Mason's, ½ gal., per gross..10.00

Fruit Jar Caps

Porcelain, 6 doz to box, pr bx 2.80

Fruit Jar Rubbers.

No. 1 White, per lb..... .60
"Gold Seal," cartons, per gr .75
"Badgers," cartons, per gr.. .60
Red Ribbon ..... .75

Glue.

Le Page's, 1 oz per doz..... .80
Le Page's, 2 oz., per doz.... 1.30
Le Page's ½-gill tins, per doz 1.50
Le Page's, 1-gill tin, per doz 2.00
" " Tubes, small, gr....12.00
" " " big, per gr....18.00

Cordage.

Basic price—Manila 15¾, Sisal 10¾, (5,000 lbs. ¼c and 10,000 lbs. ½c less.) All kinds advance on base price per pound as given underneath:

	Sis.	Man.
Rope, 1¼-in., (7-16 diam		
" 6 and 9 thr. (⅞ and upwards)	basis	basis.
" 12 thread (¾ diam)	½	⅝
" 5-16 diam)..	1	1
" Bale, 3 and 4 strand	½	less basis
" " 2, 6, 8 st'nd	½	⅝
Lath Yarn	basis	basis
Hop Twine, tarred	1	1
Grape Vine Twine	1	1
Spring Twine		2½
Paper Twine, unoiled	½	2½
Whale Line and Bolt		1

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Hawser laid rope for well-boring	1
Transmission of Power	5
Lanyard and Tarred...	basis
Lariat Rope, bd tw, unoiled, 3 & 4 st'd..	1 .1
Sash Cord 12 coils....	3

Cuttle Bone.

Birds', per lb..... .30

Insect Powder.

Eureka, 10c size, per doz....	.75
Eureka, 25c size, per doz....	1.75
Eureka, 60c size, per doz..	4.50
Eureka, $1.00 size, per doz..	8.00
Buhach, 2-oz., per doz.....	1.15
" 4-oz., per doz.....	2.15
" 8-oz., per doz.....	3.75
" 16-oz., per doz.....	6.80
" 6-lb, per lb.....	.60

Matches.

Tins	1.65
Boys, doz boxes.....	.12
Swedish Safety, per gross....	.65
Swedish Wind, 1 gross.....	.90
Vulcan Paraffine, 65s per gr	.55
Do 50 grs lots.....	.50

Diamond Match Co.'s.

Anchor, 200s.....	1.70
Do, 500s	4.00
Bird's Eye, 500s, gr.....	3.75
3 Noes Safety, 100s.....	7.75
Bees Wax, 100s.....	4.50
Globe, 100s	5.00
Domino, case	2.75
Red Top Safety	2.75
S. & C. Eastern Parlor 80's..	4.25
S. & C., 200s	3.25
S & C., 300s.....	3.25
S. & C., 500s.....	4.25
Press, 100s, 5-gross case....	4.75
Little Star, per case.....	2.20
Search Light, 100s, large, 1 gr	4.75

Paper, Wrapping.

Butter, White, per ream..	.20
Do Waxed, per ream...	.25
Manilla, No. 2, roll, any size lb	.14½
Manilla, No. 1, rolls or flat	.05
Straw, per ream.....	.95
Do rolls, any size, per lb	.06½
Drab, per ream.....	.80
Do rolls, any size, per lb	.02¾

Paper, Toilet.

Royal, 100 rolls of 500 shts..	4.00
O Keyed, 5-oz rolls, per case	2.50
Royal, 8-oz rolls, per case..	4.35
O Keyed, tablets, per cases..	3.75
Pastime, tablets, per case...	4.50
Union, per case.....	7.00
Lulu, pkgs, 4000 shts, per cs	3.75
Astoria, pkgs 450 shts, per cs	3.90
Windsor, pkgs 500 shts, per cs	4.00
Universal, pkgs 700 shts, pr cs	6.00
Great Eastern, pkgs 1000 shts, per case	7.50
Popular Rolls, 5 oz, 100 rols, per case	3.00
Daisy Rols, 9 oz, 100 rolls, per case	4.50
Express Rolls, 10 oz, 100 rolls, per case	5.00
Asbestos Rolls, 11 oz, 100 rolls, per case	5.25
Mammoth Rolls, 16 oz, 100 rolls, per case	7.50
Pyramidal, 2000 sheets, 50 rolls in case.....	7.50

"No-Meds"
(Cereal Laxative.)

48 cartons to case, per case.$12.00.
Less 30 % discount, to trade.
Varying cash discount dependies on quantity purchased.

Polishes, Shoe.
Day & Martin's.

Large, 6 dz to case, doz....	3.00
Medium, 6 dz to case, doz..	2.25
Small, 10 dz to case, doz....	1.00

Mason's, Russet Polish.

	Doz	¼ Gr	Gr.
No. 2	40	1.20	4.50
No. 3	70	2.00	8.00

Comb Black Dressing.

	Doz.	¼ Gr	Gr.
Large	1.60	4.50	18.00
Small	80	2.30	9.20

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Combination Russet.

	Doz	¼ Gr	Gr
Large	1 50	4 50	18 00
Small	80	2 30	4 20

Mason's Stove Polish.

	Doz.	¼ Gr	Gr
	.45	1 20	4 80

Polish, Stove.

Rising Sun, large pkg., per gr 6 25
Do 5-gross lots 6.00
Do Small pkg., per gross.. 3.85
Sun Paste,lrg, ¼ gr bx per gr 5.00
Enameline, No. 4 tins, per gr 5.00
Do No. 6 tins, per gr.... 8.25
Do Liquid, pt-tins, bx 3 dz 2.25

X-Ray Stove Polish.



Small, 3 doz. to case, per cs 1.50
Large, 3 doz to case, per cs 2.50
(½ doz. free with each case.)

Polish, Metal.

Electro Silicon, 1 gr in case
per doz .80
Brilliantshine, ½ pts, per doz .95
Brilliantshine, pts per doz.. 1.80
Brilliantshine, qts, per doz.. 3.15
Do, ½ gal., per doz 6.00
Do 1 gal tins, per tin.... .85
U. S. Metal Polish, qts 3.67
" " pts 2.00
" " ½ pts 1.25
U. S. Metallic Polish Paste,
lb. package, doz 3.35
½-lb. package, doz 1.67
3-oz package, doz .50
Barkeeper's Friend, pwdr, gr. 21.60

Seeds.

Anis .15½
Canary .07
Caraway .15
Celery .17½
Coriander .11
Cumin .18
Flax, ground .06
Flax, whole .06½
Hemp, sacks .06½
Millet .06½
Mustard .10
Poppy .15
Rape, Cal. .06
Bird gravel, 2s, per doz.... .85
Bird Seed Mixed, 48 1s, doz .80
Red Ribbon, 60 1s .6½

Original sacks ½c less.

Sheep Dip.

Little', 10-gal tins, per gal.. 1.20
Little's, 5-gal drums, per gal 1.20
Smith's, 10 ½-gal tins, gal .95
Smith's, 5-gal drums, per gal .95

Shoe Blacking.

	Doz.	¼ Gr.	Gr.
No. 1	.25	.75	2.80
No. 2	.30	.85	3.25
No. 3	.35	1.00	3.85
No. 4	.45	1.40	5.45

Shoe Dressing.

Boss, 3 dz to cs, per gr..... 9.00
Russian, 3 dz to cs, per gr..12.00
Shinola, per gross.....10.00
16 Shinola outfits of brush and dauber, no charge.
Shinola paste, case of 3 doz 2.50
3 solid brass scoops, no charge

Bixby's Polishes.

Royal Polish, 1 doz in box.. .85
Royal P'lish,3 dz bx,ham'r free 2.55
Shoe, Satin, 1 dz (sml comb'n) .75
No. 5 Shoe Satin Pste, 1 doz .80
No. 5 Shoe Satin Paste, 1 doz .40
No. 10 Satinola Paste, 1 doz .80
No. 10 Satinola Paste, 1 doz
in box .80
Satinola, combination, sml, dz .75
Satinola, combination, lrge, dz 1.25
Shoe White Cream, per doz .85
Ermino White Paste, per doz .80

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Jet Oil, doz. .85
Jet Oil, 3 dz bx, 5 Bixola free 2.55

Bixby's.

"BBB," size M., ¼ gr. box.. 1.25
"BBB," size B, per ½ gr. box 2.50

Twine.

Cotton, 4-ply, 100-lb bales, lb .27
" 3-ply, 100-lb bales.. .27
" 2-lb cones, per lb.. .27
Hemp, 8-oz balls,pr 3-lb pkg.. .27
Do, 4-oz balls, per 3-lb pkg .27
Sack, 4-ply, 12-lb pkgs, lb.. .27

Binder Twine.

Pure Manila,650 ft to lb,pr lb 14½
Manila, 600 ft to lb, per lb. .13½
Standard, 500 ft to lb, pr lb 11½
Sisal, 500 ft to lb, per lb.. .11½

Wax.

Fruit, 25 1-lb pkgs, per box.. 1.50
Mint Wax, per box 1.50
Japan, per lb .20
Beeswax .38
Pure Ref. Paraf., 40 1s, lb.. .10
Pure Ref. Paraf., 20 1s, lb.. .10

Wax Strings.

12-in., 10 pkg, 100 stgs each. 1.75
14-in., 10 pkg, 100 stgs each.. 1.90

Department 25.

WOOD AND WILLOW WARE
AXE HANDLES.

This Dept. is corrected by
The Heyman-Wellll Co.

Ex, 36-in., doz $2.50
No. 1, 36-in., doz .....
No. 2, 36-in., doz. 1.35

Baskets.

Per doz.

Cal., Open, Spruce, No. 3.... .85
Cal., Open, Spruce, No. 4.... .90
Cal., Open, Spruce, No. 5.... 1.00
Cal., Satchel, Spruce, nest,0-5 1.35
Cal., Satchel, Spruce, nest,1-5 1.00
Cal.,Satchel, Spruce,nest, 1-41 .71
German Market, nest of 4.... 1.25
Clothes, Oval, Wil., No. 2.. 7.75
Clothes, Oval, Wil., No. 3.. 9.00
Same, nest of 5 sizes..... 3.50
Japanese Telescopee, nest of
5, size 18x12x7..... 1.25
Same, size 20x13½x7..... 1.50
Same, size 24x15x10..... 1.90

Bowls, Wooden.

Per doz

Maple, No. 1, 11-inch..... .80
Do No. 2, 13-inch..... 1.75
Do No. 3, 15-inch..... 3.00
Do No. 4, 17-inch..... 4.75
Do No. 5, 19-inch..... 6.50
Do No. 6, 21-inch..... 8.50

Brooms.

Per doz

No. 7 Special..... 4.00
Little Lady 3.65
Dandy 3.10
Cooks' Choice 2.35
Ladies' Pride, No. 1..... 2.85
Toy, string 1.00
Common Whisk..... 1.00
OO Whisk..... 1.10
Leader 2.40
Flyer 2.90

Brushes.

Per doz

Dust 2.25 12.00
Scrubbing ..... .55 2.00
Dandy 1.50 5.75

Shoe Brushes.

No. 415, black tampico No. 5½ .95
No. 25 Mixed Center..... 1.75
No. 602, all black..... 2.60

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No 335 black and white .. 2.50
No 7, bristles..... 3.90

Stove Brushes.

Per doz

551 tampico, handles 90
No. 41, Black Bristle..... 1.90
No 411, Black Bristle..... 2.75

Ox Fibre Brushes.

Per doz

Sub Cat, 10½x2½ in face.. 1.50
Do Rat, 8½x2½ in face.. 1.35
Do Mouse, 6¼x2½ in face 1.00

Can Openers.

King, doz .....
Sprague, doz .....

Carpet Sweepers.

Bissell's, per doz. 25.00 to 27.00
Standard, per doz..... 23.00

Cheese Safes.

Round, 22-in. each..... 2.25
Square each 4.00

Clothes Lines.

Sisal, 40-foot, per doz..... .90
Sisal, 60-foot, per doz..... 1.25
Cotton, 40-foot, per doz..... .80
Cotton, 60-foot, per doz.... 1.20
Sash Cord, 60-foot, per doz.. 1.75
Sash Cord, 90-foot, per doz.. 2.64
Wire Cord, 50-foot, per doz.. 1.60
Wire Cord, 75-foot, per doz.. 1.60
Wire Cord, 100-foot, per doz.. 2.10

Clothes Line Pulleys.

Galv. Iron, with eye.....$0.50
" " with hook ..... .60

CLOTHESPINS.

Common, per box of 5 gross.. .70
U. S. Patent Spring, per gross .55

CORKS.

Demijohns.

(Discount of 40% and 10%)

½ gal $5.75
1 gal 7.50
2 gal 13.50
3 gal 16.00
5 gal 24.00

Dust Pans.

No. 1 Japan, doz..... .75
Covered, doz 1.30
Janitor, doz 2.25

Dusters.

Per doz

China, fancy colored..... .80
Standard Turkey, No. 10.... 2.15
" " No. 12.... 2.90
" " No. 14.... 3.60
" " No. 16.... 4.60
" " No. 18.... 5.90
Janitor, extra heavy..... 13.50

DOOR MATS, COCOA.

Per doz

Light, No. 1, 14x24..... 4.40
Do No. 2, 16x27..... 6.00
Do No. 3, 18x30..... 7.75
No No. 4, 20x36..... 9.50
Medium, No. 1, 14x25..... 5.50
Medium No. 2, 16x27..... 7.00
Medium, No. 3, 18x30..... 8.75
Medium, No. 4, 20x33..... 10.50
Extra, No. 2, 16x27..... 10.00
Extra, No. 3, 18x30..... 13.00
Extra, No. 4, 20x33..... 15.50
Extra, No. 5, 22x36..... 19.00
Keystone Steel Mats, sq. ft.. .30

Faucets.

Per doz

Cork Lined, No. 0..... .45
" " No. 2..... .45
Cork lined, No. 3, doz..... .90
" " No. 4..... .60
" " No. 6..... .75
" " No. 8..... .90

Ironing Boards.

4-ft., per doz..... 4.40
4½-ft., per doz..... 5.00
5-ft., per doz..... 6.00
5½-ft., per doz..... 7.20

LAMP BURNERS.

Opposition.

0 or E, per doz..... .65
1 or A, per doz..... .75
2 or B, per doz..... .85

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LAMP CHIMNEYS
Electric—In Cartons

No 2, 6 doz in case, per doz 1.10
Lustrite Globes.
Packed 5 doz in case .70
Aurora Rochester.
Per doz
No. 1, 6 doz in case..... .75
No. 2, 6 doz in case..... .90
No. 3, 6 doz in case..... 1.00
Macbeath Pearl Top.
No. 1 or A, 6 doz in case.. .85
No. 2 or B, 6 doz in case.. 1.00
La Bastie.
Per doz
No. A, plain bulk, 6 doz in cs 1.20
No. B, plain bulk, 6 doz in cs 1.40
No. A, crimp bulk, 6 dz in cs 1.40
No. B, crimp bulk, 6 dz in cs 1.65
Common Chimney.
Per doz
No. 0 or E, 6 doz in case.. .40
No. 1 or A, 6 doz in case.. .45
No. 2 or B, 6 doz in case... .65
LEMON SQUEEZERS.
Ball, per doz.....$0.85
Glass, No. 1, per doz.....
Glass, No. 3 (for oranges) dz 1.25
MOPS AND HANDLES.
Per doz
9-lb. Mops 1.35-1.60
12-lb. Mops 1.80-2.20
Patent Mop Handles 1.00
Plain Mop Handles ..... .90
PAILS.
Per doz
Wood, painted, 2 hoops..... 2.00
Wood, varnished, 3 hoops.... 2.50
White Cedar, 3 galv. hoops.. 3.25
Fibre .....
Galvanized, 8 quarts..... 2.00
" 10 quarts..... 2.30
" 12 quarts 2.55
" 14 quarts 2.90
SHELF PAPER.
Per gross
Narrow, assorted colors..... .10
Lace paper, per box..... .30
TUBS.
White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00
Fiber—No. 0, $19.00; No. 1, $15.75; No. 2, $13.75; No. 3, $12.25.
Galvanized—No. 0 $15.87; No. 1, $6.95; No. 2, $7.95; No. 3, $5.75.
WASHBOARDS.
Per doz
California, regular size..... 1.75
Little Lady, glass..... 1.85
Little Lady, zinc 1.10
Peerless, double 2.00
North Star 2.85
Crystal Glass 4.40
Washing Machines
Waverly 3.75
Matchless 3.85
Western 3.75
Majestic, family size, each....6.00
Snowball, family size, each.... 7.75
Leader, family size, each....7.00
Shelby, family size, each....7.00
WICKING.
Gro
Lamp, 0 or E, ⅝-inch.....$0.30
Lamp, 1 or A, ⅞-inch..... .40
Lamp, 2 or B, 1-inch..... .60
Lamp, 3 or D, 1¼-inch..... .85
No. 1, Rochester 1.00
No. 2, Rochester .....
No. 3, Mammoth..... 7.00
Junior Rochester 3.00
Stoves, 3-inch 1.50
Stoves, 3½-inch 1.90
Stoves, 4-inch 1.75
Stoves, 4½-inch 2.00
WRINGERS.
Wood Frame.
Two top screws, iron tub clamps.
Per doz
Royal, 10x1¾ inches $27.50
Challenge, " " 21.00
King Special " " 25.50
Empire " " 30.00
Century, 10 inches..... 22.50
" 11 inches.....31.50
" 12 inches..... 37.00
Iron Frame.
Superior, 10 inches..... 25.50

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Department 27.

AMERICAN TOBACCO CO.

Smoking Tobacco.

(5-lb Cartons, 25 and 30 lb Cases)

Seal of N. C. 1⅝ oz foil.... 68
" 3½ " 61½
" 8 " 58¼
" 16 " 56¼
" 1⅝ oz cloth 65
Seal of N. C., 3½ oz cloth pchs pouches 68
Seal of N. C. 16 oz decorated tin canisters 58¼
Old Eng. Curve Cut, 1⅝ oz curved tins 74½
Old Eng. Curve Cut, 3½ oz curved tins 74½
Old Eng. Curve Cut, 8 oz.. 72
Old Eng. Curve Cut, 16 oz.. 69
Continental Cubes,1⅝-oz tins 69½
Monte Critso Slabs, 3½ oz tins 74½
Van Bibber, sled plg, 1⅝ oz tins, 2½ lb cartons..... 70
Three Feathers, 1⅝ oz, 1¼ lb cartons, net..... 58¾
Pedro, 2½ oz foil..... 47½
" 2½ oz pouch..... 50¾
" 2½ oz assorted..... 49
" 16 oz decorated tin canisters 49½
Dixie Queen, 1⅝ oz foil.... 38¾
" 8 oz tins..... 42½
" 16 oz decorated tin canisters, 6 lb cartons, 30 lb in cases..... 42
Duke's Mixture, 1⅝ oz sacks 40
Arlington, 1⅝ oz foil..... 63½
Duke's Cameo, 1⅝-oz..... 41½
Duke's Cameo, 2½ oz foil.. 47¼
Melrose, 1⅝-oz foil..... 66⅜
Fragrant Vanity Fair, 1½ oz foil 93
Red Indian Plug Cut, 1⅝ oz and 3½ oz foil..... 39
Fashion, 1⅝ oz 38¾
" 16 oz canisters.... 42⅛
Fashion Pail 42⅛
Bull Durham, 1 oz..... 62
" 1⅝ oz..... 62
" 3½ oz 59
" 8 oz 57
" 16 oz..... 53
Corn Cake, gran. 1-lb bags, 25 lb cases, per lb..... 24
Echo Plug Cut, 1⅝ oz(16-oz, 49) 47¾
Red Bell, 1⅝ oz..... 40⅛
" 16-oz pails..... 41⅛
Cornell Mixture, 3½-oz tin.. 83¼
Oriental Mixture, 3½ oz tin.. 93
Honey Dip Twist, 10 to lb.. 43⅛
Grizzly, 16 oz, 24-lb cases.. 54⅛
Five Bros. Pipe Smoking, long cut,paper pkgs, 3½ oz. 5 lb cartons, 30, 50 & 100 lb cases 37
Pride of Virginia, 1⅝-oz, 3½-oz and 8-oz tins, 2½-lb boxes, 10 & 25-lb cases... 75
Golden Cupid, 1⅝ oz foil, 25, 50 & 100-lb cases..... 60⅞
Sure Shot, 2s..... 33
Union Leader, 1⅝-oz foil.... 37½
" 3-oz pouch.... 39¾
" 8 and 16 oz canister 39¾
Union Leader, 16-oz milk can 39¾
Plaza, 1⅝-oz cloth, 5-lb cartons, case of 25 lbs, net.. 37½

Fine Cut Chewing.

Hiawatha, 2 oz. b'ght or d'k, 1-lb cart, 10-lb cs, per lb 59
Hiawatha, 5-lb cs, 1-lb carts 59
Hiawatha, 16 oz, b'gt or d'k, 5-lb pails, lb..... 59
Hiawatha, b'gt or dark, 10-lb pails, per lb..... 56
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb pails..... 44
Rose Leaf, 10 to lb, bright or dark, 1-lb cart, 5-lb drums 67
Tiger, 1¾ paraffine bags, 5-lb moisteners 41

Cheroots and All Tobacco Cigarettes.

Old Vir.Cheroots,3 in bundle.11.75
$12 in less than 1M lots.
Old Vir.Cheroots,5 in bundle.13.95
Bet the Arts Little Cigars, 10s tin 8.25

50

Bengal little cigars, 10s, (10 per cent in free goods).. 7.30
Royal Bengal, 10 in pkg, 100 in carton.....11.50
Van Bibber Little Cig., bundles of 10, boxes of 100....16.20
Sub Rosa cigarros, 10s, cartons of 500, per M..... 4.00

Stogies, Etc.,

Less 2% for cash.

Star Pittsburgh stogies 1-10s, 5 for 10c.....15.00
Florodora little cigars, 1-10s, 3 for 5c.....12.25
Red Top Stogies, 1-10s, 3 for 5c 12.50
Red Label Stogies(Jenkinson)11.65

Cigarette Paper.

Vanity Fair, 50 pkg in box .97½
Wheat Straw,50 pkg in bx,net1.30
Wheat Straw, 100 pkg in bx net 2.55
Wheat Straw, Interlock, 50 pkg in box.....1.15
Wild Oats, 40 pkg in box.. .90
Red Seal, 50 in box..... .25
Zig-Zag, 100 in box.....2.50
Riz la croix.....1.95

Plug Tobacco.

(Subject to discount 2%)

Battle Ax, 16 oz, 5 cuts, 12 and 24 lb bls, net..... 39
Big Gun, 16 oz, 3x12 smooth, bright, 6 sp, 16 lb butts.... 44
Boot Jack, 3x12, R & R, 5½ oz, 8 sp, 1, 4 8 and 12-lb and 2-lb fancy wooden bxs, net. 87
Bullion, 1x6, D T Nines, 6 to lb, 20-lb cad's..... 50
Climax, 2x12, R & R, 16 oz, 6 sp, 6, 12 & 30 lbs (7 oz 7, 10½, & 21 lbs 48)..... 45
Climax, 3x12, thin, 7 oz, 7 and 14 lb 48
Cross Bow, 3x12, 14 oz, 4 sp, 14 lb butts..... 38
Drummond's Natural Leaf, 5½ oz, 5, 8 and 12-lb butts.... 63
Gold Rope, 7 to lb, 3, 6 and 12-lb boxes 56
Gold Rope, 14 to lb, 4 and 8-lb boxes 58
Horse Shoe, 16 oz, Smooth, 6 sp, 8, 12 and 24-lb butts.... 43
J. T., 2x6, 7 oz, R & R and Smooth, 2 sp, 10½ and 21 lb butts and caddies..... 39
J. T., 3x12, 14 oz, Smooth, 4 sp, 10½ and 21-lb butts.... 39
Newsboy, P. P. br or bulk, 5s 8, 16 & 24 lb..... 40
Nobby Spun Roll, 7 to lb, 3, 6 and 12 lb boxes..... 57
Old Honesty, 3x12, Smith, 15 oz, 6 sp, 7½, 15 and 30 lb..... 44
Old Peach and Honey, 6 to lb, 8 lb boxes..... 43
Piper Heidsieck, 5½ oz plugs, 2⅝x8 Pony Panel, 3-10c cuts, 4, 7, 14 lb..... 69
Red Cross, 12 and 24-lb butts, 1⅝ oz, 3x12, embrossed 4 sp. 33
Saw Log, 2x12, R & R, 16 oz 6 sp, 24 lb..... 46
Saw Log, 3x12, R & R, 32 oz, 12 sp, 32 & 48 lb..... 46
Sledge, 16 oz, 4 sp, 3, 6, 12 and 24 31
Something Good, foil wrapped, R & R, 5½ to lb, 9, 13 lb butts 45
Spear Head, 16 oz, 6 sp, 6, 18 and 30 (7 oz, 48)..... 45
Standard Navy, 3x12, embossed, 4 oz, 4 sp, 14 and 28 lb 38
6 for 10, 10⅝ oz, 24 lb butts. 35
Star, 16 oz, 12, 24 and 52 lb butts 45
Tinsley's Nat. Leaf, 3x12, 16 oz, 6 & 12 lb..... 54

Twist Tobacco.

Granger Twist,hand made light pressed, 12 to lb, 12-lb half bushels and 15-lb grained pails 45
Red Ribbon Twist, 10 to lb, 16 lb ½ bushels and 8 lb pecks 40
Honey dip Twist, 11 to lb, packed 5 lb..... 44

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Smoking Tobacco.

Master Workman plug, 3x6, 10 oz, 10 lb cad..... 45
Finzer's Mixed Plug, 16 oz, 3x12, 5 sp, 5 and 10 lb.... 32
Ole Virginy, 3 oz plugs 2x4 bright, 10½ lb boxes..... 42
Sickle plug, 15 oz 3x12, 5 sp 7½, 15 and 30 lb butts.... 46

JOHN BOLLMAN & CO.

Cigarettes.

Net cash.

Fragnrant Vanity Fair..... 3.90
Duke's Cameo..... 3.90
Sweet Caporal..... 3.90
Virginia Brights..... 3.90
Pets (foil packages)..... 6.12
Richmond Straight Cuts, 10s tin and paper..... 6.12
Cairo, No. 27 and 27a, (cork tip 7.50)..... 6.50
Casino Gold Tip..... 9.00
Imperiales, 10s, 20s, 50s, 100s, with or without mouthpcs. 7.35
Sultans, 10s, 20s, 50s, 100s, Mais and Rice paper with mouthpieces 9.25
Abdallah, No. 3 gold tip..... 7.75
" No. 2..... 9.00
" No. 1..... 13.00
Princess Lillian, Cork tips...17.65
Turkish Trophies..... 7.75
Egyptian Deities, No. 1, 10s.25.50
" " No. 3, 10s, plain tips 17.60
Egyptian Deities, cork tips..18.15
Mogul, cork tip.....10.25

High Grade Smoking Tobacco.

Less 2% for cash.

Imperial Mixture, 2½-oz tin 1.10
Plum, 1⅝-oz foil, net..... .64⅜
Three Kings Mixture,3½-oz tins 1.30
Yale Mixture, 1-oz tin, 1¼ and 2½ lb cartons..... 1.35
" 1⅝-oz tin, 2½ lb cartons 1.60
Yale Mixture, 3½-oz tin, 2½ lb cartons 1.60
Lone Jack, 3½-oz bags, net 1.17½

Wills' English Smoking.

Capstan, mild,med. or strong, 3½-oz, per lb..... 1.60
Capstan, mild, med or strong, 1⅝ oz, per lb..... 1.75
Latakia, 3½ oz, per lb..... 2.10

Sundry English Smoking.

Pioneer, 3½ oz, per lb..... 1.45
" 8 oz, per lb..... 1.43
" 16 oz, per lb..... 1.40
Lambert & Butler's Log Cabin, 3½ oz, per lb..... 1.30
Smith's Glasgow Mixture, 3½ oz., per lb 1.70

J. B. PACE TOBACCO COMPANY

Scroll Tag, twist, 6 to lb (other sizes, 67)..... 66½
" light pressed, all styles 73½
Scroll Tag, cable coil, 3 and 4 oz 76
Corduroy Spun Roll, 6-lb bxs 56¼
Mastiff Plug Cut, 1⅝ oz pchs or tin foil pkgs..... 68
Mastiff Plug Cut, 3½ oz pchs or tin foil pkgs..... 63
Mastiff Plug Cut,16 oz decorated tin 52½
Boston Smoke, 12s (24s, 48). 49

SURBRUG CO.

Grain, 1⅝ oz patent can.... .70
Golden Sceptre, 1-oz, 1-lb cart, per lb..... 1.20
Golden Sceptre, 1⅝-oz, 2½-lb cart, per lb..... 1.20
Golden Sceptre, 3½-oz, 2½-lb cart, per lb..... 1.00
Golden Sceptre,8-oz,5-lb cart, per lb 1.00
Golden Sceptre, 16-oz, 6-lb cart, per lb..... .95
Arcadia, 3½ oz, 2½-lb cts (1 1-lb cts 1.60)..... 1.56
" 1⅝-oz, 2½-lb carts 1.60
" 8 oz, decorated tin. 1.55
" 16 oz, decorated tin. 1.50
Crescent Club Mixture, 3½ oz .90

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Cigarettes.

Milo Cork Tips 18.50
" Plain " 15.00
" Ladies' mouthpieces, 20s oval box..... 9.00
Egyptian Arabs No. 3 Cork Tips 7.40
King William, Egyptian, nets 8.00
Turkish Delight, sanitary tip 7.00

JNO. J. BAGLEY & CO.

Net cash.

Gold Shore, 2½-oz..... 46¾
Lime Kiln cut plug, 2 oz.... 59¾
" " 3½ oz.....59¾
" " 8 oz tins. 56¾
" " 16 oz tins 54¾
Sun cured 2½ oz foil..... 49
" 2½ oz pouch.... 51

WEYMAN BROS.

Less 2%.

Cut and Dry, 3½ oz papers.. 32½

H. BOHLS & CO.

Fancy Mixtures.

White Navy Mixture, 1⅝ oz foil ..... .65
White Navy, 3½-oz foil, 5-lb cartons ..... .63
White Navy, 16-oz foil..... .60
London Dock, 3½-oz foil, 5-lb cartons ..... .80
Golden Gate, 3½-oz tin, 5-lb cartons ..... .85
Bright Virginia Pickings, 3½-oz tin, 5-lb cartons..... .80
Gold Bar, 3½-oz tin,5-lb cart. .90
Great Blend, 16-oz box, mild, medium and special..... 1.15
Great Blend, 8-oz box, mild, medium and special..... 1.20
Great Blend, 3½-oz box, mild, medium and special..... 1.25

Cut Plug.

Seal Rock, 1⅝-oz tins, 2½-lb cartons 25-lb ..... .74
Seal Rock, 3½-oz tins, 2½-lb cartons 25-lb ..... .74
Seal Rock, 8-oz tins..... .74
Peanut, 1⅝-oz foil, 5-lb cart .38
Old Chief, 8-oz and 16-oz.... .46
Seven Up, 16-oz pail, briar pipe with each tin..... .54
Seven Up, 16-oz pail, without briar pipe ..... .45
Seven Up, 2½-oz foil,5-lb cart .43
Seven Up, 2½-oz pouch, 5-lb cartons ..... .49

Long Cut.

case, per doz 1.80

R. A. PATTERSON TOBACCO COMPANY.

Less 2%.

Honest Labor, pch and tins, 2½-oz ..... .50
Lucky Strike, 1⅝ oz tins.... .75
" 3½ oz tins. ... .75
Patterson's Seal, 1¾ oz foil. .37
" 3½ oz pch.. .38
" 16 oz tin... .41

SNUFF.

American Snuff Co. .. ..

French, Rappee, 1¾ oz bottles, per 3 doz..... 2.90
French, Rappee, 3½ oz bottles, per doz..... 1.80
French, Rappee, 16 oz jars, per lb..... .65
Maccaboy, 16-oz jars, per lb .60
Irish High Toast, 16-oz self-sealing fruit jars, 12-lb bxs .57
Scotch Lilienthal's, in bladders, per lb..... .60
Scotch Lilienthal's, in weasands, per lb ..... .62
Horse Shoe, 16 oz glass jars, lb ..... .50
Horse Shoe, 2½ oz fibre cans .51
Horse Shoe, 8 and 16 oz cans .48
Horse Shoe, 1 oz and 16 oz cans ..... .56

Weyman Bros.

Copenhagen, 16-oz stone jars of 2 doz, per gross 5.6
" 1-oz tin, carto

" 11 inches 33.00
" 12 inches 37.00
scent 27.00

Ball Bearing.

hcock 33.00

MISCELLANEOUS.

rel Covers, 17-in. (flour
arrel size), per doz..... 1.80
rel Covers, 21-in. (sugar
arrel size), per doz..... 2.70
wnies, per doz....75 1.00 1.25
ter Ladles, plain, doz.... .45
ter Ladles, clays, doz.... .85
ter Spades, doz..... .40
les, oval, ½-lb, per M.... 2.25
" " 1-lb, per M.. 2.50
" " 2-lb, per M.. 2.75
les, wire end, ½-lb, per M 2.00
" " " 1-lb, per M 2.25
" " " 2-lb, per M 2.50
Heaters, Dover..... 1.00
sures, fiber, 4 pieces.... 1.50
pt., qt., ½ gal and funnel)
terns, O Tubular, doz.... 5.90
tern globes, in bbls....70@95
se traps, 1 to 5 holes.
g .....45@60
se traps, "Sure Catch," dz .35
Traps, rat, "Blizzard," doz.. .90
Nest Eggs, per doz..... .20
Oil cans, glass, wire cover,
1 gal, per doz..... 4.50
Oil Cans, gal., glvnzd iron.. 2.15
Oil Cans, 5 gal., glvnzd iron. 7.50
Potato Mashers, per doz 45@75
Rolling Pins, per doz..1.35@1.50
Spoons, wooden.....30c, 37c .65
Step Ladders, each per ft., 14-22-40
Tacks, steel, asstd, 2 14-oz.. .25
Tacks, Common, 2 oz., doz.. .11
Tapers, gas, 30 17-in, rtgs.dz .65
Toothpicks, box 2.50, 2.75
Twine Holders, hanging, doz 2.00
Spittons, fiber, 13-inch..... 6.25
Spittons, fiber, 12-inch..... 5.00
Spittons, fiber, 9-inch..... 4.15
Whips, per doz, from 90c to 18.00
Window Screens, 12-inch, doz 2.75
" " 18-inch, doz 3.25
" " 24-inch, doz 3.60

Department 26.

STATIONERY.

Corrected by the
Schwabacher-Frey Stationery Co.
42-44 Sutter St., San Francisco.

Blank Books.

Counter, 72 leaf, per grs.... 5.00
Counter, 90 leaf, per grs.... 6.00

Day and Ledger.

Cap, canvas, 200 pp., each.. .30
Cap, canvas, 500 pp., each.. 1.00
Crown Cloth, 150 pp., each.. .75
Crown Cloth, 300 pp., each.. 1.00
Cap, Im. Leather Bnd, 600 pp 3.20

Writing Paper.

Tanglewood.	Ream
Commercial Note, 5lb.....	.60
Commercial Note, 6lb.....	.72
Letter, 10-lb ex.....	1.20
Cap, 12-lb ex.....	1.44

Envelopes.

	Per M
XX, 5-in	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX,4-in.,Baronial cream or white	1.40@1.80
XX,5-in.,Baronial cream or white	1.60@2.00

Inks—Carter's or Diamond.

Black, 2 oz cylinder, p. gr.. 4.50
Red, 2 oz, 3 dz to box, pr bx 1.25
Black, 4 oz, per gr..... 7.20
" or Blue Blk, ½ pt,dz 2.17
" or Blue Blk, pt, dz.. 3.50
" or Blue Blk, qt..... 6.00

Lead Pencils.

	Gross
Cedar, rubber tip.....	1.75
Red plshd, mtl rbbr tip,1 X L	1.65
" Matchless	3.00
Yellow, plshd, rbr tip, round.	4.00
" plshd, rbr tip,hexagon	4.00
Black, plshd, rbr, tip, Nos. 1, 2, 3, 4, "Office" Hex.....	4.50
Carpenters, 3 dz to bx, pr bx	1.00

Steel Pens.

	Gross
Railroad, 1 gross in box..	$0.40
Stub, ex fine, smi, mdn lrg	.40
Falcon	.40
Bank	.40
School, fine	.40
Spencerian Nos. 1, 2 or 3....	.85
G"Note," No 404.....	.50
Gillott's, No. 303.....	.90
Pacific Mail, cinkle plate....	1.00
Tuxedo	1.00

Attracting Trade.

Food Laws Help Trade Relational.

Manufacturers and retailers, many of whom have raised serious objections to the pure food laws, are just beginning to realize that there is a very large measure of compensation in what they have regarded as rather oppressive laws.

The pure food laws are bringing manufacturer, jobber and retailer closer together, and out of this better relationship substantial benefit will come to each.

The manufacturer's and jobber's brands must now stand upon their merits as defined by law. If a brand is not what is is "cracked up" to be the retailer will not handle it. First, because he really desires to give his patrons a good product, and, again, because he cannot afford to fly in the face of the law. The manufacturer who is conscientious is not going to risk his commercial status by trying to beat the law and get the retailer into trouble with those who are charged with the administration of the law. He is going to put up a product that will stand the severest test, if he is wise, and then he is going to give the jobber a guarantee without any flaws in it.

The manufacturer's brands and the jobber's brands will come to stand for purity and quality in fact. With what amounts to an official endorsement back of the retailer's and manufacturer's declarations, the consumers will buy the goods and have an abiding faith in their declared quality.

It was not always so. There were plenty of manufacturers who depended largely upon high sounding phrases, loud labels and big discounts to sell their poor goods. The manufacturer whose goods had real merit was forced to compete with the fakirs. He had a hard time proving the quality of his goods. Now the nice words will "butter no parsnips" for the fakir. He must come out into the light of the law and show just what he has for sale, and he must show it so plainly anyone of ordinary common sense may understand whether a beautiful package contains food fit to eat or not.

During the past five or ten years manufacturers have been forced to address themselves largely, to the consumer. Producers of poor or ordinary foods were able through the medium of the daily press and the sign boards to force the attention of the public on their cheap products. There were no statements too extravagant for these people to make. They had poor goods to sell, but highly colored advertisements to the consumer, and gorgeous packages, on which were brazenly set forth virtues their wares did not contain, made up their chief stock in trade. Their labor was not in vain, either, for there are thousands of good people who were impressed with the showing these advertisers could make. It did not seem possible that men could be so bold as to set up the preposterous claims they really made. The manufacturer with a meritorious product could do no more. But he was forced into spending a small fortune in talking to the consumer.

The jobber and the retailer could not help the manufacturer. They were forced to keep what the people demanded, whether it had merit or not. And so the manufacturer, the jobber and the retailer fell apart.

Under the present conditions there is a strong probability that these three kinds of dealers will have a better relationship. It is only natural that this should be so. The retailer can now afford to push a good brand, and he cannot afford to push any other. There will not be the call now, from the consumer for food unfit to eat. The manufacturer of this class of food products will not be able to gull the consumer any longer, for the good reason that he will risk a conflict with the authorities whenever he attempts through his advertisements to sell something that is not all he claims for it.

The man with the goods that has merit can now address himself to the jobber or retailer with the full assurance that his words will be taken to mean just what they say. The jobber and retailer can now well afford to take the word of the manufacturer and then push his goods. The manufacturer need no longer appeal to the consumer to call for his goods. The retailer will now find it profitable to talk to the consumer for him, and thus save thousands of dollars that used to be spent in an effort to reach the consumer.

The better relationship that is bound to exist among manufacturers, jobbers and retailers, due to the operation of the pure food laws, is one of the commercial blessings of the law.

Red Seal Lye is advertised everywhere.

Watsonville.—Jones Bros. & Co.; capital stock $100,000, sub in full, by E. R. Krieger, president and manager; S. J. Jones, first vice-president; J. O. Dolfinger, second vice-president; J. H. Shanks, secretary and treasurer.

Quality in lieu of free goods—that's Griffon's.

Greer's Washing Ammonia

It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

310 Sacramento St., San Francisco
Telephone Temporary 3509

Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast.

SAN FRANCISCO, CAL.

CAUTION As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer.** Trade Mark.

(Continued from page 16.)

supply the world it is now figured, will not exceed 2,500,000 cases, as compared to the pack of last year 3,774,000 cases. This vast shortage will practically all be in what we term red fish. Last year the pack of red fish, chinook, sockeye and red Alaska was about 2,500,000 cases; this year it will be about 1,400,000 cases. It is now figured that the pack of Alaska red salmon is about 800,000 cases, which will be the supply for the world in this grade. When you stop to consider that this is no more than was distributed in the United States alone last year, when the pack was 1,475,000 cases, you will see how serious the situation is.

"The activity in the spot market, I believe, is almost wholly due to the very great increased consumption, as the size of the orders placed with the jobbers here (jobbers being the only source of supply), as first hand, like ourselves, have depended upon the jobbers to fill orders for months, do not indicate the slightest speculative buying. We are simply facing in a very great measure a clean-up of the stocks of salmon the world over. The English market has advanced and is now on a parity with the New York market. It is a serious situation for the packers, as they were obliged to outfit at a fixed expense, and where the pack is seriously cut the cost of the production is correspondingly higher.

"It is safe to say that every case of sockeye salmon canned on the Puget Sound this year will cost double the price that the packers will receive for it. The packer of Alaska salmon will not fare quite so badly, but he faces a serious loss. If our figures as to the probable pack of British Columbia and America are correct—and they cannot be changed very much—comparison with the past will be of interest.

"The total pack of salmon for the year 1903 was 3,606,411 cases; 1904, 3,323,654 cases; 1905, 4,630,685 cases; 1906, 3,774,423 cases.

"The stocks of salmon in distributors hands is the lightest in years. These figures show that the pack for the four preceding years has been nearly 15,500,000 cases, showing an average consumption of over 3,800,000 cases, against an estimated pack this year, as stated before, of probably not to exceed two and a half million cases."

HAY.

Somers & Co., report under date of August 20.:

Arrivals of Hay for the week just ended amount to 4680 ton, practically the same quantity as for the week preceding. Rail arrivals have not been quite as plentiful as they were during last week but water shipments have been very much in evidence. As the season grows late more strenuous efforts are being made to move the crop, and from all appearances we will have a continued rush by schooner until the rains prevent shipping. Considerable Hay is being shipped to interior points, and the warehouses in the regular Hay districts are about filled. In the large Grain Valleys of the State a large proportion of the Volunteer crop is still out of doors, and we fear that quite a bit of it will be baled owing to labor and transportation difficulties.

To sum up the situation our idea is that the market will drag along a bit heavily during the next 30 or 60 days, after which time we anticipate a sharp advance to cover the carrying charges on what Hay will be shipped to market thereafter.

An occasional car of fancy Wheat Hay still sells at above quotations; this can be said also of choice Tame Oat, New Wild Oat, however, is very much in evidence, and concessions are being made of late in order to effect sales. Most receivers, however, are attempting to maintain the old range of prices which we give to-day as follows:

Choice Wheat Hay	$18.00 to 20.00
Good Wheat Hay	16.00 to 17.50
Other grades same	9.00 to 15.00
Wheat & Oat	9.00 to 15.00
Tame Oat	9.00 to 16.00
Old Wild Oat	8.00 to 11.00
New Wild Oat	8.50 to 12.50
Stock Hay	7.50 to 9.00
Alfalfa	8.50 to 13.00
Straw, per bale	.45 to .85

ADVANCES—
Candies—Chocolate Goods.
20-Mule Team Borax ¼s.
Babbitt's Potash.
Babbitt's Lye.
Bulk Laundry Starch (National).
Rice.
Teas.

DECLINES—
"Tomson's Red Seal" Lye.
"American" Lye.
Castile Soap.
Marvelli Paste Goods.

FILLMORE LEASES EXTENDED.

Many of the merchants doing business on Fillmore st. between Sutter and McAllister sts. have secured or are endeavoring to obtain extensions on their leases. Baldwin & Howell report that all tenants from whom they collect rents on Fillmore st. have applied for renewals of leases, which have been in most cases granted them by landlords. The majority of the leases run for three years from next May or June. Some of them, however run for a longer period. A notable instance in which a long lease has been made by Baldwin & Howell is that of the premises occupied by E. P. Charlton & Co., 1313 to 1319 Fillmore st. This firm has renewed its lease for eight years from next May at an aggregate rental of nearly $50,000. A. L. Lilienfeld & Co., George Haas & Sons and J. Vincent, who occupy premises adjacent to Charlton, have renewed their leases for a period of three years from next May at an aggregate rental of nearly $60,000. All of the firms doing business on the east side of Fillmore st. between O'Farrell st. and Bryington ave. have secured extensions of their leases for three years from next May. These include the Swiss-American Bank, Royal Shoe Co., Elite Clothing Co., Carroll & Tilton and Charles Lyons, Joe Poheim, at the southeast corner of Post and Fillmore sts. has obtained an extension of three years through Baldwin & Howell, and I. Goldman has also secured an extension of his lease from the same firm.

Ft. Smith Refrigerators.—Cold & Dry.

Mr. E. J. Cody is located on 845 Webster St., having opened up recently.

FOR SALE.

Entire stock of groceries and fixtures of my store at 12th and P Sts., Sacramento, Cal., as a whole or in part, together with lease. Fixtures include three Toledo scales; 200 account McCaskey Register; 2 National Cash Registers; Meat Slicers; Show Cases, etc. GEO. KROEGER.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

YOUR EVERY WANT IN

PAPER

Can Be Supplied by

A. Zellerbach & Sons

421 JACKSON STREET
San Francisco Cal.

U. S. Metal Polish

POLISH.
Qts ..... $3.00 per doz
Pts ..... 2.00 per doz
½ Pts ..... .90 per doz

PASTE.
1 lb ..... $3.00 per doz
½ lb ..... 1.75 per doz
3 oz ..... .50 per doz
Barkeeper's Friend Powder, gross $12.00

U. S. METALLIC POLISH PASTE

is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. For sale by all dealers. Also the Sanos Alkali Floor Powder, containing no grease.

J. T. WILSON,
Pacific Coast Agt., 2871 16th St. S. F.

The News Letter says: The Cosmo-
litan, the monthly edition of the
arst papers, furnishes a curious
nfirmation of the story that Hearst
me West to name a Mayor for San
ancisco, but was thrown down and
mediately turned upon Langdon for
refusal to take orders. The news-
nd edition of the magazines is pub-
hed and circulated before those
ies which are sent to subscribers.
the news-stands, copies of the Cos-
politan for August, and in those
t to subscribers, the index contains,
s statement: "The Liberating of San
ancisco," three papers by Edward
milton, William H. Langdon and
seph J. Dwyer. In the news-stand
ies the articles named appear.
ey were printed and sent out be-
e the rupture between Hearst and
ngdon, but in the subscribers' edi
n the place of the articles named
taken by "What Life Means to Me"
"A Marvel of Modern Business,"
ther article being by any one of
three men named above.

Consul-General W. H. Michael, of
cutta, reports that the total quant-
of tea shipped from India during
year ended March 31, 1907, amount-
to 272,386,914 pounds; an increase
18,623,440 pounds over the preced-
year. The increase in shipments
Australia and New Zealand amount-
to 2,000,000 pounds, while the Unit-
Kingdom increased its purchases by
00,000 pounds more than in 1906.
shipments to America fell off about
00,000 pounds.

Parrott & Co. are said to be pre-
ing plans to open up branches of
ir merchandise brokerage business
Los Angeles, Portland and Seattle.

nality in lieu of free goods—that's
ffon's.

..... 1907

fornia Retail Grocers' and Mer-
chant's Association,

Webster St., San Francisco, Cal.

entlemen: Being desirous of unit-
with the other merchants of Cali-
da to better trade conditions, and
g willing to do our share, we here-
make application to be received as
ember of the

fornia Retail Grocers' and Mer-
chant's Association.

enclose Three ($3.00) Dollars to
our dues for one year from date.

ldress .....

gned .....

Purposes and Accomplishments

OF THE

California Retail Grocers' & Merchants' Association

OFFICIAL PAPER—Retail Grocers' Advocate.

Plan of Operation.

Prior to 1900, different associations of members of Chambers of Commerce had asked for various laws, from time to time, and had always failed to secure results through lack of organization. These failures caused the Retail Grocers' Association of San Francisco to invite other similar associations to send delegates to a convention in September, 1900. At this convention, it was decided to form an organization to be known as the

CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION.

This Association was organized to enable the grocers of California and other merchants to co-operate in order to accomplish results by their united action that they could not secure singly. Each Association sends delegates to an annual convention. These delegates decide the policy to be followed and elect officers to carry out their plans. Every individual member has the right to attend the annual convention as a delegate.

The next State Convention will be held at Sacramento on [illegible] 10th, 11th and 12th, 1907.

ACCOMPLISHMENTS.

LAWS SECURED.—Prior to the Legislative session of 1907, the combined efforts of the merchants affiliated with the California Retail Grocers and Merchants' Association secured the following results:

Permitting the Attachment of the Wages of Public Officials.

Making a Wife's Separate Property Responsible for Family Bills for the Necessaries of Life. Property owned before marriage or acquired by gift exempt.

Making a Guarantee of Purity a Sufficient Defense for a Dealer Charged with Violating the Pure Food Law.

We also secured the passage of the following, but through [illegible] of the Legislature.

VETOED BY GOVERNOR PARDEE.

Making an Account Date from the Time of the Last Item and making a Payment Renew an Account. Vetoed by Governor Pardee.

Allowing Merchants to Form Mutual Fire Insurance Companies. Vetoed by Governor Pardee.

Declaring Trading Stamps Illegal. Declared Unconstitutional by the Supreme Court.

SESSION OF 1907.

At the Legislative Session of 1907, the Board of Governors [illegible] both well organized, and although we were [illegible] of funds, we secured the passage of the following laws **ALL OF WHICH** were approved by Governor Gillett and **THEY ARE NOW LAWS.**

1. **Making the time in which an open book account outlaws FOUR years instead of two.**
2. **Allowing the formation of Mutual Fire Insurance Companies.**
3. **Making the passing of a check WITH INTENT TO DEFRAUD a State's Prison offense.**
4. **Providing that the dealer shall not be held responsible for the brand of goods GUARANTEED TO BE AS PURE.**

WE HAVE MORE LAWS TO GET. We want your influence.

We have, by united action, convinced the manufacturers of flour in several localities that the trade wanted them to stop senseless cutting. This has added many dollars to the profits of the grocers.

We propose to secure [illegible] desirable [illegible] we can.

(a) Protect EFFECTIVELY [illegible] Along this [illegible] to be cut. **We want your influence.**

(b) Protect EFFECTIVELY [illegible] a party who would otherwise [illegible] We want your **influence.**

(c) Protect EFFECTIVELY [illegible] and "short" packages to [illegible] We want your influence.

We are helping members collect bad bills [illegible] by a set of collection letters [illegible] property owned.

Our paper, **The Retail Grocers' Advocate,** which we own, is the [illegible] which makes it possible for us to secure the results outlined above.

ALL THESE THINGS COST MONEY [illegible] a year alone. We think you ought to [illegible] dues **DON'T YOU?**

California Retail Grocers' and Merchants' Association.

OFFICERS AND DIRECTORS.

RETAIL GROCERS AND MERCHANTS
Association of Alameda Co.

President, John Mitchell.
1st Vice-President, J. L. Woodworth
2d Vice-President, O. B. Palmer.
3d Vice-President, F. C. Koerber.
4th Vice-President, A. J. Nor.
5th Vice-President, J. E. Frazier
Secretary, Geo. MacDonald.
Treasurer, H. D. Cushing.

Directors.

H. Hauch, A. J. Nor, H. D. Cushing, G. Hoffman, J. Hopkins.

Manager Collection Dept.

M. K. Webster.

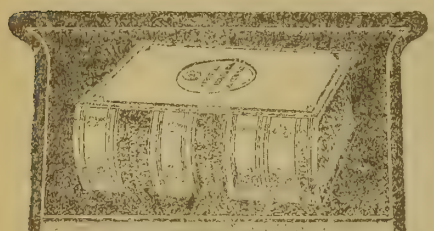
Association meets the 1st and 3d Monday of each month at 8 o'clock, p. m., at 419 17th St., Oakland.

NOTICE.

Whenever any prices in the Manufacturers' List, printed on Page 12 of the "Advocate," are cut, members should notify Secretary MacDonald as promptly as possible. (His telephone is Oakland 151.) Mr. MacDonald will at once take steps to have the cutting stopped.

OAKLAND MEETINGS.

The Alameda County Grocers' Association will hold its meetings on the second Monday of each month.



WEBSTER'S INTERNATIONAL DICTIONARY

THE ONE GREAT STANDARD AUTHORITY.

Can it truly be said of any other book than WEBSTER'S INTERNATIONAL DICTIONARY that it is:—
The Standard of the Federal and State Courts? The Standard of the Govt. Printing Office? The Basis of nearly all the Schoolbooks? Indorsed by every State School Supt.? Universally recommended by College Presidents and Educators? The Standard for over 99% of the Newspapers?

UP TO DATE and RELIABLE.
2380 Pages. 5000 Illustrations.
Should You Not Own Such a Book?

WEBSTER'S COLLEGIATE DICTIONARY. The largest of one abridgment. Regular and Thin Paper Editions. Unsurpassed for elegance and convenience.
1116 PAGES AND 1400 ILLUSTRATIONS.

Write for "The Story of a Book." Free.
G. & C. MERRIAM CO.,
SPRINGFIELD, MASS., U. S. A.
GET THE BEST.

ALAMEDA COUNTY RE-ORGANIZES.

Oakland Grocers and Their Neighbors Plan on Strong Lines.

Alameda county grocers have re-organized their association, basing their dues on the amount of business done by the member along the following schedule:

Over $15,000 monthly, dues	$10.00
" 10,000 monthly, dues...	7.50
" 5,000 monthly, dues...	5.00
" 2,000 monthly, dues...	2.50
Under 2,000 monthly, dues.	1.00

The following officers were chosen to serve till the next general election early in 1908:

President....H. D. Cushing, Oakland
Vice-President....H. Hauch, Alameda
Treasurer. J. L. Woodworth, E. Oakland

Directors.

John Mitchell, Central Oakland; T. L. Fleming, Central Oakland; Geo. Tum Suden, East Oakland; A. J. Nor, West Oakland; S. J. Sill, Berkeley.

The directors will meet at least once each month. The members will be called together whenever matters requiring concerted action come up and there will be a big social meeting once a quarter.

The men responsible for the re-organization of the association feel that they can afford to pay dues as per schedule, even if they do no more than maintain the flour prices and keep the yeast cake among the selling articles.

Their secretary will work in conjunction with San Francisco, San Jose and other Bay Cities and the organized grocers will be able to exert an influence that should put many more articles on the protected list.

Ft. Smith Refrigerators.—Cold & Dry.

REMOVAL NOTICE.

San Jose, Cal., August 5th, 1907.
To the Trade:—

We are now located at **329 to 353 North Market Street** and **328 to 352 North San Pedro Street**, where, with larger quarters and increased facilities, we are prepared to fill all orders and transact all business.

Telephone as before, **Main 49.**

Special Notice—Address all communications to **Station A** for prompt delivery.

Formerly 128 to 138 South Third St.

WALSH-COL CO.

WANTED.

Grocery or general merchandise store located within a radius of 40 miles of San Francisco (will consider proposition 100 miles south of San Francisco.) Will pay from $1,000 to $2,000. Give full particulars in first letter as to monthly sales, and expense. Address J. T. W., care "Advocate," 1711 Webster St., S. F.

The Hibernian Tea Company have opened a neat grocery on No 613 McAllister St.

A FAKE EXPOSED.

S. F. Grocers' Exchange Denies Unwarranted Use of Its Name.

At a meeting of the San Francisco Grocers' Exchange at 17 Oak St., on Wednesday, Aug. 14th, Secretary J. M. Sullivan was instructed to write to Mr. Fred Krueger, demanding that **Mr. Krueger stop printing the name of the Exchange in a publication issued by him under the name "Grocers' Bulletin."**

This action was taken because the peculiar position given to the announcement of the Grocers' Exchange would make it appear as if the Grocers' Exchange were interested in some way in the "Grocers' Bulletin." This is not the case. **The publication is a list of delinquent debtors printed by Mr. Krueger at his own expense and every dollar earned by the same goes into Mr. Krueger's pockets and not into the funds of the grocers.**

Mr. Levin of 1701 Post St., should be proud of his store force, as his clerks are above the average. A few more grocers like him will make the association a greater success than ever.

Welbrock & Bremer are the proud possessors of as neat an up-to-date grocery as can be found in San Francisco. They are located on 1035 Golden Gate Ave.

Sam Clarke is back from two weeks' vegetating at Monte Rio.

Ft. Smith Refrigerators.—Save Ice.

KELLEY-CLARKE CO.

23 Market St., San Francisco

IVORY SOAP
LENOX SOAP
P. & G. NAPTHA SOAP
K. C. BAKING POWDER
PROCTOR & GAMBLE CANDLES
ORANGE CITY RUSKS
PEARLO GUM
HONEYSUCKLE MILK



An Auto? No!
Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

DISCRIMINATION ADMITTED.

The Ice Trust Acknowledges to Sacramento Board of Health That Grocers Are Not Allowed to Deliver Ice Except in Cases of Illness.

Sacracento, Cal, Aug. 14.—The local ice trust has admitted that it will not allow grocery stores to deliver ice to customers except in cases of illness. At a meeting of the city board of health last night it was officially reported that such is the case.

Some time ago The Union showed how the ice trust discriminated against the delivery of ice by grocers. Managers of local ice companies at once denied the statement, although it was known to be a fact. Last night Dr. James reported to the board of health that the ice trust admits the discriminating practice.

Dr. James, by letter, reported on ice delivery. He said that on July 1st all grocery stores were forbidden by ice factories to deliver ice except in cases of sickness where life demanded it. A larger number of delivery wagons has been put on, and Sacramento now has more than any city on the coast, according to population. The ice company told him it would, in case any sick person failed to get ice as required, see that a proper supply is delivered as required and added that the order for non-delivery by groceries was made for purely business reasons, and exceptions could always be made in case of sickness.—Sacramento Union.

IN NEW QUARTERS.

Wichman, Lutgen & Co. Establish New House for Gilt Edge Whiskies.

Wichman, Lutgen & Co. are back in San Francisco with splendid appointments at 431-439 Clay St. They moved into their palatial quarters on June 20th. They now have 20,000 square feet of floor space divided between three floors and a big concrete basement.

The "Gilt Edge" whiskies, both rye and bourbon, have always been deservedly popular. The firm too has always been so thoroughly fair and liberal in its dealings with the trade that their business has increased continually.

The **Advocate** anticipates a continuance of the growth in the new quarters.

OFFICE Purchasing Commissary, U S. Army, 1006 North Point St., San Francisco, Cal., August 17, 1907. Sealed proposals, in duplicate, for furnishing and delivering on or about September 20, 1907, subsistence stores in accordance with specifications and conditions set forth in Circular No. 3, War Department, Office Commissary General, Washington, D. C., February 12, 1907, will be received at this office until 11 o'clock A. M., August 27, 1907, and then opened. Information furnished on application. C. R. KRAUTHOFF, Major, Commissary.

It Is Hard to Find a Grocery Store where they do not sell **Red Seal Lye.** The trade mark is put on the can as much for your protection as for ours. Look for the RED SEAL.

John T. Kelly
W. H. Kelly

Tel. Temp'y 1362

KELLY BROS.

WAGON COVERS & BOAT SAILS
TENTS, AWNINGS, HAMMOCKS

18-20 Clementina St. Bet. First and Second Sts. **San Francisco**

Cable Address "CLUFFECK." Telephone Temporary 2860

William Cluff Company, Inc.

Wholesale Grocers...

Importers and Ex orters of Cigars and Tobacco.

◆ ◆ ◆ ◆

Spear and Mission Sts.

San Francisco, Cal.

HAAS BROS.

Wholesale Grocers---

Importers and Commission Merchants.

100 CALIFORNIA STREET
(Corner Davis)

San Francisco California

Seasonable Suggestions

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

PUSH THE GOODS
PROTECTED BY AGREEMENTS
CUT OUT
AS FAR AS POSSIBLE
ALL GOODS
DEMORALIZED
BY PRICE CUTTERS

Education makes the man.

One today is worth two tomorrows.

Tact wins the organized grocer's ends.

An honest man's the noblest work of God.

A single fact is worth a cart load of argument.

He who knows his incapacity knows something.

A man's prosperity depends largely upon his health.

Cunning avoids obstacles; tact meets and overcomes them.

Enterprise and advertising make the biggest pair in the deck.

Worry brings disease and it shortens life by wasting time.

Life is not a grind to the man who has a grist worth grinding.

Faults discovered and stopped today build profits for tomorrow.

The way to be faithful in anything is to be faithful is everything.

Reports show that 94 out of every 100 merchants in business fail to succeed.

How often we close our eyes and grope in the darkness of our own stupidity.

It is estimated that $1,000,000,000 annually is sent to Europe by the immigrants.

It is said that were it left to the fair ones there would be no such things as secrets.

Grief has taught you a good lesson if she has shown you how to swallow it silently.

During the past year 40,000 horses were slaughtered to supply Parisians with meat.

Overcome your own opposition to system and you have made a start toward success.

Just as rats desert a sinking ship, the public shuns the man who looks like a failure.

There is a gradual leak and waste in a store without a system that does no one good but saps the profits.

System is the remedy for all the mistakes that occur between customers and clerks.

The English firm of Crosse & Blackwell is over 200 years of age and employs 2000 hands.

The cranks often make the best customers. Study their peculiarities and learn to handle them.

There is a power one hundred times more powerful than that of bayonets; is is the power of ideas.

When a great movement is successful, tact will be found at the helm and a cool head on the bridge.

The chief good of life is for well mixed people who enjoy what they find without question or criticisin.

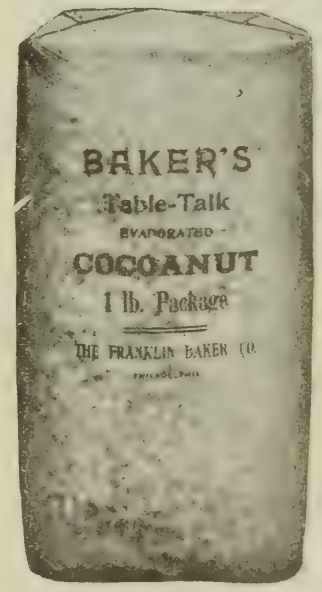
After-hours should be spent in play or planning—not in counting. A cash register will count all day long.

J. Pierpont Morgan's cigars are exactly nine inches long and cost as much apiece as a box of ordinary ones.

Indifferent officers make an indifferent organization. An enthusiastic executive inspires membership and makes willing subscribers.

America pays $20,000,000 yearly for cut flowers most of which is grown under glass, of which there are 31,000,000 square feet.

We're Compelled to Use the Best Nuts.



There is as much difference in cocoanuts as there is in apples. We could make a good bit more money—for a while—if we would put a lower grade of nuts into

Baker's Cocoanut.

But if we did that we couldn't guarantee **Baker's Cocoanut** to keep its sweetness and color.. So we have to use the best grade of nuts to protect our guarantee, even if there were no other reasons.

BUY BAKERS' TABLE TALK BRAND

In Oil-proof bags, packed in 18-lb. Pails and 30-lb. Cases
Sold at Bulk Prices.

No loss in breaking up of the Shred.
No loss in over weighing.
No loss in evaporation.
No loss of time in handling.

Always clean, moist and fresh, and profits sure!

The Franklin Baker Company, Philadelphia.

Johnson-Locke Merc. Co., Agents, - San Francisco.

The Commerce of Alaska for the last fiscal year will amount to $60,000,000, a gain of $12,000,000 over last year.

The calculations of the gold experts place the gold in the United States Mints and National Banks at $1,484,845,280.

We do what we must, and call it by the best name we can and would fain have the praise of having intended the result which ensues.

Statisitics show that of all business enterprises that are started 95 per cent end in failure. Could this be if ability and reliability went hand in hand?

We might discover opportunity for self-improvement if we would only turn the searchlight of criticism upon ourselves instead of upon our neighbors.

A gentle tolerance for another's opinion promotes good feeling. Personal good feeling is seventy-five per cent; merchandise and price twenty-five per cent—of success in salesmanship.

Success in business is 95 per cent man and 5 per cent conditions. The measure of a man's success in business is in his ability to organize—for no business long remains greater than the man.

As the sun is shining behind every cloud, so has every effort toward a good end its own reward, although it is often difficult to detect the benefits on account of the obscurity accompanying it.

Properly handled candy is one of the best paying and nicest lines a grocer can handle. A handsome display of confections gives tone and dignity to a store and makes it attractive to women and children.

Commercial failures in the United States, according to statistics compiled by R. G. Dunn & Co., where 5,607-in number and $69,568,662 in amount of defaulted indebtedness during the first half of 1907.

The total amount of gold exported from the Yukon territory during the year ended December 31, 1906, according to the records in the consular office at Dawson, was $5,230,606, of which $33,538 was from Alaska, brought by miners and others on their way out, the balance, $5,287,068, being the product of the Yukon territory. In addition to this the records of the Alaska Pacific Express Company, at Dawson, show that $5,930,672 worth of gold was received by that company from points in Alaska, principally the Tanana district, for shipment to the United States.

That the hen is man's best friend is borne out by the official figures of the produce market. These show that while the cost of living in general has been increasing, and the prices of luxuries and necessities are soaring, the price of eggs is the lowest that it has been in five years—as far back as the present output is the finest the market ever has seen.

Cracker Jack

"The More You Eat
The More You Want"

The World's Greatest 5 Cent Seller

Dodge, Sweeney & Co.

Agents

San Francisco California

By Merit and Integrity BORDEN'S Milk Products Have Continued in Popularity with Dealer and Consumer for

EAGLE BRAND CONDENSED MILK



50 Years



PIONEER BRAND EVAPORATED MILK (Unsweetened)

BORDEN'S CONDENSED MILK CO., Originators of Condensed Milk and "Leaders of Quality"

Coast News.

CALIFORNIA.

Santa Maria:—Herron & Co., grocers have incorporated.

Lodi:—The Newfield and De Valle Grocery Company has incorporated.

San Pedro:—Mr. W. O. Drihaus the grocer has taken a mortgage of $500.

Isleton:—Mrs. I. P. Gardiner has sold her grocery to Gardiner & Limback.

Mr. Hoke of the grocery firm of Hoke and Gwyn has given a mortgage for $1100.

Pasadena:—Mr. J. H. Gamble of J. H Gamble & Co., has given a mortgage of $1000.

Rumor has it that Dinkelspiel Bros. have sold their grocery business to Mr. S. Wisekopf.

Los Angeles:—Mr. J. R. Lessing the grocer has been attached for the amount of $250.

Ukiah, Cal.—Dan Gibson & Frank Grant took charge of Lucas Bros.' grocery store recently.

Long Beach:—Mr. T. Lee Irwin has sold his grocery business to M. T. A. Wollbrick of this place.

Mr. W. P. Chapman has sold his grocery business to R. H. Wilson. The sale took place yesterday.

Angel's Camp, Cal.—Oscar Harringness to J. M. Stephens and will look elsewhere for a new location.

Mr. E. L. Du Bose has sold his grocery business to Mary Grimm. This sale was to take effect on August 17.

Berenda:—Alcase & Buchanan are reported to have sustained considerable loss as a result of a fire in their grocery business.

Ontario:—Mr. G. W. Evans has sold his grocery business to M. A. F. Southwick. The transfer took place on Saturday Aug. 17th.

Bakersfield:—An involuntary petition in bankruptcy has been filed against Mr. John Henry who conducts a grocery business.

Santa Cruz, Cal.—Notice of intended sale of grocery and produce stock and business at 504 and 506 Main St., Watsonville—L. P. Lauritzen et als. to James Rich.

M. H. G. Hansen has also published the notification of the sale of his grocery business . The transfer will be made to-day when M. E. G. Murray will resume proprietorship.

Holloister, Cal.—H. W. Clarke, the grocery man, has made an assignment to the Sheriff for the benefit of his creditors. He purchased the old Bannister stand early this year.

Lodi, Cal.—Expansion is the order of the big merchandise store of Friedberger & Kaiser. The latest move is to take in the big hall, over the store and transform it into a furniture department.

Arroyo Grande: — P. A. Campbell of Oceano, who was with T. V. Wheeler of that place for a long time, has taken the premises vacated by the Misses Mooney and will open in the grocery business on Aug. 20th.

Burlingame: — H. E. Morken and E. B. Lorton, of San Mateo, are busily engaged in getting ready for the opening of their general grocery store on Highland Ave., in the Hatch Building. They intend to carry a general grocery and hardware business.

Alturas, Cal.—C. A. Ballard is making arrangements to open a mercantile establishment in Alturas in the near future, and will be located on the ground floor of the Cornish building, next to the Post Office. Mr, Ballard has had experience in that line of business, and will doubtless meet with excellent success in his undertaking.



MORE THAN
FIFTY YEARS
AGO
HUNTER WHISKEY

WAS PUT UPON THE MARKET, AND EVERY YEAR ADDS TO ITS SPLENDID REPUTATION. RIPENED BY AGE, ITS MELLOWED EXCELLENCE REMAINS ABSOLUTELY UNSURPASSED. IT IS TO-DAY

FIRST OVER THE BARS



CHARLES M. REYNOLDS CO.,
Agents for California and Nevada,
912-914 Folsom St., San Francisco, Cal.



IN TWO YEARS THE
Royal Electric Mills
Have grown into the Largest Line of its kind in the World
WHY?

BECAUSE—

1st. A ROYAL MILL cuts the Coffee into even granules, without crushing or grinding.

2d. A ROYAL MILL is self-cleaning, not a grain of Coffee is left in the mill to mix with the next lot.

3rd. ROYAL MILLS will Pulverize Coffee Without Heating, no other will do this.

Beck Hardware Co.
73-75 Clementina St., Near 2nd and Folsom Sts San Francisco.

he firm of Rice & Horn in- d to open at once a gro- y and vegetable business at nta Maria. Mr. J. W. Horn, the ju- r member, has recently arrived in oyo Grande from Chico. He is a ther-in-law of J. E. Parrish of this ce, and is interested with him in vegetable business.

Iaywards: — R. B. Ayres, who been associated with H. W. Holm- is conducting a grocery business the Holmes-Borland Co., at corner and Main Sts., for several months t, has purchased Mr. Holmes' in- est in the business and is now sole ner of the Holmes-Borland Co. with exception of Mr. Borland.

'orterville, Cal.—A contract has n signed by Dan Abbott and Con- ctor Geo. Murphy for a 2-story lding on Main street. The new ck will take up the place of the oden structure in which H. A. Ma- ey now conducts his produce store it is the understanding that he nds putting in a good line of gro- ies, etc.

'orterville: — Howeth & Stone e purchased the stock of groceries ired by H. G. Traeger from Fer- on Brothers, and as soon as they dispose of a portion of them and the new quarters suitably fitted they will move from their present n into the Sarthou building. Mr. eth states that this move is ne- itated by their rapidly increasing business, the present quarters being too cramped for convenience. They will carry a bigger line of men's fur- nishings and groceries than ever be- fore when they get into the new loca- tion, which will be about September 1st.

OREGON.

Portland:—Mr. E. M. Pratt the gro- cer has filed an involuntary petition in bankruptcy.

WASHINGTON.

Seattle:—Wm. H. Murphy Grocery Co., has received a deed of $1100.

S. H. Sumner also a grocer received a deed of $600 and gave a mortgage of $200.

Tacoma:—Harold T. Hagen has mortgaged his grocery store for $1300.

Newport:—Mr. Hurd of Noble and Hurd has received a deed for $200 .

Puyallup:—Stewart Grocery Co. has sold out to Mr. L. M. Whidden.

Wilbur:—M. E & E. T. Hay the gro- cer's have given a deed for $1100.

Peach:—Mr. W. W. Scott has sold his grocery to E. S. Bailey of this place.

Kapowsin:—Mr. P. H. Physeck has sold his interest in the grocery firm of Schuh & Physeck, to his partner M. Schuh.

R. A. Holcombe of R. A. Holcombe & Co., has just returned from an ex- tended Eastern business trip.

Sanipure Milk

An Artificial Mother's Milk for In- fants and Invalids. The only Perfect Substitute for a Healthy Mother's Milk—All Jobbers.

PACIFIC COAST

CONDENSED MILK CO.

Seattle, Wash.

JOHN H. SPOHN, Agents.

San Francisco, Cal.

California's Best Advertised Product

GHIRARDELLI'S

Chocolates and Cocoa Satisfies Everybody

THE DEALER

Because it Cannot be Sold for Less than a Fair Price:

THE CONSUMER

Because it is always Pure, Fresh and of Full Strength.

In order to protect our Trade Mark and Also Protect the Dealers who Distribute our Goods, we have fixed the following as the minimum prices of the goods listed below:

Ghirardelli's Ground Chocolate, 1-lb. tins....30c
" Ground Chocolate, 3-lb. tins.....80c
" Cocoa, ½-lb. tins.....25c
" Eagle Chocolate, 1-lb. tins.....25c

(More may be charged when the dealer finds it necessary.)

We sincerely trust that the Retail Trade will appreciate our Good Will and will lend their aid in our efforts to maintain the above prices

D. GHIRARDELLI CO.

A SUBSCRIBER OBJECTS.

To the "Poisoning of Groceries and Vegetables by Dogs.

The Calistogian is in receipt of the following communication through the mails from a lady subsmriber, and as it is more suggestive of common sense than that of vulgarity, it is given space in these columns:

At Home, July 30, '07.

Editor "Calistogian":

Praise to thee, for thou alone can help us in our dire extremity. As a lady, I desire to say a few words to the retail merchants of this, our beloved little town, through the columns of your valuable paper. My subject is a delicate one; therefore I the more earnestly beseech your charitable consideration. You know it has become quite the thing for our local merchants to make a display of groceries and vegetables on the sidewalks in front of their places of business. And you also know that there are some very tall dogs running about town.

Now, Mr. Editor, undoubtedly you have a very comprehensive idea of what I am desirous of saying, and if you will help me out, you will certainly do the suffering public a very great favor. What is needed is to have such goods put in or on boxes or shelves above high-water mark. For the good of women in particular, and mankind in general, the grocers wil please attend to this matter at once.

Those wire screens they use over baskets and barrels are not water tight. This is a delicate subject, as I said before, but you know that when a lady goes to a store for cabbage and beets she does not like to be obliged to purchase watermelons and peas all at the same time. Ann Observer.

"THE RETAIL MERCHANTS' ASSOCIATION."

The following letter received from J. B. Holland, president of the Mississippi Retail Merchants' Association sets forth very clearly the object of the asosciation:

"The question 'What is the Retail Merchants' Association,' is breifly answered, that every merchant in our State may know what the association stands for, and what those towns or individuals are missing who are not associated with this organization, also some conditions that may be brought about by a united effort. In the first place, it is not a money making scheme; not an association launched for the benefit of a few; nor is it an association launched for the benefit of the retailer to the detriment of the public.

"The object of this association is to safeguard the interests of all retail merchants, and to encourage the formation of local associations throughout the State, and to co-operate with the National Association of Retail Grocers of the United States:

"To assist in confining the re trade of the village, cities and tov to the legitimate retailers of th towns;

"To correct evils attending the cre system;

"To abate trade abuses, injuri and unbusinesslike methods, and to cure the co-operation of all manuf turers in securing just and equita prices on all staple and standard m chandise, and thus to produce a m healthful conditions of the retail tra

"To disseminate trade informati encourage improved business meth and generally to advance the int ests of all retail merchants and wh salers, and to secure more frien relations among all retailers who sire to advance their mutual intere

"To secure State and National le lation, just and equitable to the tailers, and to oppose such legislat as would prove detrimental to th welfare, and to protect the pu against the sale of impure foods, n branded, and short weight goods.

"The above clearly shows the obj of the association, and doesn't it peal to you as a good thing?

"J. B. Holland, President

MR. STULZ RETURNS.

Jos. A. Stulz has returned from vacation trip to Santa Rosa, res and refreshed. Mrs. Stulz accomp ied her husband. They were gu of Mrs. Geo. P. Noonan.

THE "ADVOCATE" GAUGING RODS HAVE ARRIVED!!

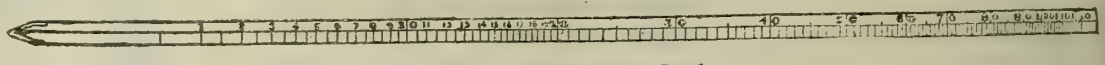
Send Your Order In At Once.

There is no question but what every merchant should have his own measuring instruments on which he can for protection. Oil and vinegar are frequently overgauged and unless a merchant has a set of gauging instruments he not tell whether he is paying for oil or vinegar that is charged to him at, say 52 gallons, when as a matter of fact the rel will only hold 48 gallons. This is a trick frequently practiced as these concerns know that few dealers have measu instruments.

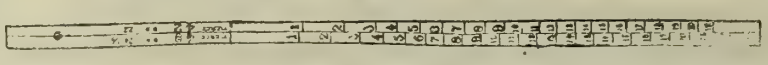
The long stick is used to determine the actual capacity of the barrel while the small one shows the amount th lacking in the barrel. Protect yourself as many readers of this paper have, by buying a set of the Advocate gaugin struments which are sold at a normal figure. It is advisable to have two sets, one for vinegar, molasses and syru another for oil if it is bought in barrels as one set should not be used to gauge both oil and vinegar or molasses.

We will deliver the gauge rods to you at your store at these prices, cash in advance: 1 Guage and 1 Want Rod $1.45; 2 Guages and 2 Wantage Rods, $2.80; 3 Guages and 3 Wantage Rods, $4.20.

Cuts in this advertisement show both the gauge and wantage rods. Complete directions for using will be f free with each set.



Gauging Rod



Wantage Rod

Get a set of gauge and wantage sticks, then you'll know to a certainty when you buy what you get fo money. Remit by postal or express order, draft or check. SEND ORDERS TO

Retail Grocers Advocate. 1714 Webster St., San Francisco, Cal

ADDRESSES WANTED.

Parties Whose Whereabouts Are Desired by Various Merchants of California.

Every reader of the **Advocate** is requested to glance over this list. If you find any one there you know, send us his address.

If you are seeking the address of some customer, send his name, occupation and last-known address, and we will see if we can help locate him for you.

Note—Only employes of the **Advocate** will know who is inquiring for these various parties.

Note—We give only the last known address.

(1) Austin, H. V., Reno (waiter.)
(1) Brennen, Will, Goldfield, Nevada (miner.)
(2) Benjoin, M., Redding.
(3) Bowden, H., Sacramento.
(1) Burton, Chas E., San Francisco, (carpenter.)
(2) Cummings, W. M., Redding.
(2) Chase, Frank, Redding.
(1) Collins, Fred W., Stockton, (carpenter.)
(3) Collings, J. B., Sacramento.
(3) Eubanks, B. F., Sacramento.
(1) Edwards, Joseph, San Francisco, (miner.)
(3) Gowell, Sacramento.
(2) Harvey, J. D., Redding.
(3) Lockridge, J., Sacramento.
(2) McGee, Jas., Redding.
(2) Pasco, Tony, Redding.
(2) Pefley, W. L., Redding.
(1) Paltana, J., Redding.
(1) Smith, J. W., Sacramento (laborer.)
(3) Stepp, C. A., Sacramento.
(3) Stephens, O. L., Sacramento.
(3) Waggoner, A. H., Sacramento.
(1) Ward, W. H., Stockton, (miner.)
(1) Williams, W. H., Redding (miner.)
(2) Welch, V. G., Redding.
(2) White, H. D., Redding.
(2) Whelihan, F. P., Redding.
(2) Wertz, J. L., Redding.
(4) Colford, Geo. W., Stockton.
(4) Baker, Lewis, O'Farrell & Jones, San Francisco.
(4) Cannon, Wm., Stockton.
(4) Dowen, Clarence J., West Oakland.
Mrs. M. Meyer.
Josiah S. Corbett.
(6) Fred Buel, Oakland (butcher, after electrical worker).
(6) E. O. Brooks, Antioch (farmer).
(6) Geo. Gyotoki, Jersey Island (contractor).
(6) T. Inanami, Jersey Island (contractor).
(6) G. Horioka, Knightsen (laborer).
(6) Wm. Osborne, Stockton (blacksmith).
(6) Paul Gustofson, Pt. Richmond (laborer).
(5) Mrs. M. Meyer.
(5) Josiah S. Corbett, (glazier).

ASSOCIATION VS. TRUSTS.

Association work, as we understand it, bears the same relation to trust control of business that a free government does to a monarchy.

The association aims to uplift and benefit the many engaged in business. The trust would wipe out the many, that a few might have an over-abundance.

It is possible to harmonize business conditions so that many and not the few shall reap the profit under changed business conditions.

The association is a tower of strength when new conditions confront the trade. If its members have been true to its interests, which are their own, they have chosen as officers or leaders men of keen perception, who have perhaps seen the storm coming long before it breaks, and have given warning acordingly.

It is an old saying that when a new situation develops there is always found the man to fill it.

Too much praise cannot be given to the men who have unselfishly given of their time and energy in building up associations for the benefit of their fellow brothers in trade.

The same amount of brains and energy put into their personal affairs would have in many cases netted them many dollars; but they keep right on working for the good of all to the sacrifice of their private business interests. Sometimes the sacrifice made was not even appreciated by those for whom it was made. But it makes no difference; they keep on working anyhow. There are men in the world to whom mere money grabbing is a sordid occupation compared to the uplifting, even in a small degree of their fellow men. It is to such men the world owes what is best in its laws and institutions. Fools, some of the greatest were called in their day. It is possible they even thought so of themselves. But future generations rose to call them blessed.

William Smedley.

Philadelphia.

NEW PICKLE MANUFACTURERS.

Vinegar Works to Be Run in Connection With $100,000 Enterprise.

Watsonville, Aug. 9.—One of the most important industrial enterprises ever launched in this section is the undertaking proposed by Jones Bros. & Co., of California and Kentucky. This $100,000 corporation has purchased the cider and vinegar factory of Prettyman & Wolf Co. These old works are now being thoroughly remodeled and brought up to date.

It is claimed the remodeled works will have a capacity of 5,000 tons of apples this season. The real object of the company is said to be to conduct a pickle factory in connection with the vinegar plant, and all plans are practically perfected for the immediate launching of such an enterprise.

The proposed factory means an expenditure of approximately $100,000. The machinery will include the latest devices for the rapid and economic production of pickles of all kinds.

The importance of such an enterprice to this city and surrounding country can hardly be estimated. It will mean an immediate market, with unlimited demand, for nearly all clases of small produce.

Jones Bros. & Co. is officered by men of years of experience in the conduct of the pickle business, having successfully carried on such interests in the Eastern States. It is probable their factory here will give employment to 100 people.

E. R. Kreiger, president, and J. H. Shanks, secretary of the company, will both become permanent residents of Watsonville, their families having arranged to locate here.

LASH'S
Kidney and Liver
BITTERS
CURES DYSPEPSIA
1731 Mission St., S. F., Ca'



½ Pts, $1.12½ doz
Pts, 1.85 "
Qts, 3.25 "

News Notes.

Charles Haas is now in Switzerland with his father, William Haas.

H. G. Lang has just returned from a pleasant two weeks at Rio Vista.

McCarthy Bros. report that they continue to find shortages in their vermicelli.

W. D. Leahy, of J. H. Newbauer & Co. is spending a few days at Bartlett Springs.

W. W. Hewitt, city salesman for William Cluff Co., is off on a three weeks' vacation.

Frank Elliott, for years with Hills Bros., is now representing Parrott & Co. on the "street."

Ray Schabel,"street" buyer for Wellman, Peck & Co., is spending two weeks at Glen Alpine.

S. A. Newbauer, vice-president of J. H. Newbauer & Co., is spending his holidays at Catalina Island.

James Reilly has a pretty new store at 23d and Guerrero streets. It is nicely stocked and is kept very neat.

George Lauinger of Tillmann & Bendel, leaves for several weeks at Catalina Island on Saturday of this week.

F. W. Hansen, 801 1st Ave., says he thinks every grocer in his neighborhood would like to get a fair price for beer.

J. H. Manley of the Dyersville Canning Co., of Dyersville, Iowa, packers of high grade corn, is calling on the local jobbing trade.

John Grindley, for twenty years with the Capitol Mills, was stricken with apoplexy last week and no hope is held out for his recovery.

The firm of Lee & Van Winkle, 1174 Ellis St., have just installed one of the large Hobart Mills at $350, and are much pleased with the same.

Julius Rothschild, for many years associated with his brother in the John Rothschild Co., has gone to New York to embark in the banking business.

Milton Unger, formerly with J. H. Newbauer & Co., is confined in a private hospital with appendicitis. His condition is reported to be very grave.

John Duff is just back from a few days at Pacific Grove. He attended the Christian Endeavorer Convention there. He was the delegate from Menlo Park.

The Channel Commercial Company, operating at Santa Barbara and Ventura and San Luis Obispo, and the Humboldt Commercial Co. at Eureka, have been admitted to the Jobbers' Association.

Fred H. Olsen, who conducted the Fountain Coffee Parlors on California and Drumm Sts for many years, has opened a modern cafe and grill room at 160 First St., where he is giving a glad welcome to his many friends.

H. N. Edlin, Ellis and Devisadero, says: "The Collection Letters have helped me get in considerable money. Of course, you cannot get blood from turnips, but I am now money in that I would not have had if it were not for the letters."

A new front with a balcony around the store, new shelving and counters, etc. and more light has improved the appearance of the store of the late A. B. Knox at 878 Valencia st. very much Mr. Robert Knox has managed the store since his father's death.

It is reported that the new store of J. H. Newbauer & Co., corner Davis and Pacific, is to be one of the most commodious and substantial west of the Rocky Mountains. It will in a measure be in keeping with the business built up by this enterprising firm.

C. E. Young, 2859 16th st., thinks the Grocers Association should take up the peddler problem. The peddlers who pay no taxes nor rent nor clerk hire and only a very small license take up so much of the fruit business etc. that the sales are so little that the grocers profits are cut down and they have to charge more for what they do sell because of the small quantity they handle.

DUE TO CARELESSNESS.

Grocery Clerk Blamed for Death of Customer in Southern California.

The clipping found below carries an object lesson which is so obvious that further comment seems unnecessary:

Long Beach, Cal., Aug. 6.—Mrs. Martin Coralis, who lives near the Orange county line, was terribly burned in an explosion of gasoline last night and died a few hours later. She attempted to start a fire with a can **supposed** to contain coal oil, but which was full of gasoline. **Her husband charges that a grocery clerk made the fatal mistake.**

Wichman, Lutgen & Co.

INCORPORATED

Importers and Wholesale Liquor Dealers

Sole Proprietors

GILT EDGE

WHISKIES

RYE AND BOURBON

Temporary Office and Warehouse

Cor. Everett nd Harrison Avenue, Alameda

Near Park St., Draw-bridge.

431-439 Clay St., San Francisco.

M·J·B·Coffee

WHY PACKED IN TINS ONLY?



RED SEAL LYE.

Disinfectant, Water Softener, Cleanser. The Sifting top Can.

P. C. TOMSON & CO., Makers, Philadelphia, Pa.

HANDLE

SPERRY FLOUR

and make a good
PROFIT!

The most popular brand on the Market.

Purchase Tomato Catsup from Catsup Manufacturers

NEW DEAL

FREE One Case "CALIFORNIA HOME" Tomato Catsup, (1907 Crop) Free with Five Case Order. Free Case Delivered First, **Without Cost to You.** If same proves satisfactory you can then, at your option, place order for Five Cases

"CALIFORNIA HOME" Tomato Catsup

All the Meat of the Tomato is used in the Manufacture of these Goods.
Guaranteed Absolutely to comply with All Pure Food Laws.

Packed Two Dozen Full 16-oz. Pints to the Case, - - per doz. $.225

5 Case Lots, $2.25 per doz. and ONE CASE FREE
10 Case Lots, $2.20 " " " TWO CASES FREE
25 Case Lots, $2.15 per doz. and 5 CASES FREE
100 " " $2.00 " " " 20 CASES FREE

Our Main Plant at Haywards is located in the Center of the Largest and Best Tomato Growing Sections of America.

Pacific Vinegar and Pickle Works

General Offices : 161 Sacramento St., San Francisco.

THE RETAIL
GROCERS ADVOCATE

E. D. EDDY, EDITOR. SAN FRANCISCO, CALIFORNIA, AUGUST 30, 1907. VOL. 12, NO. 35.

PUSH CROWN FLOUR

Advocates
a
Retail Card Selling
Price Profitable to
the Dealer.

Satisfactory to the
Consumer.

FLOUR-MEALS

Telephone Temporary 790



STOCKTON MILLING CO.
Office and Warehouse
112 California St. San Francisco

Rainier BEER

Just a little better
than the rest.

JOHN RAPP & SON
AGENTS
Phone Market 1755



A Practical System for Handling Accounts

The SYSTEM that handles your ACCOUNTS with the Least Expenditure of TIME.
With the Least chance for ERROR or CONFUSION.

With the Least Expense.
And gives YOU COMPLETE DETAILS and INFORMATION regarding your business.
That keeps your ACCOUNTS protected from FIRE.
That puts YOU in Position to COLLECT your INSURANCE IN FULL in case you should have a FIRE.
That assists YOU in COLLECTING your ACCOUNTS is The McCASKEY ACCOUNT Register System. Nothing to compare with it.
Don't YOU think it's about Time to Investigate?

A 64-page Catalog Free. Drop us a Postal.

WE CAN SHOW YOU
How Our Register Quickly Pays for Itself, and Continually Earns You a Profit.

W. A. HAWLEY, General Agent Pacific Coast,
237-38 BACON BLOCK, OAKLAND, CAL.

BRANCH AGENCIES: Los Angeles, Cal.; Sacramento, Cal.; Spokane, Wash.; Portland, Ore.; Seattle, Wash.; San Jose, Cal.
THE McCASKEY REGISTER CO., 34 Rush St., Alliance, Ohio, Manufacturers of the Celebrated Multiplex Duplicating Carbon Back Counter Pads, also Single Carbon and Folding Pads.

The Advocate Endorses the McCaskey Account Register.

RUMFORD

The Wholesome

Baking Powder

It satisfies the grocer's most particular customers.

It enables him to sell the Best of the High-Grade baking powders at a reasonable price.

He is sure of its Quick Sale and a Good Profit.

Pioneer Brand

Cocoanut

Packed in

Cartons,

Pails,

Barrels,

Always Fresh and Sweet

Manufactured by

Pacific Cocoanut Co.

817 Sansome St.

San Francisco, California

Do You Sell Our

Y-E-A-S-T

Golden Gate Compressed Yeast Co.

Washington and Fillmore Sts.

X-Ray Cannot Explode



X-RAY NEVER GIVES THE DEALER ANY TROUBLE.

No dried up paste
No rusted boxes
No broken bottles
No returned goods

X-RAY IS THE MOST CONVENIENT STOVE POLISH

Is the original powdered stove polish
A little water makes it a paste stove polish
A little more water makes it a liquid stove polish

X-RAY IS THE BEST STOVE POLISH

X-RAY shines quickest
X-RAY shines brightest
X-RAY lasts longest
X-RAY cannot catch fire

X-RAY GIVES THE BEST PROFIT

Six free packages in every box
X-RAY sells quickest
X-RAY repeats oftenest

X-RAY IS THE MOST WIDELY ADVERTISED STOVE POLISH

In millions of magazines every year
In hundreds of thousands of newspapers every year
By many thousand bill boards every year
By the distribution of many millions of samples every year

LAMONT, CORLISS & CO, Selling Agents, New York.

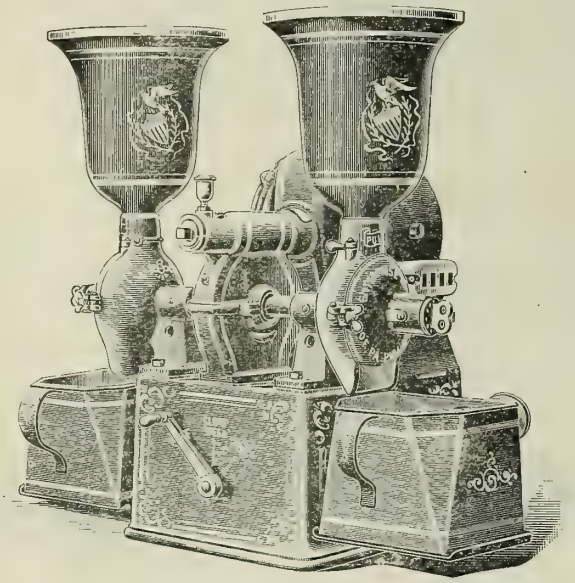
R. A. Holcombe & Co.

Pacific Coast Sales Agents

50 Clay Street **San Francisco, Cal.**

DO YOU KNOW HOW CHEAP ELECTRICITY IS? EVER THINK OF USING IT TO GRIND COFFEE? ASK THE MANAGER OF THE NEAREST POWER HOUSE. HE WILL POST YOU ON THE CONVENIENCE AND ECONOMY OF ELECTRICITY IN YOUR BUSINESS. AN

"Enterprise" Electrically Driven Coffee Mill



will save your clerks' time, your customers' time, and advertise your store. Write for catalogue describing our various Electric Mills, with capacities for granulating from four ounces to nine pounds of coffee per minute.

The illustration shows our double mill, No. 08712, with motor for direct current; one mill fitted with grinders for granulating, and the other for pulverizing. Each iron hopper holds six pounds of coffee. There are two speeds, fast and slow, which can be instantly changed from one to the other; at fast speed this mill granulates three pounds of coffee, or with ½ H. P. motor for alternating current. The latter for slow speed only. Can be regulated while running for grinding either fine or coarse.

We will gladly give any information desired about these mills.

It isn't so much a question of "Getting Along"--the other fellow may get along so much faster that you won't be in the race--
What you want to do is to "Get Ahead"
Your best asset is "ENTERPRISE"

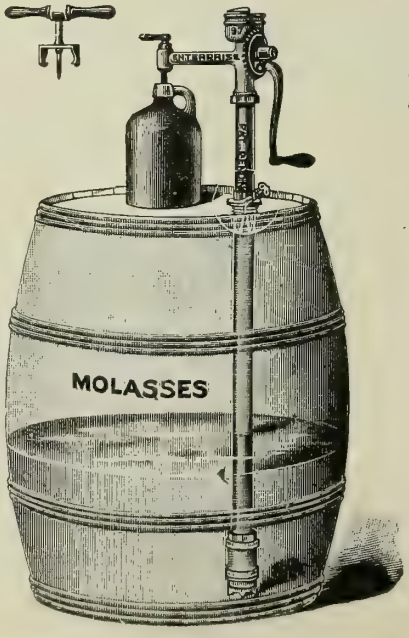
"ENTERPRISE"

With New Total Registering Device

The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent absence of flies and dirt.



SELF PRIMING and MEASURING PUMP

Accurately measures molasses, heavy oils, tar and other thick liquids. Has total registering device showing when stock is low in barrel.

No. 97 Pump costs $6.00; Auger, 75 cents; Extension Tube, 50 cents a foot.

Write for illustrated catalogue of all the Enterprise Specialties

THE ENTERPRISE MFG. CO. OF PA., Philadelphia, U. S. A.
San Francisco Office, 438 Market St.

COMPLIMENTS

of the

Diamond

Match Company

It Would Be Well for the
CONVENTION at SACRAMENTO
to take up the question of the

Manufacturers "Dealing" the Retailers

A Retailer is entitled to a Fair Profit for selling. There is no Money in Storing Goods for Manufacturers: Every time you buy a deal you work against your own interest. Bear that in mind.

THERE ARE

No Deals On "GRIFFON" CATSUP

THE RETAIL GROCERS ADVOCATE

EARL D. EDDY, EDITOR. SAN FRANCISCO, CAL., AUGUST 30 1907, VOL. 12. NO. 35.

THE LAST CALL.

All Grocers are Invited to Attend the Eighth Annual Convention of the

Cal. Retail Grocers & Merchants Association

Which Is to Be Held On

September 10th, 11th and 12th at SACRAMENTO

Red Men's Hall, 10th St., bet. I and J Sts.

In the Following Pages Will Be Found the Program for the Convention.

Grocers Will Be Present From All Parts of the State.

The Following Important Subjects Will Receive Careful Consideration:

How to get better profits.

How to prevent trade abuses—such as wholesalers selling to consumers, dishonest shortages, etc.

How to get better laws.

How to make associations effective.

John A. Green, of Cleveland, Ohio, Secretary of the National Retail Grocers' Association and ex-President of that organization, will attend the convention and deliver an address.

Splendid Entertainment Planned.

The Sacramento grocers have arranged for elaborate entertainment for all visitors and their wives.

If You Can Come Send Word To

Cal. Retail Grocers & Merchants Ass'n.

1714 Webster St., S. F., Cal.

NOTE—There will be special rates on all railroads. Get a Receipt from the Agent When Buying YourTicket.

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PROGRAM.

EIGHTH ANNUAL CONVENTION

California Grocers' and Merchants' Association.

to be held in

SACRAMENTO, SEPTEMBER 10th, 11th and 12th.
RED MEN'S HALL, TENTH and J STREETS.
TUESDAY, SEPT. 10TH.

Afternoon Session.

2 p. m. Convention called to order by **President A. A. Jost,** introducing speaker for address of welcome.

Address of welcome by prominent Sacramentans.

Response by **Past President L. Warnke** of Alameda.

Annual address by **President A. A. Jost** of Sacramento.

Appointment of the following Committees: Credentials, Order of Business, Auditing books of Secretary and Treasurer.

Question Box. Its use explained by **Pres. A. A. Jost.**

Annual report of **Secretary F. B. Connolly, S. F.**

Annual report of **Treasurer C. B. Pearson,** Stockton.

Annual report of **Field Secretary A. H. Powers, S. F.**

Annual report of the **Advocate** Committee, **J. W. King,** chairman, San Francisco.

Evening Session.

Delegates and their ladies entertained by the Sacramento Association.

WEDNESDAY, SEPTEMBER 11TH.

Morning Session.

10 a. m. Report of Committee on Credentials.

Report of Committee on Rules and Order of Business.

Report of Committee on Auditing.

Paper, "Profit and Special Sales," by **W. E. O'Connor,** Secretary of Stockton Association.

(Discussion of the subject by delegates.)

Paper, "Value of a Trade Paper in Association Work," **H. Hauch,** Alameda.

Address, "Maintaining Prices: the Legal and Practical Side," by **J. F. Paulding** of Los Angeles.

11:30 a. m. Special Order of Business. Address by **John A. Green,** Secretary of the National Retail Grocers' Association.

Naming of the following Committees: (a) Ways and Means; (b) Legislation; (c) Maintaining Prices; (d) National Retail Grocers' Association; (e) Nominating; (f) Wholesalers' Retailing and Other Trade Abuses; (g) Extension of Organization; (h) Constitution and By-Laws; (i) General Resolutions; (j) **Grocers' Advocate.**

Afternoon Session.

2 p. m. Address, "National Convention in Boston Next May, 1908," by **Frank B. Connolly,** Director of the National Association Retail Grocers.

3 p. m. Excursion provided by the Sacramento Association or partial report of delegates from local Associations.

Delegates will be provided with slips suggesting topics for a report, such as:

(1) Have you an Association? (2) How many members? (3) Who are its officers? (4) What have you accomplished? (5) How do you get members to meetings? (6) What did you do about laws? (7) Did you do anything about the Ghiradelli matter? (8) Do jobbers sell your customers? (9) Early closing; (10) Has the Association helped you? How? etc.

Evening Session.

Special entertainment.

THURSDAY, SEPTEMBER 12TH.

Morning Session.

Report of Committees.

Reports of various communities.

Address, "Value of Co-Operation," by **F. B. Fancher,** Sacramento.

Afternoon Session.

2 p. m. Paper, "Shortages and Leaks," by **Vice-President Geo. B. Doyle,** of San Francisco.

Question Box and answers.

Unfinished Business.

Choice of next Convention city.

Election of officers and introduction of same.

Evening Session.

Banquet at Red Men's Hall, **F. B. Fancher,** Toastmaster.

RICE

No Question About It
Our Selling Direct
From Mills

SAVES YOU MONEY

W. T. Welisch & Co.

Rice Factors

Tea and Coffee Brokers

Monandock Bldg. San Francisco



Purchase Tomato Catsup from Catsup Manufacturers

NEW DEAL

FREE One Case "CALIFORNIA HOME" Tomato Catsup, (1907 Crop) Free with Five Case Order. Free Case Delivered First, **Without Cost to You.** If same proves satisfactory you can then, at your option, place order for Five Cases

"CALIFORNIA HOME" Tomato Catsup

All the Meat of the Tomato is used in the Manufacture of these Goods. Guaranteed Absolutely to comply with All Pure Food Laws.

(We do not can tomatoes.)

Packed Two Dozen Full 16-oz. Pints to the Case, per doz. $.225

5 Case Lots, $2.25 per doz. and ONE CASE FREE	25 Case Lots, $2.15 per doz. and 5 CASES FREE
10 Case Lots, $2.20 " " " TWO CASES FREE	100 " " $2.00 " " " 20 CASES FREE

This deal applies to all orders now on file.

Our Main Plant at Haywards is located in the Center of the Largest and Best Tomato Growing Sections of America.

Pacific Vinegar and Pickle Works

General Offices: 161 Sacramento St., San Francisco.

HIGH DESTINY OF GOOD GROCERS.

What Might Be and What the State Grocers' Association Is Helping to Make Possible.

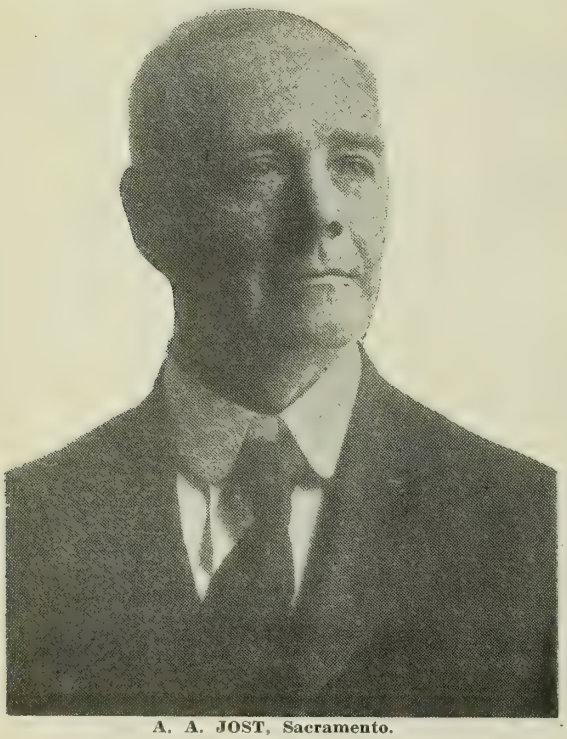
(Written Expressly for the **Advocate** by State President A. A. Jost, of Sacramento.)

In the hustle, bustle and confusion of our every day life, and as we come and go with much the same daily routine, did it ever occur to you that, in the varied activities of commercial enterprise, there was a closer relation existing between the grocer, his clerk and the consuming public than any other line of business?

Within the ranks of grocerydom, there are some of the brightest of men. They have made the grocery business a life study and have, by their close application, earnest study and a desire to do good, assumed a position of more than an ordinary distributor of the nessaries of life. These men have made themselves factors, indicating the policy to be pursued by all up-to-date merchants.

Fill a High Place.

While they appeal to the public for support and patronage, their object is more than the monetary gain to be derived from the ordinary transaction, the barter and sale



A. A. JOST, Sacramento.
President Cal. Retail Grocers' & Merchants' Ass'n.

of every day business life. These men are merchants who look on and treat their customers as friends and who have the interest of the public at heart. In many cases, by their influence, they are able to disburse those brands of goods which have merit, and thus materially assist the housewife or the chef in making up, to the best advantage, the menu for the hungry family.

The organization of an association, which would embrace the entire State, and thereby bring together all interests and enable the strong ones to help the less fortunate brother and protect the strong ones from the folly of the foolish, was the outcome of mature thought. The brightest and best minds of the grocery trade have been enlisted in the good work.

Success Exceeds Anticipations.

The organizers of the California Retail Grocers' and Merchants' Association, while they had ambitious hopes, hardly dreamed that our association would accomplish the many objects which now stands as mile stones on the road to a mighty conquest.

As we look back over the past seven years, we cannot but congratulate ourselves upon our success.

How much better are the ocnditions in a general way!

These have, in almost every instance, been brought about by the effects of our co-operation and association.

The interchange of thoughts and experiences have enabled many to avoid various unforseen circumstances. It is probable that it may have been as a beacon light to warn the thoughtful man of some unknown rock on which he might have been financially wrecked.

The association has given us protection in the matter of credit. It has eliminated many of the risks we would have otherwise taken.

Manufacturers to Maintain Prices.

The problem of having the individual manufacturer name and maintain the minimum selling price on his goods has been used to advantage. By some it has been unsuccessful in certain instances where not fairly followed up. Notwithstanding this fact, it is sure to win; for it is right and just, and it is only a matter of a short time until every manufacturer of repute will not only be willing, but anxious, to name a price and protect the same.

We need better organization in some of the cities and towns before we can secure the best results. The sooner that the leading grocers in the principal centers get together, the sooner they will achieve the possibilities which await their efforts.

Let the merchant be honest, not alone with himself, but with his clerks and his customers. He must not overlook the fact, also, to insist on honest weight, count and measure from the one of whom he buys his goods.

Insist On Getting What You Pay for.

If a certain brand does not come up to the standard, turn it down. Then tell your neighbor, and secure through your association united action. The manufacturer will then surely come to time.

Value of the "Advocate."

Every firm in the grocery business in California should be a subscriber to the **Retail Grocers' Advocate.**

Why?

Because it is the mouthpiece of our association and voices our need. It contains valuable information that every dealer should have. It outlines many policies which will be helpful to us all. Its information of market contions are up to date and very reliable. It tells you what has been accomplished, both in association and legislative work. It gives you a forecast of many markets, thereby enabling the merchant to provide for his needs at the correct prices.

Sacramento Welcomes Everybody.

We want to see you at the big convention in Sacramento, Sept. 10th, 11th and 12th. You can secure first-class excursion tickets (get a receipt from agent at point of starting) any time after Sept. 1st, good until Sept. 14th. This rate will be one and a third for round trip tickets, and includes the members of your family as well.

This will give all an opportunity to attend the National Irrigation Congress, which convenes Sept. 4-7, and there is going to one of the finest exhibits ever seen at our State Fair. The convention promises to be well attended. Every merchant of California should be there, for it is his association and he should help by his presence, influence and counsel.

The big, new hall in the Red Men's Temple, on 10th St., between I and J Sts., has been secured. In this hall, some of the new laws favoring grocers were formulated and enacted.

The entertainment committee has outlined a splendid program and there will be no dull moments—not if time, work, talent and money can accomplish the end.

Guaranteed to Meet Requirements of ALL Pure Food Laws

California Home Tomato Catsup

Sweet, Sour and Dill Pickles

Vinegars

Kraut

Mustard

Table Sauces, Relishes, Etc.

"Don't Forget

We Authorize the Retailer to Refund Full Purchase Money If Any Package Bearing Our "California Home Brand" Fails to Give Entire Satisfaction to Consumer.

Pacific Vinegar & Pickle Works

General Offices

161 Sacramento St., San Francisco, Cal.

Main Plant and Salting Houses at Haywards, California.

REASONS FOR OUR EXISTENCE.

Why the State Association Was Formed, What It Has Done and What it Plans Doing.

WHAT THE STATE ASSOCIATION MEANS.

(Written for the **Advocate** by Secretary Frank B. Connolly of San Francisco.)

Men go into the grocery business to earn a living and if possible acquire a competence.

Their success depends on how thoroughly they know their business.

No one man knows everything. Every man has always something still to learn.

Some people can learn only from books. Some people cannot learn from books but are able to profit by the experience of others.

There is a small class that can only learn from bitter experience.

More unfortunate than the puppy whose eyes opens in seven days, this last class goes through life blind and are always bumping into things and getting hurt, except when they are driven by some controlling power or led by some kindly hand.

The State Grocers Association is a benefit to those grocers who can learn from the experience of others and can advantage by reading what others have done. It helps them to help themselves by pointing out the most effective way of doing things. It also helps them by enabling them to prevent their blind brothers from interfering with the other grocers, sometimes by leading their blind brothers and sometimes by forcing them to keep in the right path.

Most grocers would appear to have come originally from Missouri. I say this because they are practically a unit in their chorus: "You must show me."

This article is written with the intention of "showing them."

Four Big Things Done.

During the past year we have done four big things.

Two of these things are of immediate value to the grocery trade.

FIRST—Preventing interference with the laws secured at the legislature. Also the securing of the passage of the following four laws:

(a) Extending the life of an open account from two to four years.

(b) A law allowing the formation of Mutual Fire Insurance Companies.

(c) Making the drawing of a check with intent to defraud a State's Prison offense.

(d) The insertion of a clause providing that the retail dealer need only show a guarantee of purity to escape punishment for violation of the Pure Food Law, thus making the wholesaler and manufacturer responsible.

It will be remembered that at the prior sessions of the Legislature we secured the passage of the following laws:

(a) Allowing the garnishment of the wages of public officials.

(b) Making the wife's separate property responsible for bills for the necessaries of life.

SECOND—We secured the co-operation of the merchants in sixty-six different cities and towns in a request to the D. Ghiraredlli Co. that they protect the retail selling price of their goods, with the result that the D. Ghirardelli Co. were glad to render the grocers the assistance and protection for which they asked.

What The Future Holds.

The two things accomplished that will be of great value to the trade in the future are as follows:

First—The methods necessary to secure for the State Grocers Association an adequate income through its paper the "Retail Grocers' Advocate."

(The writer feels certain that the members will take advantage of the experience secured during the past year and profit thereby).

Second—We have learned the lesson of what is necessary to insure permanent success of grocery associations in the interior of affiliating cities.

All of these items and plans will be fully discussed in the Convention at Sacramento.

Everybody Is Welcome.

We hope that every grocer in every community that has an association will be present.

We hope that every grocer in every community that has not got an association but would like one, will be present.

We hope that every grocer in every community too small to support an association, will be present.

Every grocer who comes to Sacramento will be welcome to attend our meetings.

It will be a pleasure for us to make it possible for him to assist in our deliberations and assure him that the results accomplished at our Convention will be of the greatest possible value to him.

What The Organizers Expect.

Our State Grocers' Association was organized on an ideal plan.

It pre-supposed that the grocers and merchants of each large community would be able to get together in associations. It also pre-supposed that each organization would have different plans of sufficient value to warrant the respective organizations keeping together without outside assistance. It also pre-supposed that each community would have men possessing the peculiar faculty necessary

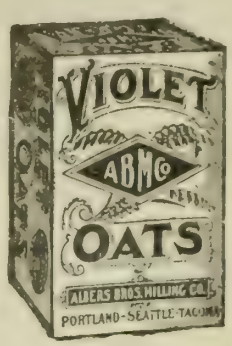


FRANK. B. CONNOLLY,
(San Francisco)
Director of National Grocers' Association; Secretary of State Grocers' Association; Secretary of Associated Retail Grocers of San Francisco.

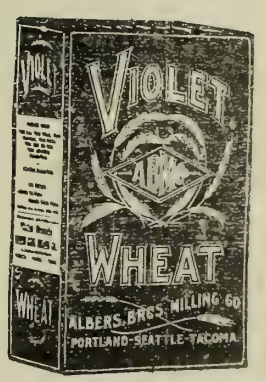


Violet-Cereals

Good Sellers.



Good Profit Yielders



Satisfies Grocer and Consumer

Absolutely Pure!

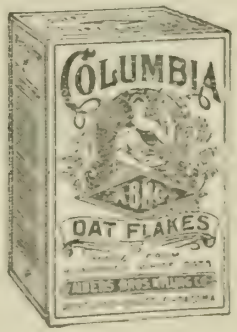


Albers Bros. Milling Co.

PORTLAND, Oregon.

SEATTLE, TACOMA Wash.

SAN FRANCISCO, CAL.



to hold a considerable body of men together month in and month out.

According to the theory, also, these different organizations would each year send representatives to carry out plans that their respective organizations would have decided were essential for success.

Plan of State Convention.

To carry out this theory, each association of the State is invited each year to send delegates to the State Convention.

In order that the small towns may not be overwhelmed by the big cities, we allow each association two delegates at large. Association with a membership of fifty or over, we allow an additional delegate for each ten members. The large associations are allowed one delegate in addition to these for each additional fifty members.

Grocers in towns where there is not an affiliating association are allowed to serve as delegates provided that there are not more than two delegates from any one town. This action was taken because if there were three delegates present from one town, these three men could form an association, electing one of their numbers as President, another as Vice-President, and the third as Secretary and Treasurer. All three could be present as delegates since their association would be entitled to two delegates at large and one delegate for their fraction of ten members.

The delegates who attend the Convention, plan the programme for the ensuing year. They decide among themselves to what purposes the State Organization shall devote its strength. They then elect a Board of Directors consisting of eleven men chosen from many different communities. They then provide that these men shall meet frequently.

Each meeting is held in different town. Thus every interest of the State is looked out for.

We only need sufficient funds to secure the maintenance and creation of executive machinery. With this we can assure the grocers of California protection in their profits on so many of their leading staples that the ratio of failurs among grocers will assuredly be greatly lessened.

Essentials for Success.

To accomplish the best results, we must have the active interest and the active co-operation of the dealers in many communities.

We have already proven the enormous influence of the trade when intelligently directed, both at the legislature and with various leading manufacturers.

It rests with us to secure two things:

1st—The funds necessary to maintain our work as it should be.

2nd—The adoption of plans that will insure the co-operation of our members.

The three months following our Convention of last year were spent by Field Secretary Powers and myself in perfecting a compact organization of the grocers with an eye to results at the Legislature and in so systematizing the work that we should be prepared to wield the greatest amount of influence with the least effort and expenditure of time. As a consequence, we were able to bring influence to bear on nearly every member of the Senate and of the Assembly.

From the first of the year and until the middle of March our efforts were directed almost entirely towards securing legislation. Field Secretary Powers spent a large part of his time at Sacramento and much of our remarkable success is due directly to his conservative, yet aggressive action in Sacramento and to the prompt and affective support that was given to him every time he appealed to our members for action. The value of our preparation was proven by the results.

Legislative Campaign Carefully Planned.

Shortly after the session of the Legislature with the advice of Field Secretary Powers, we adopted a system of collection letters that have proven of enormous value to our members. They have enabled the grocers of the State to collect thousand of dollars which they never could have received, had it not been for these letters. The commission that would otherwise have been paid to lawyers by our members who made collection through these letters, would have paid their dues to the State Association for many years to come.

Our association also found it necessary during this time to take up the matter of the selling price of the Ghirardelli goods. These goods were being advertised by certain large advertising cutters practically at what they cost the small dealer.

Stop Cutting on Chocolate.

We called the attention of the D. Ghirardelli Co. to the fact that such advertising hurt legitimate grocers since, in some instances, it forced them to reduce their prices and thus sell the goods at a loss or else it put them in a bad light with their customers. It hurt every grocer in the State, no matter how distant from San Francisco, to have his customers read in the San Francisco papers that there was a firm in San Francisco selling chocolate at 25c for which he had to pay 30c or 35c to his home dealer. It was only when the State Association was able to present a showing from the grocers of 66 different communities besides San Francisco, that the D. Ghirardelli Co. realized that it would be safe for them to establish a retail selling price. Since then they have maintained the price and have done everything in their power to induce cutters to refrain from selling their goods without a proper margin of profit.

Several trips have been made to the grocers of adjoining cities to assist them in getting together. In every instance it was found that they were eager to come together. But the State Grocers' Association was not in a position to follow up this advantage and supply what these numerous communities so badly need. We must plan to do this at the Sacramento Convention and make California the best organized State in the National Association.

36 Carloads of HIRES ROOTBEER SOLD

on the Pacific Coast today; more than was sold all of last year, or in any one year before. HIRES is growing more popular each year. This certainly is a HIRES YEAR. (HIRES has been a success for thirty-two years).

JOHN H. SPOHN CO.

Pacific Coast Agents **San Francisco, Cal.**

Plain Talk No. 2

In what can you afford to place confidence now-a-days? The average grocer's shelves show a wonderful collection of misplaced confidences. In no line is this more apparent than in scouring soaps.

SAPOLIO has made, by long effort and advertising, a pronounced success. Scores of little rivals have tried to snatch a share of the profit. There are fifty such soaps in the United States whose combined sales do not equal that of the original article.

Turn to your shelves, and see how often you have given your time, money and space to those untried, unknown, unsuccessful articles.

Yes, we are talking to you. How many have you on your shelves? 3, 4, 5, 6?

Misplaced confidence. How often do the unsuccessful dealers say to our salesmen, "I would be glad to give you an order but I cannot do it until I have closed out these two scouring soaps." It would be a long story if the order has to be delayed for that reason.

You can put confidence in SAPOLIO and all its statements. Some of the most successful grocers of the United States, tired of these trifling substitutes, handle no scouring soaps but SAPOLIO.

GROWTH AND ACCOMPLISHMENTS.

Veteran Association Worker Tells What the State Association Means in California.

[Written for the **Advocate** by Ludwig Warnke of Alameda, Ex-president of the California Retail Grocers' and Merchants' Association.]

Last year, in response to the request of Mr. Powers, I wrote an article for publication in the official program of the State Association upon the subject, "Wnat Has Been and What Will Be Done."

The past year has seen the fruition of much that I then foretold. We have secured the passage of four laws. We have kept up the price on flour for the cities about San Francisco bay. We have procured protection on Ghiradelli's goods.

Through lack of means, we have not been able to push the work of organizing and strengthening weak associations as we have desired and would have done had we been in position to do so . The State Directors now think they have found a way to secure the results that they have, for so long a time seen just beyond their reach.

The last few months have seen splendid growth for the **Advocate** and that growth, if properly tended, insures enough funds to meet our expenses.

At the suggestion of the editor of the **Advocate**, I am submitting for republication my letter of last year:

Last Year's Letter.

It is with a great deal of satisfaction that I am contemplating my fire years' connection with the California Retail Grocers' and Merchants' Association.

Since its inception a great deal has been accomplished and more will be.

It has brought the grocers of this great State together.

It has taught them that co-operation is their salvation.

It has created a better feeling amongst the members of the trade.

It has lessened the hours of labor.



L. WARNKE,

An Alamedan Who Has Served as President and Secretary of the State Ass'n. and of His Local Ass'n. and Is Now a State Director.

It has in many communities eliminated the fierce and suicidal competition that existed heretofore.

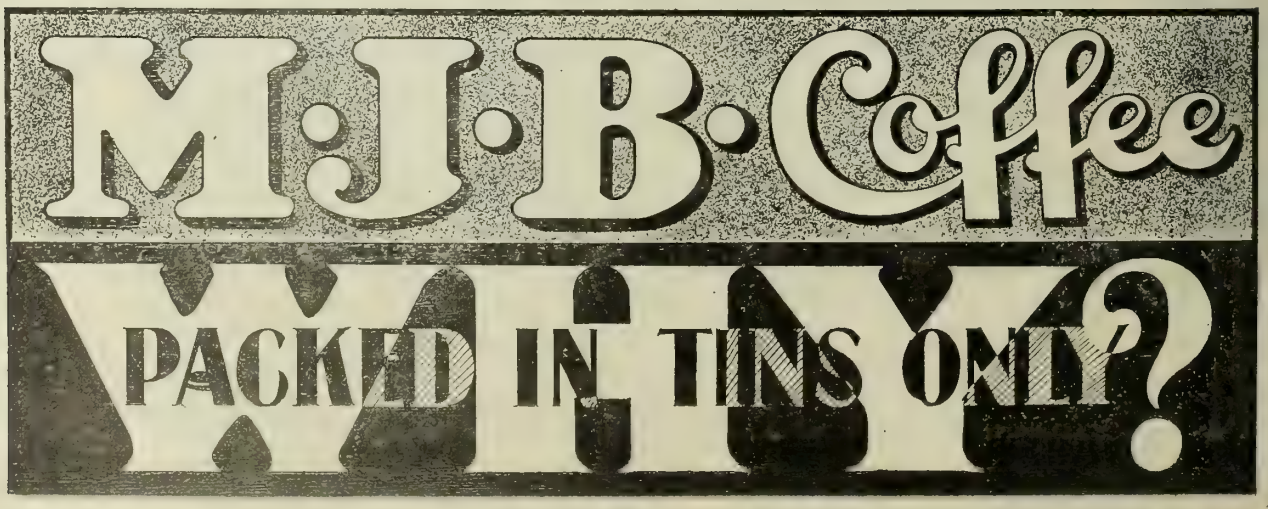
It is educating the grocer.

It is teaching the manufacturer and wholesaler that the grocer is entitled to a reasonable margin of profit.

It has collected thousands of dollars for its members.

Some Laws Secured.

The Association was instrumental in having secured the following laws:



1st. Compelling public officials to pay their honest debts.

2d. Preventing a husband to transfer his property to his wife to evade payment of debt.

3rd. Protecting the grocer from prosecution under the Pure Food Law, if he procures a guarantee of purity from the wholesaler or manufacturer.

It was also responsible for the defeat of a number of obnoxious measures, introduced at the two last sesisons of the Legislature, which, if passed, would have increased the diffi culties of making an honest living in the grocery business.

As eternal vigilance is the price of liberty, the grocers **must** stand together, and **they will.**

Work at Hand.

Various trade abuses need correcting; unjust laws will have to be changed; manufacturers must be shown the necessity of protecting the retail selling price of their goods to curb the malicious or ignorant cutter; wholesalers must be shown that their interests are identical with those of the retailer; bad debtors must be watched, etc., etc.

The last five years have shown that the dues have been returned to the members manifold in benefits derived.

The Association has done this, but **only with the aid of its members.**. Paying dues, of course, helps, but the real and telling results have come only when the members themselves have **done** things.

Therefore, fellow grocers, do not simply promise "sympathy," but **DO** things by taking an active interest.

Members Must Help.

The Association has secured much merely because it was shown through the activity of its officers who gave of their time, without any remuneration, that the trade wanted certain things. Had the members of the various affiliating Associations assisted more actively in our work, the results would have been even greater.

Paying dues, of course, is a great help. But each member must keep in mind that the dues only insure the permanency of the State Association, which is a large machine at his disposal. Through this machine he can accomplish many things he could not get by his individual efforts. The machine, however, will not work itself. The members must give to it **time, thought** and **energy** and the machine will then do the work towards which the members direct it.

Time and Brains Needed.

In consequence I would therefore emphasize the fact that when a member has paid his dues he has done only one-third of his duty, since it is only by the **personal active interest of the individual members** that our splendid organization is made able to do the things that all expect of it.

DELEGATES ATTENTION !

When In Sacramento

BE SURE

And Visit One Of The Most Up-To-Date Plants on the Pacific Coast

The

Buffalo Brewing Co.

Most cordially invites you all to inspect their famous Brewery, Ice Factory and Bottling Departments.

Progress in San Francisco.

Profits and Protection Assured For All by by the Associated Retail Grocers.

(Written for the **Advocate** by President Geo. B. Doyle.)

The Associated Retail Grocers of San Francisco can well be proud of the results secured for their members during the past twelve months. Our success has been due to a great extent to the fidelity of its Board of Directors who have attended many meetings when it was extremely difficult for them to travel from one part of the city to the other.

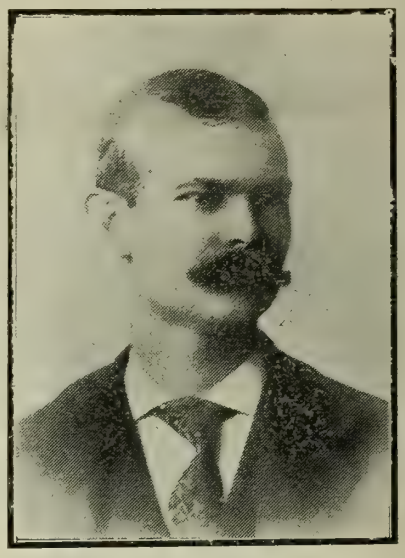
We have worked under numerous difficulties that it will be hard for anyone living outside of San Francisco to appreciate.

The first of these has been the necessity forced upon each dealer to exert himself personally in his business as he never had to do before the great disaster of April, 1906. This was the result of a radical increase in rents, in the wages of employes, in every item that enters into the expense of running a grocery store. As a consequence of this increased cost of doing business, together with the fact that many of our merchants were seriously crippled by the disaster, every man has found it necessary to prune his expenses at every possible point. This has forced the merchants to keep the number of their hired help as small as possible, although in many instances the volume of business done was much greater than during the previous years. This condition of affairs made it very hard and often impossible for our members to give to their association a tithe of the time formerly devoted to its work.

The plague of strikes which has decended upon the city has also borne heavily upon our members. The existence of the car strike so increased the difficulty of getting around town that we have found it undesirable to hold meetings except under the stress of absolute urgent necessity.

Mr. Cusack Helps Organization.

During the last months of 1906, our organization profited by the assistance of Mr. Jos. Cusack. Mr. Cusack was at



GEO. B. DOYLE,
President Associated Retail Grocers
of San Francisco.
Vice-President Cal. Retail Grocers'
and Merchants' Association.

Merrell-Soule Co.'s
None Such Condensed Mince Meat

IT PAYS A FINE PROFIT

The consumer is willing to pay 15c per package (2 big pies) as they get "full value received" in quality and quantity.

Merrell-Soule Co., the manufacturers, were 24 years ahead of the U. S. Pure Food Law. Their plant was inspected by United States officials, and confirmed and passed as 100 per cent Perfect.

Can you beat it?

The Merrell-Soule None Such Condensed Mince Meat is from every point of view the best in the world. The consumers say so, and their competitors admit that None Such has 90 percent of the Condensed Mince Meat business, and it has obtained it, not because the goods were offered cheap, but because the quality was the best and the price reasonable."

Castle Bros., Brokers, San Francisco, Cal.

one time in the grocery business and was an earnest worker in the association cause.

With the first of the year we arranged with Mr. Aaron H. Powers, the former editor of the **"Grocers' Advocate"**, to serve as our Field Secretary at a nominal salary. This meant, of course, that we had only a portion of Mr. Power's time. In spite of this, our organization has done more for the grocers of San Francisco since the first of the year than any association of grocers has ever done in the history of organization work in our state.

Our organization raised several hundred dollars for the legislative fund of the State Grocers Association. Through the efforts of individual members and the influence particularly of Mr. Stulz, Mr. Powers, Mr. Fliezer, Mr. Connolly and the writer, we secured what we never had before—the united support of the San Francisco delegation in both houses of the Legislature. This was a mighty power for results in our campaign for better laws and all merchants, both wholesale and retail, all over the State are profiting by the laws resulting from these efforts.

Our members, too, have been securing a profit of 25c. a sack on flour. Until three months ago, they were forced to give 5c. of their profit to the millers for drayage. This left them, at that time, a margin of only 15c. per sack. Flour was then being sold at $1.30 per sack.

Milked For Cartage Charges.

We petitioned the mills to add the drayage to the cost of the flo ur and advance the selling price of flour 5c. per sack, making it $1.35 and giving the grocers 20 cents margin. It required considerable negotiation before the mills finally decided to accede to our request. They then did more than we asked fo them. They advanced the retail selling price of flour 10c. per sack (40c. per barrel), making the selling price $1.40 instead of $1.30.

The grocers of San Francisco faced a very dangerous point in the history of the fight for a profit on flour. If the grocery trade as a unit did not raise the price of flour in accordance with the request of the mills, it would have sounded the knell of the flour card and would have resulted in the wholesale cutting of prices and the falling back to the margin of 5c. and 10c. per sack on flour, which means a loss.

That this was a real danger, was shown by our experience in many different parts of San Francisco. Again and again the Field Secretary found two or three firms jealous of each other and too ready to believe the false reports of dishonest customers who would tell them of cutting and secret rebates that never existed. The Field secretary found it necessary on numerous occasions to canvass entire districts in order that the members might be brought back to maintain the price on flour without it being necessary to call the mills to discipline the offenders.

The horizontal raise from $1.30 to $1.40 as the selling price of flour without an advance in the cost price of flour, presented very great difficulties. These were met by our organization and its Field Secretary, in a way that has resulted in thousands of dollars in profits for the grocers. A Special meeting of our Board of Directors was called to consider the problem. We all realized how critical the situation was. It was decided to ask the flour mills to make use of the daily papers to advertise the fact that the price of flour was $1.40 per sack in order to familiarize the general public with the fact that , that was the price and make it easy for the grocers who had charged $1.30 to change the price to $1.40. We also asked the mills to send out circulars to the grocery trade stating that the retail selling price was $1.40. Our Field Secretary was instructed to send word to every grocer in San Francisco that the selling price of flour was now $1.40 and he was also given carte blanche to secure publicity in the newspapers if the mills refused to apply to them.

New Price Made General.

The long experience as a newspaper man of Mr. Powers proved of value at this juncture and every paper in the city came out in long articles in which they announced the retail selling price of flour as $1.40. The papers, also, at the same time, called the "Flour Trust" many hard names.

Best of Them All

ALPINE

Evaporated Milk.

California's

Finest Product

Made by the

PIONEER CREAM MAKER

MR. J. B. MEYENBERG, the originator of EVAPORATED CREAM, and who has made the PERFECTING OF EVAPORATED CREAMS his life work for the PAST 25 YEARS, gives his PERSONAL SUPERVISION to the product of

Alpine Evaporated Milk

THE BEST IS THE CHEAPEST

Alpine Evaporated Cream Co.

Office: Hansford Block, S. F. Cal. Factory: Hollister, Cal.

This did not hurt the retail grocers, however, since they also were among the victims of the flour trust and had to do what the flour trust dictated. It did not hurt the millers, either, although it rather vexed some of them at the time. Nevertheless, it is hardly to be questioned that if this action had not been taken at this time, the retail grocery trade would have found it necessary to begin all over again its fight for protection on the price of flour with the handicap of having failed once in their efforts.

Our success in the flour card has had a double value. It not only has given a profit on flour, but it has also shown a way for securing profits on many other staples.

Among these things, the first that we have taken up is the Ghiradelli chocolates and cocoas. It required some time and the assistance of the State Grocers' Association to convince the D. Ghiradelli Co. that it would be safe and profitable to protect a retail selling price. For some months back that firm has given us their generous support and the grocers have shown their appreciation by selling more of the Ghiradelli goods than ever before.

Want a Profit on Beer.

Our association is now in the throes of an effort to induce the leading beer bottlers to protect the retail selling price of their product. Bottled beer is handled by nearly every grocer in San Francisco. It is probable that there are not more than ten exceptions to the rule. At the advanced price put on their product by the bottlers, the grocers actually make no profit in selling beer at the old price—10c. per bottle. In many communities it is impossible at present to ask more in some districts without endangering much to ask more in some districts without endangering much of the trade in staple groceries since many small places insist on selling for 10c. The question of a fair price for beer, as it should be if fixed by the beer bottlers, will make a difference of as much as $150.00 per month in the profits of some of our members.

We are securing the joint co-operation of the grocers in this matter and the writer hopes to be able to tell at the next Convention of the success secured through our efforts.

Master Bakers Gouge Grocers.

When this matter is finished, we hope to turn to the bakers and demand fairer treatment from them. The Master Bakers have a strong association. When the Labor Union advanced the cost of bread to them about 1 per cent they advanced the cost to the retail grocer about 10 per cent and refused to take back stale bread. This has left the grocers so narrow a margin that there is practically no profit in handling bread.

This condition affects the grocers in Alameda, Berkeley and Oakland as well as in San Francisco. We expect to bring about an abatement of this evil as soon as we are through with the beer problem.

There are several leading staples whose manufacturers, we feel confident can be induced to protect the retail selling price on their goods. In this work we expect the co-operation of the State Grocers Association distributed throughout California.

Plans For Closer Organization.

We expect to be able to give to the grocers in the interior the assistance of a compact body in San Francisco united as never before, to demand from the wholesale trade and from the manufacturer consideration for the retail grocer. There are trade abuses such as dishonest shortages and the improper selling to parties who would not be able to cope with, without the assistance of a strong organization in San Francisco.

We have employed as an assistant for Secretary Connolly and Field Secretary Powers, Mr. C. L. Harrison, a very clever young man whose work will be to call upon our members in San Francisco and collect their dues and carry to them the message of what our organization is doing and also bring about the active co-operation of the grocers in San Jose, Los Gatos and the cities between San Jose and San Francisco.

San Francisco has the misfortune of facing a second combination of retail grocers. We hope, however, to be able to convince these gentlemen before long that they can best advance themselves and the interests of the grocery trade by co-operation with us.



The choice of flavor is a matter of taste

Folger's Golden Gate TEAS

Is it good business policy to push the sales of bulk teas of doubtful origin in place of teas of known quality and purity?

Folger's Golden Gate Teas please consumers, pay grocers a good profit and increase tea sales. Six flavors.

Japan Ceylon English Breakfast
Oolong Gunpowder Black and Green

Packed flavor tight, in dust-proof sanitary cartons.

J. A. FOLGER & CO., San Francisco.

Importers of Pure Teas.

HOW FLOUR PROFITS WERE WON.

A Review of the Events That Brought Better Trade Conditions to Thousands of Merchants.

(Written for the Advocate by Aaron H. Powers, Field Secretary for the State Grocers Association and the Associated Grocers of San Francisco.)

The purpose of this article is not to open old sores or to awaken dead prejudices. Therefore we wish to state in the beginning that while the Globe Milling Co. was the first mill to protect the retail selling price of flour for the retail grocer and the movement to insure a profit could not have been a success without the support that they gave, yet the strongest and the most effective worker in the maintenance of price on flour to-day is Mr. Horace Sperry of the Sperry Flour Co. and the Port Costa Mills were among the first to see the necessity of supporting our movement.

Owing to the agitation instituted by the men who direct the Associated Retail Grocers of San Francisco the grocers in hundreds of cities throughout the State are securing a profit on flour, although in many instances they are profiting by this help without having asked for it and without realizing that it was one of the results of organized effort. It is to make them understand how much work, money, time and bitterness this triumph of associated effort cost that the writer presents the following statements of facts. In doing so he wishes to apologize if he has failed to give credit in any instance where credit is due and will be pleased in a second article to make reparation if any active worker has been neglected in this particular.

The Beginning of the Movement.

Every grocer in all the cities about San Francisco bay should be giving thanks every working day of the year to the Associated Retail Grocers for the profit he is getting on flour and special thanks on the Sabbath.

The writer has found so many ignorant of how this profit on flour was secured that he feels that, in justice to the numerous hard workers, the matter should be reviewed fully.

The writer had attended several meetings of the Grocers' Association of Alameda County in which there was bitter complaint of the inadequate margin in handling flour. The Southern California grocers had secured a margin on flour through the fact that the mills refused to supply cutters. The Sperry Milling Co. had been one of the prime movers in securing this result in Los Angeles and their activity in behalf of the grocers interests had resulted in their securing a large volume of business from the Southern dealers.

Shortly after the State Convention at San Jose, Mr. Paulding, who had been working in Southern California, was induced to come to San Francisco and, with the writer, took up the matter of having the mills refuse to supply cutters.

Globe Mills the Pioneers.

We received encouragement only from the Globe Grain & Milling Co., the other mills claiming that, while such a step might be successful in Los Angeles, it was not practical for a sea port city like San Francisco.

During his stay in San Francisco, Mr. Paulding put in a great deal of his time in interviewing the grocers of San Francisco. But it was only through the personal efforts of Mr. F. B. Connolly that the movement was brought to a focus.

The **Grocers' Advocate** had educated a large part of the grocery trade to believe that the protection of the flour price was possible. The writer spent much time interviewing the leading grocers of the city and their views were printed in the **Advocate** and unquestionably tended to help others make up their minds.

Opposition From Mr. Krueger's Friends.

Mr. Connolly found that the organization known as the San Francisco Retail Grocers was then dominated by men (most of whom have since retired from the grocery business) who had little interest in the matter since some of them sold absolutely no flour by the sack and owing to grudges and spites of long year's standing, did not seek to advance the movement and their Secretary, Fred Krueger, not only did nothing to help but was heard from in many quarters as shaking his head wisely and saying that the grocers could not get a profit on flour and that the whole thing was "just a crazy idea of that man Powers."

Mr. Connolly saw that it was necessary to have an organized movement if success was to be hoped for. He took the time to organize a "Committee of 100."

"Committee of 100" Called Together.

This Committee was made up of the leading grocers of San Francisco and was organized for the purpose of securing better profits on grocery articles and particularly on flour. After the organization of this "Committee of One Hundred," a conference was called of the mills and the grocers of Alameda, Berkeley and Oakland.

American Milling Co.

The only cereal mill operating in San Francisco where you can always get your meals fresh. Your support is respectfully solicited.

American Milling Co.

162-185 Erie St. San Francisco

At this conference, the contention made by Mr. Connolly and the other grocers of San Francisco, together with the leading merchants of the cities across the bay was that the grocery trade was practically a unit in desiring the mills to refuse to sell to dealers who sold flour at an insufficient margin of profit. All the mills were represented at this meeting and, while they expressed their willingness to do anything that would be for the interest of the entire grocery trade, they complained that the grocers were not a unit in desiring the price maintained and felt that under the circumstances it would be unwise to protect the selling price of flour.

One mill, the Globe Grain & Milling Co., stated that they would maintain a retail selling price on their flour and refuse to sell to cutters.

Grocers Work Patiently For Proof.

The preliminary work of securing signatures and trying to get the mills to protect their price without fighting had taken up over six months. The grocers did not want to act hastily. Even after the mills had turned down their proposition, the grocers tried for nearly two months more to convince them of their error and thus secure a peaceful solution of this important problem.

When it became evident that the mills would not protect their prices, the matter was advanced very strenuously.

War is Declared.

Practically all the grocers of Alameda County and about 200 of the grocers of San Francisco devoted themselves particularly to the interest of the protected flour of the Globe Grain & Milling Co. and did not sell any of the other brands when they could possibly avoid it.

There was no feeling on the part of the retail grocers. With them, it was purely a matter of business. Every sale of a protected brand gave them a profit. It saved them from the necessity of selling some other flour on which they were not assured a profit. The consequence was that they found it to their interest to keep on selling the protected flour and the sale of the products of the Globe Mills increased by leaps and bounds.

Flour Salesmen Show Bitterness.

There was considerable bitterness on the part of some of the salesman for the unprotected flour. These men sought to discourage the grocers and were unfairly abusive in their denounciation of the **Advocate,** Mr. Powers, Mr. Paulding, and others whose sole fault was that they were working to advance the movement to better trade conditions.

Finally the mills awoke to the fact that the grocers were in earnest in desiring a profit and that when they interfered with the movement, they not only hurt the grocers but hurt themselves.

Early in January of 1906, the American Milling Co. and the Del Monte Milling Co., realized that the grocery trade was in earnest and began protecting the selling price of their flour.

On January 25th, 1906, the Port Costa Mills, who were always in sympathy with the movement, issued a letter protecting the selling price of their flour.

J. Salomon Fights Against Profits.

At this time, J. Salomon, president of the "S. F. Retail Grocers," started a newspaper campaign against F. B. Connolly, who was a competitor of Mr. Salomon's, since his store was only a few blocks away. The "News" quoted Mr. Salomon as saying that the movement had no chance for success and that he saw "no ultimate gain in the proposition." This also was the attitude taken by Mr Fred Krueger, secretary of the S. F. Grocers, and resulted in making the mills that were not ready to protect the price feel that the movement was not worthy of support.

Sperry Mills Lend Assistance.

In June, 1906, about two months after the great dis-

Kelley Clarke Co.

23 Market Street

Ivory, Lenox Soap.
P. & G. Naphtha Soap.
K. C. Baking Powder.
Pearlo Chewing Gum.
Honeysuckle Milk.
Deep Sea Crabs.
Pioneer Minced Clams.
San Juan Clams (whole)
Riverside Starch.
Mason Fruit Jars, Ball Bros.
Canned Meats, Armour Pkg Co.
Orange City Rusks.
Candles, Proctor & Gamble's.
Nuts, Figs, Dates.
Corn Meal.
Oysters, Shrimp, Lopez & Dukate.
Iowa Canned Corn.
Rice. Currants.
Canned Salmon.
Currants (Direct Grecian Account)
Canned Fruits and Vegetables.
Direct Importers of Japanese,
Chillis, Ginger, Rice and
Cinnamon.

Read what the State Chemist of Utah says about "Honeysuckle Evaporated Milk"

Appearance.....Smooth and creamy, without the characteristic "cooked" odor and taste.
Sediments .....None
Condition of container.....Perfect
Reaction .....Slight Acid
Total Solids .....31.86 per cent
Percentage of butter fat.....8 per cent
APRIL 4, 1906.

Starch ..... None
Gelatine and similar thickener..... None
Formaldehyde ..... None
Borax and Borax Acid .....None
Artificial Coloring.....None
Honeysuckle Cream meets all of the requirements of Pure Food Law.

(Signed) HERMAN HERMS,
State Chemist, Utah.

Kelley-Clarke Co.

aster, the Sperry Milling Co. announced that they would not allow the retail selling price of its brands to be cut. Immediately the Stockton Milling Co. fell into line.

Since that time, the Sperry Milling Co. has been a tower of strength to the movement for insuring a fair price on flour. Horace Sperry has given to the matter his personal attention and is today the strongest supporter of this movement which has meant so many thousands of dollars to the grocers, not only in San Francisco, but all over the State since it was inaugurated by the State Grocers' Association.

Whenever his attention has been called to any cutting, the cutting has been stopped and both Mr. Blood and Mr. Cohn, the Sperry drummers, are unceasing in their efforts to keep probable cutters in line.

Smaller Mills Come In.

A word of praise is due to those smaller millers who soon followed in the footsteps of their larger competitors. The Phoenix Milling Co., of Sacramento has left no stone unturned to keep the price on their brands maintained. The same may be said of the Diamond Milling Co., of Black Diamond.

DIAMOND MATCH CO.

A matron for his match factory is the latest idea O. C. Barber, millionaire head of the match industry of the country has evolved for his big Barberton, Ohio, plant. Mrs. Elizabeth Brokaw, whofor some time has been in charge of the Akron work of the Florence Crittendon mission, is to be placed in charge.

Hundreds of girls are employed at the Diamond Match Company's Barbeton plant. Already there is a factory dentist to look after their teeth, a factory restaurant and a rest room.

Now Mr. Barber proposes to look after the morals of his girl employes. A recreation room will be fitted up, and there will be a library installed.

Tyler's T Product

Fine goods, fair prices and liberal progressive policies are having their effect.

Our Coffee and Spice Mills are compelled to run OVERTIME right along.

"Fine Goods" are the principal factor.

"As good as Tyler's Tea" is recognized as the highest praise for SPICES, FLAVORING EXTRACTS, BAKING POWDER and ROASTED COFFEE.

S. H. TYLER & SON

709-711 Harrison St. San Francisco

TO MILK BL ELECTRICITY.

New York.—The Electrical Development Co., whose charter has been filed with the clerk of the Circuit Court for Hartford County, Md., purpose to revolutionize the Maryland milk industry by the use of electric milking devices instead of the prevailing hand processes. The incorporators are: Alexander S. Bell, F. R. Williams, J. Alexis Shriver, Bertram N. Stump, Wm. E. Robinson, Geo. C. Morrison and L. T. Appold. Directors named are: Messrs, Bell, Williams, Shriver, Stump and H. E. Karr.

The milking machine is looked upon as the most favorable of the prospects of the new company's numerous industries as the labor situation in Harford County has reached such a stage that dairymen and farmers have found it difficult to handle large herds of milk-producing cows. It is asserted that by the use of the milking machine absolutely pure milk can be sent to Baltimore consumers, the covered cans and the rubber tubes leading directly from the cow's udder to the cans, eliminating danger of contamination by dust, dirt or the odors of a stable. The new company purposes principally to develop electric power, which will be particularly applied to farm work. The first plant will be established on Winter's Run, about two miles from Belair, where a modern electric plant will be installed in the old quarters of the J. C. Hollingsworth Wheel Co.

ITEMS OF INTEREST.

Roos Bros. have leased the property owned by Mrs. Frank J. Sullivan and Miss Mary Phelan at the northeasterly corner of Stockton and Market Sts.

Thos. Francis Blackwell, head of the firm of Crosse & Blackwell, Ltd., of London, died July 18th. The firm of Crosse & Blackwell dates back over two centuries.

About 200 men are engaged on the Mills building, and reconstruction is progressing at such a rapid rate that by January 1st the main building will be ready for tenants, and by the following April the annex on Bush St., will be completed and ready for occupancy.

A dispatch from Washington says the commissary department of the army has reached the conclusion that it is no longer necessary to ship canned vegetables to Alaska for the use of the troops stationed there. The reason given is that so many vegetables are raised in Alaska that it is possible for the troops at most stations to be supplied with fresh vegetables all the year.

A large shipment of Cross & Blackwells' goods now in this port and in direct shipment from London is being held up by the Federal authorities pending a decision as to whether they conform to the United States pure food law. The shipment has been held for several weeks already and the market is nearly bare of these goods. What disposition will be made of them is not known and it may be weeks before a decision is reached. The government is making careful inspections of all goods received from foreign countries and several large import shipments have been ordered deported.

Redwood.—The Southern Pacific Co. is rushing work on the Dumbarton bridge as fast as the nature of the work will permit, and when the bridge and approaches are ready for steel tracks will be speedily laid out from here. The necessary supplies are piled up here on the company's premises awaiting use. Three large gangs of men are at work on the bridge doing the necessary piling and bridge work, and before the public will realize it the bridge will be an accomplished fact.

Livermore.—Mention has been made in the country papers from time to time of the possibility of the Alameda Sugar Co. laying a pipe line from its plantation in the lower end of this valley to the factory at Alvarado, but few people have been inclined to take the proposition for the company, last Saturday stated that the company is seriously considering the laying of a pipe line before next season's campaign.

Buy a Seller Sell a Winner

WIN A BUYER

By Using

C and H

BERRY SUGAR

For Sale By All Progressive Jobbers.

NECESSITY OF ORGANIZATION.

Some Reasons Why Dealers Should Get Together for Results.

(Written by J. A. Green of Cleveland, Ohio, Secretary of the National Retail Grocers' Association.)

During my recent visit to the Canadian convention, held at Hamilton, Ont., several points of interest were brought forth and many arguments advanced as to why retail merchants should organize.

The National Association of Retail Grocers takes in all kinds of merchants.

Many of the States have recently changed the name of their State associations from "Grocers" to "Merchants," and many of them were organized as such, but while the name of the national association is that of retail grocers, it has wisely provided in its constitution that all merchants may become members.

Some of the reasons advanced at the convention of the Canadian merchants might well be placed before the members and readers of the trade papers.

Reasons for Joining.

The retail grocers' association is formed to look after all retail interests through one association.

The manufacturers are all united in one association. The farmers are all united in one association. Labor is organized in one association. The retail merchant is indispensable in every community, he is the medium or guardsman who stands between the manufacturer and the consumer, and our interests must be protected through our own association. No one will look after our interests unless we do it ourselves. In the past we have not been class conscious. We have allowed those who know nothing of our circumstances to make our laws.

Get Legislative Recognition.

All this is now changed, and we can place our views intelligently before our legislators, as every legislative measure that is introduced into Congress comes before the watchful eye of our active officers. They oppose injurious legislation and promote measures that will benefit the retail trade.

As retail merchants, we occupy more business premises, carry more stock on our shelves, are more largely assessed, pay the largest share of taxation, pay more insurance, more wages, contribute more largely toward the government revenue, employ more clerks, contribute more to charities, and have a larger voting power than all the other commercial bodies combined.

A Central Organization Necessary.

If the retail merchants are destroyed, the cities and towns will be destroyed. Then why should we not stand shoulder to shoulder in guarding and protecting our commercial welfare?

No great or far reaching work can be carried on without a strong and vigorous center. We must have a pivot from which to work, and these centers are our State and National officers, who are elected at the annual conventions by all the members. The majority of retail merchants are



J. A. GREEN,
(Cleveland, Ohio)
Secretary National Retail Grocers' Association.

Remember

The Independent Match Company turns out the best block match on the market

Full Count and Renown { **BRANDS**

Your jobber carries them

too busy to know what is transpiring around them, and even if they did, without an organization they would be helpless.

Each Dealer Should Help.

Individual merchants by themeslves are mere units, but united they command respect. It would cost one member a very large amount to do what now can be done by many at a very small cost for each. Therefore, to carry on our work, and give the smallest merchant an opportunity of becoming a member, so that we can count on his influence, the membership fee is placed at 25 cents per annum, anticipating that every retail merchant would pay the small amount when requested to do so. (Note.—Membership in State Associations carry a membership in the National.)

If every retail merchant would contribute this small amount, our work could be carried on without letting the expense rest on the active workers, who now bear it. If you are, therefore, not a member, some one else is bearing your burden, and as we all benefit we should in all fairness cheerfully contribute toward the expense.

The Educational Campaign.

This year we have entered upon a vigorous educational campaign, which will take considerable money to carry out. Will you, therefore, as a retail merchant, help us in our work?

If you are a member of any other trade or business association, that should not prevent you from uniting with us. We must all work and act together and present the same views to our legislators after they have been wisely considered, and this can only be done by consultation and united action through one association.

We want you to know what we are doing, we want your experience and your influence, and we must have your financial support to carry this work on.

If you are not a member we want you to become one now. We want every retail merchant to be in our ranks, not one outside. We believe in fair trade, clean competition, honest merchandising, and proper legislation. Are you willing to help us? If so, send in your per capita.

Telephone Oakland 6670

C. D. Smith & Co.

Wholesale

Dairy Produce and Poultry

364 ELEVENTH STREET

Oakland California

ARE BOOSTING RICE AS BEST FOODSTUF.

Louisiana Concern Says It Will Spend Thousands to Prove That White Cereal is Best Product to Eat.

An advertising campaign will soon be floated which will make rice the most popular foodstuff known, if the plans of the American Rice Packing company do not miscarry.

The value of rice as a foodstuff has been known for some hundreds of years, but a systematic campaign to place it on the United States market has resulted in spasmodic advertising schemes which did not get at the real value of the cereal as a food product.

A recent statement by Dr. H. W. Wiley to the effect that a given amount of rice will provide more units of energy than any other product is the cause of the renewed interest in exploiting this cereal.

Outside of Louisiana the consumption of rice by the masses of the United States is comparatively limited, for the reason that they are ignorant of its merit. To remedy this defect Chas E. Cormier of New Orleans, an enthusiast on the subject of the use of rice, has originated a publicity campaign effective will be known as the American Rice Packing Co.

The company is capitalized at $500,000, and Mr. Cormier is its president. W. C. Gilmore of New York, eastern representative of Louisiana and Texas rice mills, is vice-president, and Mortimer S. Bate, of New York, is secretary and treasurer. Its purpose will be a double one, to advertise rice and to sell it. An experienced advertising firm has been engaged to do the advertising, and a new system of handling rice has been devised to make is popular.

As is well known, rice is now handled in burlap bags, involving leakage and short weight and the risk of spoilage by frequent reshipments and exposure to long delays on filthy wharves. After the retailer receives it it is dumped into a barrel and scooped out as occasion requires. No attempt has ever been made to inclose it in a neat package of small dimensions, ready for delivery to consumers, like canned goods for instance. To obviate this difficulty the new company will put in two sizes—one at 10 cents and another at 25 cents. These packages will be thoroughly sealed, dustproof and secure from contamination in transit.

Tact is ability to appreciate the other fellow's position and reasons; to accommodate them and sway them to mutual advantage.

A WISE SAFEGUARD.

The Indiana Food and Drug Commission has pointed the way for other food commission and health authorities in one great point, which it would be worth while emulating. Commissioner Barnard, of that board has just issued a notice to canners of that State informing them that, as a rule of the board, it will hereafter be unlawful for proprietors of canning plants to employ persons suffering fro mcancer, tuberculosis or similar diseases, or people with sore hands, within the State of Indiana. Employes will also be required to wash their hands before and after working. A regulation of this sort might once have been regarded as "fussy" but with the dangers of infection so clearly understood as they are to-day that stage has passed. By all means guard the public from infection by the foods we eat.

Mountain View.—The Sanguinetti cannery, of Mountain View, opened last week for the season. The proprietors did not intend to open until next year, but an order for fruit caused them to change their plans. A pack of peaches and tomatoes will be put up.

R ARTHUR DOWNEY, PRESIDENT W P BEARDSLEY VICE PRESIDENT J W HUTCHINSON SEC'Y AND TREAS A P MURDOCH GENERAL MANAGER



Oswego Maize Products Company

General Offices, Oswego, N. Y.

IN THE MANUFACTURE OF OUR STARCH WE USE CLEAR LAKE ONTARIO WATER SUPPLIED BY OUR OWN PUMPING AND FILTRATION PLANT

Oswego, N. Y. Aug. 24, 1907

Mr. Retail Grocer;

Dear Sir:

When you desire to give your trade good Starch why do you not use Murdoch's Oswego Velvet Gloss Starch and Murdoch's Oswego Corn Starch? The price is right, and the quality of the goods equal or superior to any Starch manufactured in the world. Obtainable from all wholesale grocers.

Yours very truly,

Oswego Maize Products Company,

Oswego, N. Y.

Largest Dealers in GREEN COFFEES on Pacific Coast

Mc Carthy Bros.

Importers

Teas, Coffees and Spices

161 Front Street

San Francisco

Highest Grade of High Grade in ROASTED COFFEES At Right Prices.

Port Costa Flour

(28 per cent Gluten)

Always Reliable

Manufactured from Choicest Coast Wheats Blended with Eastern Hard Wheat



Port Costa Milling C



Golden Poppy Cereals

Golden Poppy OAT FLAKES

Manufacturers of the

CELEBRATED

ENCORE PANCAKE FLOUR

210 BATTERY ST., SAN FRANCISCO

A MAGNIFICENT MANUFACTURING PLANT

Six Acres of Floor Space For the Production of Crackers and Candies.

Five Story Building of the Most Modern Type of Fire Proof Architecture.

New Home of American Biscuit Co. and Pacific Coast Biscuit Co. Now Nearing Completion.

One of the most interesting topics of the day, and one which is attracting the attention of the entire country, is the rapidity with which the City of San Francsco is being rebuilt. Out of the ruins caused by the recent disaster there are going up hundreds of magnificent structures of brick, stone, steel and reinforced concrete, elegant in architecture. When completed, they will make the City of San Francisco one of the most beautiful in the world.

As every one knows the old San Francisco was noted for its handsome buildings. The new San Francisco, with its immense and elaborate structures, which are most modern in every way, will be far grander and more spectacular.

While public attention has been centered on the newly erected and partially completed buildings located on the principal streets of the business section, there is one building which so far has escaped notice.

Six Acres of Floor Space.

It is a magnificent, as well as immense structure, occuping half a block. It is situated on Battery and Vallejo Streets and Broadway. It is five stories in height, of reinforced concrete, with galvanized iron window frames and doors, and fire proof glass. The building has a floor space of **nearly six acres.** It is of the most recent architecture, modern in every way, and represents the highest type of fire proof structure.

It is practically divided into two buildings by a fire wall of reinforced concrete, and will be occupied by two of the California's largest corporations. **THE AMERICAN BISCUIT COMPANY** and **THE PACIFC COAST BISCUIT COMPANY.**

Most Up-To-Date In the United States.

In that part of the building which will be occupied by the **AMERICAN BISCUIT COMPANY,** there will be seven ovens, and the entire plant will be fitted and equipped with the most up-to-date and modern machinery used in the manufacturing of biscuit.

There will be a complete equipment for the manufacturing of Sugar Wafers. In fact, when this building is ready for occupancy, it will be the most up-to-date and thoroughly equipped biscuit factory in the United States.

At present the rapidly increasing demand for the products of the **AMERICAN BISCUIT COMPANY** is severely taxing the plant at 311 Bay Street, and they are forced to operate night and day in order to supply the demand.

A Trade Mark That Stands For Purity.

As soon as the **AMERICAN BISCUIT COMPANY** begin operations in their new building, they will then be in position, not only to fill all orders promptly, but to place upon the market from time to time, new goods, which will be original in texture as well as name. Within a short time, the **AMERICAN BISCUIT COMPANY** will place upon the market a complete line of Package Biscuit, which will be sold under their own Trade Mark. This Trade Mark will represent purity and quality, and will bear the guaranty of **AMERICAN BISCUIT COMPANY.**

An Enormous Candy Factory.

The Northern section of this immense building will be occupied by the **PACIFIC COAST BISCUIT COMPANY,** and will also be equipped with the most modern and up-to-date machinery for the manufacture of candies. It is the intention of the **PACIFIC COAST BISCUIT COMPANY** to place upon the market a complete line of candies, which will include a high grade line of package candies, and which will be second to none in the country in quanlity and workmanship.

The **PACIFIC COAST BISCUIT COMPANY** is at present operating a small plant at Oakland, which, however, is unable to supply their present demand. When they begin operations in their new building, they will be in position to fill all orders promptly.

Will Employ Many People.

This new factory will furnish employment for about 500 persons. Every necessity, as well as many comforts will be provided for their convenience.

In reputation, the **AMERICAN BICSUIT COMPANY** and **PACIFIC COAST BISCUIT COMPANY** stand among the first of all the manufacturing concerns in the Pacific Coast States., and this building when completed and occupied by these corporations, will be a credit not only to the City of San Francisco, but to all the Pacific Coast States.

INTERIOR MERCHANTS INTERESTED.

Correspondents Send Word of Representation that May Be Expected at Sacramento.

Review of How Grocers Can Get the Best Out of Their Association.

[Written Expressly for the **Advocate** by State Vice-President C. A. Mottaz of Los ngeles.]

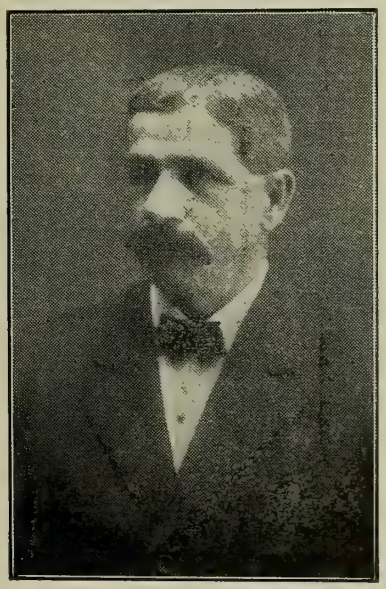
Los Angeles, Aug., 1907.

One year has again elapsed since our last State Convention, which was held in Oakland, Cal., and was the banner of all the convention of the retail grocers of California.

We must ask ourselves two questions:

Have we, as members, accomplished our aims? Have we realized our purpose?

I will say: "If our wishes and aims have not been reached, who have we to blame but ourselves?"



C. A. MOTTAZ, Los Angeles.
Vice-President of the State Grocers' Ass'n. and Past President of the Grocers' Ass'n. of Southern California.

"In my estimation, we have accomplished our purposes and set an example of what can be accomplished by having a strong organization.

"We have been the direct means of having laws put on the statute books of California by the State Legislature, which are worth more to the retail dealers than all the costs of the State Association since its existence.

This is only the forerunner or the beginning of the benefit of our State Association if **the individual member will do his duty.**

I surely see a great future for our State and National Association. But there is much education and strenuous labor to be done before we can expect the complete results.

We have set an example.

We have the machinery started.

But we must keep on and furnish the materials to keep the machine a-going. The wheels need oil constantly and we, as members, have to furnish this material, and the more of this material we supply, the stronger and firmer will our State Association grow.

The Might of the Grocer.

Where is there a council, a legislature or even a governor who would ignore and oppose a strong State Association?

Gentlemen, it is high time for the retail grocer to know his strength.

The abuses are many that need to be corrected. From the jobbers and from the manufacturers, there are abuses where the State and even the National Associations are needed.

For instance, if a jobber or manufacturer wishes to sell to a department store, they will tell the trade it is to "their best interests."

Without a strong association, what recourse has the small grocer.

None, whatever. He has to submit to Mr. Jobber even if he knows that by encouraging the jobber and the department store, the small dealer is surely growing the hemp to manufacture the rope that will hang him a little later as catalogue houses and department stores are surely the most bitter enemy of the corner grocer.

This is only one abuse.

There are many others that can be corrected only by a strong association.

Los Angeles Profits Greatly.

The local association here in Los Angeles is doing an immense amount of work. It is of great benefit to every member who will take interest in it.

If, for some unforeseen cause, it should cease to exist, it would be the greatest calamity that ever visited grocerydom in Los Angeles.

I have pointed out briefly the necessity of a strong association.

How to make the association more effective and most valuable is an important study.

It is only necessary for each individual member to help and furnish his share of labor and funds.

What good would a big church be in a community if all the members would stay away from it and say: **"The Board of Directors and the preacher will take care of it!"**

The very same will apply to our association.

The officers cannot make the association of any value whatever unless each member does his share and assists the officers. By so doing, they reap the benefit which, by right, belongs to them. In time, the grocery business will reach the standard where it belongs.

As I said before, the grocers need education.

Advocate an Educator.

One of the best educators now is the **Advocate.**

Our paper has done work of immeasurable value this past year. It has pointed out the path for us. It has smoothed the way. It has fought our battle where we could not have fought ourselves.

It has given the grocers valuable information. The battle on short weight and measures has done much to show some their careless way of doing business. I have seen cases where a grocer would order beans and receive potatoes; cheeses that were never weighed when received, etc. I hope the **Advocate** will proceed and keep up the good work with even greater success.

In conclusion, will every member of the association support and encourage the officers, furnish the funds freely to keep the good work on the move?

I hope these few lines will remind every one of the need of a very strong association—State and National.

FRIENDSHIP DISPLACES ENMITY.

Business Men of Sacramento Operate with Kindly Rivalry Instead of Bitterness.

[Written for the **Advocate,** by F. B. Fancher of Sacramento, President of the Pacific Coast Grocers' Association.]

There are some things the benefit of which are self-evident. Among them, the pursuit of happiness and membership in the State Retail Grocers' and Merchants' Association.

The benefits derived by THIS AMERICAN CASH STORE from membership in this association are of the most substantial character.

We have increased the volume of our business.

We have increased the net profits arising therefrom. We have been taught better and more economical methods of transacting our business.

We have been benefited immeasurably by the legislation secured wholly through the efforts of the State Association.

In view of these facts, it is incomprehensible to the writer how any grocer in the state who uses a mental process in the conduct of his business can afford **NOT** to be a member of the State Association.

Big Benefits in Sacramento.

Since we organized, Sacramento has had one of the best associations in the state.

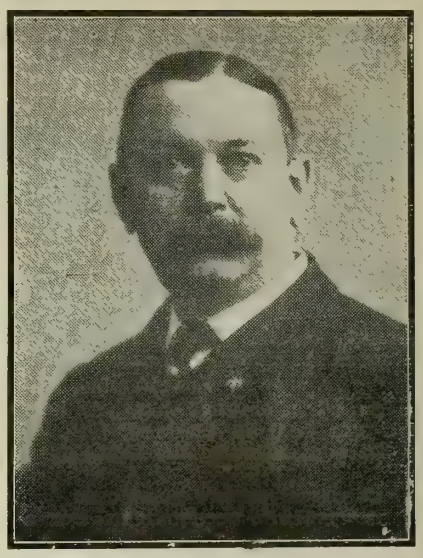
Before we had an association, we were, speaking in a general sense, bitter and deadly enemies of each other.

The smaller dealers believed, and freely expressed the belief, that the larger stores, the big fellows, were swine and wanted to get all the grocery business, as well as the balance of the earth.

The larger stores acted as though they believed the community would be greatly benefited if the smaller stores were wiped off the map.

sion, there immediately ensued a frost that was dangerous

When two or more grocers met together on any occa- to the vegetation of the county.



F. B. FANCHER,
A Prominent Association Worker of Sacramento.

Grocery staples were sold at cost. Prices were cut on everything. A practical condition of civil war existed that rendered it impossible for anybody in the grocery business to make any money, and exceedingly difficult for most of us to make a bare living.

Hold a Monthly Banquet.

Now all this is changed.

The grocery business in Sacramento is in a highly prosperous condition. Over 90 per cent of the grocers are members of the association, and good members, too.

We all work in harmony.

PHOENIX FLOUR

The Whitest **The Best**

Made in Sacramento, Cal.

Up=to=date Machinery

Modern Ideas Coupled with the Thirty Years Experience at the same Location Has Taught Us What Kind Of Wheat To Blend.

RESULT: = PERFECTION

Agencies at Oakland, Eureka, Placerville, Red Bluff and Reno.

PHŒNIX MILLING CO. Sacramento, Cal.

B. E. BRYAN, Oakland Agent, 17th and Wood Sts.
Phone Oakland 8254

We sell sugar, flour, hams, kerosene and Fels Naptha soap at a profit, not at a loss.

We hold monthly meetings; attend to our business promptly, and then sit down to a modest banquet where the highest type of good-fellowship reigns.

Instead of fighting each other, we stand together as one man for the upbuilding of our business in all legitimate ways.

Advocate Helps Produce Hustle.

"The Advocate" at all times, in season, and out of season, has been insistent, and persistent in pushing association work. It has done more than any individual or association to make out work successful. It keeps everlastingly successful. It keeps everlastingly "at it" and it shows how to make the rest of us uncomfortable if we don't "hustle" a little ourselves.

Every grocer should take the **Advocate** and join the State Association.

If there are any skeptics in the grocery business in California, who question the benefit derived from membership in the State Association, and they will attend the State Convention in Sacramento, September 10th, 11th and 12th, we will guarantee to convert them from the error of their ways, and show them the folly of trying to do a successful grocery business in California without joining and supporting the State Asociation vigorously in its splendid work.

OPTIMISM FROM SOUTHERN CALIFORNIA.

Operations That Have Helped Grocers to Better Success South of Tehachipi Pass.

(Written for the **Advocate** by J. F. Paulding, of Los Angeles, Sec'ty. of the Southern California Grocers' Ass'n.)

The chief value of the State Association, in my mind, is to get better laws, which could not be accomplished by any individuals or any individual organization.

To handle the matter rightly it takes a central point to work from with a central board to direct the work.

The State conventions are advantageous to decide what we want to work for.

The value that the State Association is to the grocers and merchants of this State cannot be computed, nor is it appreciated.

There is not a favorable law on our statute books today that was not placed there by association effort.

There have been attempts to repeal the laws we now have, which were prevented by the State Association and its influence.

The State Association has done a great deal to point out the good to be accomplished by organization, and much good has been done to the grocers of many communities from the fact that they were shown the way by a representative of the State Association.

The credits, laws and profits are much better than they would be if it were not for the State Association.

Future Full of Promise.

What we can and should do in the future should be judged by the past.

We have done much and we can do a great deal more if we try.

We can convince manufacturers that they should protect their trade in a legitimate profit.

We can convince the retailers and wholesalers that it



J. F. PAULDING.

The Guiding Spirit Who Has Made [illegible]

Snider's Catsup

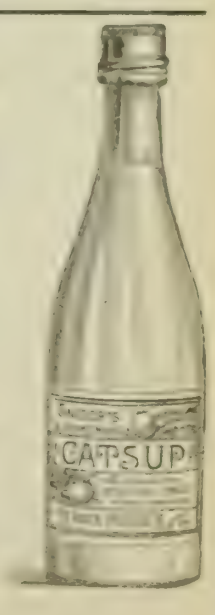
IS THE

Best in the West

North, East and South

SNIDER'S IS BY FAR THE BEST

JOHN H. SPOHN & CO.. Agents, San Francisco



is to their interests to work against the Parcels Post bill.

We can convince the dealers that they are not using proper judgment in extending credit.

We can convince dealers that they are not properly supporting those manufacturers who are giving them a profit.

We can convince the dealers that we need more good laws.

These and many other things can and should be taken up more strongly in the future by the State Association.

In this vicinity, we have supported the State Association in securing laws; have secured better profits for our dealers; have prevented discrimination by the wholesalers and manufacturers; have helped fight the Parcels Post bill; have prevented several different times the passage of obnoxious city measures that would be expensive to the dealers; and have decreased the losses in bad bills at least 25 per cent. We have also many grocers who are friendly that would never have known each other had it not been for our organization. These and many other matters have had our attention, all of which have been handled to much better advantage by the organization than they would have been individually.

I do not believe we would have had a State Association today if it had not been for the "Advocate," and practically all that has been accomplished has been either **directly or indirectly** through the influence of that paper.

STOCKTON STILL SMILING.

Strong Cohesion Among Dealers Through. Associated Effort Makes Business Pleasant and Profitable.

[Written for the **Advocate** by State Treasurer C. B. Pearson of Stockton.]

This question is often heard: "Of what value is the State Association?"

In reply to this, let me say, that if any grocer who is posted will stop and consider, he will find that there are many advantages to be derived by membership in our Association that do not appear at first thought.

From a monetary standpoint, the chief advantage to me personally is the recent collection of a $99 bill from one of our policemen, which was made possible by the law, allowing the attachment of wages of city and county officials, secured by the State Association.

The better feeling existing between competitors has also been a distinct advantage. The better prices resulting from our Association has made the organization a very essential part of our business.

I know that every grocer in Stockton has profited similarly to our firm. They have benefited in the collection of bad accounts and in the correcting and abatement of numerous trade abuses.

In my opinion, the most important matter to be taken up at the coming convention, is completing a plan of action so as to encourage and assist manufacturers to establish fair retail prices on their goods and refuse to supply firms that cut those prices.

Our local association is in good shape. The members are all working together and there is a splendid era of good feeling.

I have studied the **Grocers' Advocate** with much interest. I read the "Points to Watch" first and consider that department of the greatest value from a business point of view. It posts the dealer on conditions in advance of the arrival of Mr. Travelingman. When the drummer hands you a lemon, you know whether to take it or not. We have made good money out of this department again and again. We hope the editor of the **Advocate** will keep on improving and enlarging his price list and keep up his careful study for "Points to Watch," and we feel sure that it will make the paper of constantly increasing importance and value.

These features insure that the grocers will read the paper for the money value of its contents. This fact has enabled the **Advocate** to enroll them in the various movements instituted by our State Association.

With this mouthpiece, making known our plans and showing in many different ways their value and the need and possibility of the help of the individual grocers, we have secured concerted action among merchants in many widely separated cities so that we have been able to accomplish results that would have been impossible without the **Advocate's** assistance.

Our success before the legislature is one of the best examples of this. The paper gave publicity to the laws we wanted. It has made it possible, too, for us to correct, easily, trade abuses that otherwise we would have had to endure.

Up to the present writing we expect that our representation will include the writer (C. B. Pearson), J. D. Campbell, T. F. Knutzen, F. W. Aubry, W. E. O'Connor, G. E. Bartholomew, W. R. Smees and perhaps others. Three or four of the gentlemen will be accompanied by their wives.

ALAMEDA—L. Warnke:—I will certainly attend the convention of the State Grocers' Association at Sacramento. The first and most important subject to be considered should be how to get better profits. This, in a nutshell, is the great and only problem of the grocery business. Everything else is merely incidental. We should also plan as to how we can prevent trade abuses, such as wholesalers selling to consumers, dishonest shortages, etc. Our organization must also exercise eternal vigilance lest we lose some of the advantages we have already gained. A very important matter will be how to make the various associations of the State more effective for their members.

I think one of the most important things made possible by our organization is that it enables a large number of grocers to say at the same time to the manufacturer that if he does not require a fair price to be maintained for his goods, that these grocers will not handle them. I, for one, will be very glad to help exert this influence.

The association has helped me personally in many ways. I have profited by the better laws. I have been able to collect money I would ont have received had it not been for the association. I have received a better margin on my goods. Not the least of my advantages, I consider the friendly feeling that now exists between myself and my immediate competitors.

I think that the greatest factor in bringing about these better conditions has been the **Grocers' Advocate.** The "Points to Watch" department I have always found of great value while the general grocery topics are not only of much special interest, but also a great help through their wise and timely suggestions.

REDDING—F. F. Dustin:—"There will possibly be two or three merchants attend the State Convention from this community. The convention should, in my judgment, devote the greatest amount of time to planning how to get better profits. The problems of preventing trade abuses,



RED SEAL LYE.

Disinfectant, Water Softener, Cleanser. The Sifting top Can.

P. C. TOMSON & CO., Makers, Philadelphia, Pa.

such as unfair treatment by wholesalers, dishonest shortages, etc., and the work of making affiliating associations stronger, should be given careful thought. Personally, I have profited directly through the laws secured by the State Asociation and also by the better profits resulting from its efforts. I will refuse to handle goods that can be cut, and will, within reason, handle instead similar goods when the manufacturere of those goods refuses to supply cutters."

CROCKETT—W. F. Booth: "There will probably be two (2) representatives at Sacramento from our city. The writer and Mr. C. Dodge, manager of Davis Bros., inc., will try to be present. We think the State Association can do no more important work than plan to make associations in the various cities more effective. We have profited directly by the better margins resulting from the efforts of the State Association and in other ways. This firm will be glad to do all in its power towards inducing manufacturers to refuse to supply cutters, to the extent of refusing to handle the goods that can be cut. We like every department of the **Advocate** and it would be hard to say which we like best."

IRVINGTON—E. N. Babb & Co.:—I hope to be able to attend the Convention at Sacramento and will, probably, be accompanied by Mrs. Babb. While I may not have profited directly by the laws secured by the State Grocers' Association and its collection letters, etc., I consider that the organization has done a great deal to better the condition of **all** grocers. I want to congratulate the Association on the splendid value represented in the **Advocate.** The paper's market reports and its crusade against the short weight and measure evil have been of enormous value. I find that shortages are the greatest leak in my business and the hardest to guard against."

TRACY—Fabian-Grunauer Co.:—"There will probably be one representative from our town and he will most likely be accompanied by his wife. Through the influence of the State Asscciation, we now get a fair profit on flour and several other articles, and there is much greater friendliness among the business men of similar interests. We will gladly lend our influence to build up trade on articles that cannot be cut in preference to those that can. We like every part of the **Advocate.**

BIRD'S LANDING—Bird & Smith:—"We enclose $3 for our year's dues to the California Retail Grocers' and Merchant's Association. We have been weighing and counting some since the **Advocate** stirred us up, but have found very few shortages. We consider the **Advocate** a good paper, published wholly in the interest of a well-deserving and good cause. Many a single copy is worth more than what a year's subscription costs."

SANTA ANA—Parsons & McNaught: We fear that the distance to Sacramento precludes the possibility of our having a representative at the State Convention. The matter of better profits is the question of first importance. We think that the legislature should be asked to make it easier to form mutual fire insurance companies. We have suffered very little from unfair interference by wholesalers. The better laws have benefited us materially. We have also been advantaged by the better profits and the friendlier feeling among the men in the grocery business and the broader views that have resulted from conferences with fellow grocers. The **Advocate** suits us all O. K. as it is. We can think of no change that would add to its value to us."

Hay Fork—C. D. Morton:—"We would surely be at the State Convention if it were not for the fact that we celebrate here Sept. 9, 10 and 11. The subject of "Better Profits" should be given the most attention at the State Convention. I have already profited by the better profits resulting from associated effort and also from the State Collection letters. I will be glad to help induce manufacturers to protect the selling price of of their goods. I hope that the Association will send out men to form county associations in districts not large enough to warrant local organizations."

VALLEJO—Wm. English:—"It gives me great pleasure to send a check for $3.00 for membership in the State Grocers Association and thus help the good work your are doing. I hope you will be able to let Mr. Powers come up here and give us a boost towards forming an Association in Vallejo. I think that we would not have any trouble in starting a branch of the State Grocers Association here with a little help, as the element that interfered before is now out of business and I think all the grocers here are anxious for an association."

BOLINAS—Bonaiti & Petar:—"Our community will not be represented at the State Convention. We are sorry as we feel that special attention should be given to the subject of protecting retailers from unfair treatment by wholesalers and manufacturers and similar trade abuse We have profited through the better margins made possible by the State Association. We think all the article. in the **Advocate** are good. We think the association is doing very good work. The writer is sorry that he cannot get in personal touch with more of the members."

PETALUMA—W. R. Veale:—"I would be more than pleased to go to Sacramento and take my wife, were it not that my partner has made arrangements to be away on the same dates. Under the circumstances, I cannot go I am very sorry, since I feel that I will miss a very interesting and valuable experience."

Guitard's Pure

means satisfaction to the consumer and a fair profit to the grocer.

Pure Coffee, Tea, Chocolate, Spices, Extracts and Baking Powder of Guittard quality cannot be sold for less.

To pay more means no better quality—simply less profit for the grocer.

WHITTIER—A. Jacobs:—"None of the merchants of our city have as yet signified their intention of attending the State Convention. There is much work to be done there. They should plan to back up the manufacturer, who is our only hope for protected prices. They should plan to act together in refusing to buy from wholesale firms who do not treat the retail trade fairly. They must plan to keep on trying for better laws. They must see what they can do to induce regular meetings among the associations and more faithfulness in listing "slow pay" and "never pay" debtors. Our experience is that grocers can save more by giving an hour or two monthly to posting each other as to deadbeats than they can in two or three days' hard work without such protection. But to get men to do this is another matter. Our firm has profited directly in many ways by the work of the State Grocers' Association. The better collection laws have mads us money. The collection system has helped us. We get better prices than we did formerly and our competitors are now our friends. We are glad to note that the **Advocate** is improving on the matter of printing."

Bethany.—C. Schlichtmann: "The writer will probably attend the State Grocers Convention at Sacramento on Sept. 10th, 11th and 12th. The most important subject, in my judgment, to be considered is the preventing of trade abuses such as wholesalers selling to consumers, dishonest shortages, etc. I have profited directly through the better prices resulting from the efforts of the State Association and I will gladly help to make it unprofitable for any manufacturer to allow the profits to be cut out of his goods. The department devoted to "Market Reports" is the part of the **Advocate** I like best."

MARTINEZ—L. M. Lassell Co.:—"We regret we can not be with you at the convention in Sacramento, but will look with interest for the "doings" you are to have and will be pleased to read in the **Advocate** the benefits and results derived from your convention. All parts of the **Advocate** are **GOOD.** We are unable to select any one part as better than the others. We wish you a success at the convention."

VACAVILLE—Gray Bros. & Co.:—"R. C. Gray and wife will be in Sacramento during the convention of the State Association and will attend its sessions. Enclosed you will find $3 to pay for our dues during the ensuing year. You have our best wishes for the success of the Association and the **Retail Grocers' Advocate."**

SEBASTOPOL—Geo. McFarlane:—"As I cannot go myself to the annual convention, I have concluded to send my son, Fred McFarlane, and one of my clerks, Arthur Fitzsimmons, in my place. I am very sorry I cannot be with you myself as I heartily endorse your work as an association."

PLEASANTON—J. E. Bairos:—I enclose $5. Please use $3 of this to pay my dues to the State Grocers' Association and let the remainder be employed to help my chance of securing the Hobart Coffee Mill. I will not be able to attend the State Convention, but I wish you luck.

MORGAN HILL—Votaw, Taylor & Co:—"We are glad if in any way we have or can help the Association, for we believe that if its power is used in the past, it can be the means of doing great good. Our Mr. Votaw will try and go to the State Convention at Sacramento."

SANTA CRUZ—C. D. Hinkle:—"I would like to attend the Annual Convention of the California Retail Grocers at Sacramento, but just now is our busy season and we are crowded to the limit, so that I do not think it will be possible."

PASO ROBLES—S. Seideman & Co.:—"As I have just returned from a long journey abroad, it will be impossible for me to attend the convention of the State Grocers' Association. You have our best wishes for continued success in your good work."

HOPLAND—W. W. Thatcher:—"I will be impossible for me to attend the State Convention as I am very busy. Hop-picking has begun and this means that I cannot get away for some time. I hope you will have success in your meeting."

Rockin.—J. C. Ford:—"I will try to get to Sacramento one day at least of the State Convention. I attended a meeting of the Association in San Francisco once and it was certainly all right. I wish you all success."

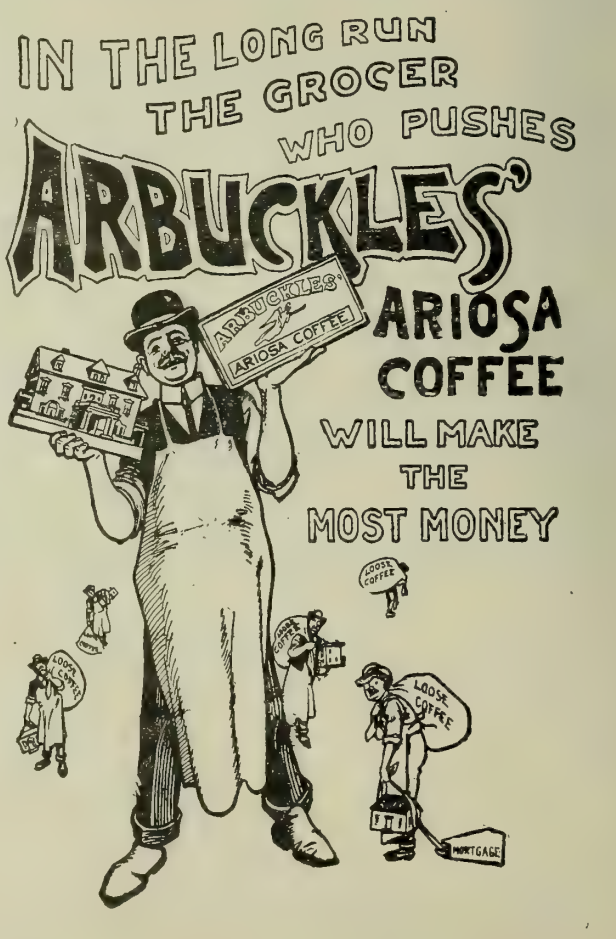
LOS ANGELES—J. F. Paulding:—"Our organization will send four delegates: C. A. Mottaz, W. C. Longstreth, L O. Powers and J. F. Paulding. The writer will be accompanied by his wife."

Weaverville.—D. Hansen:—Mr. Bremer of the Weaverville Supply Co. may attend the State Convention. The writer thinks he cannot attend himself. We have no wives to send."

WHITE RIVER—Mitchell Bros.:—"We do not know as yet whether we can come to Sacramento for the State Convention. We would like very much to do so."

SANTA MARIA—J. H. Fisher & Co:—"Stress of business will prevent our attending the convention of the State Grocers Association at Sacramento.

INGOT—McKendrick & Silver:—"It is doubtful if we will be able to attend the State Convention."



ASSOCIATIONS BENEFIT WHOLESALERS.

Brief Review of the Possibilities of Good, Resulting From Closer Co-operation.

(Written for the **Advocate** by **C. M. Carr,** secretary of the California Wholesale Grocers Association.)

This office recognizes fully the necessity as well as desiribility of the closest kind of co-operation between the Wholesaler and Retailer.

Our work is always along these lines.

It is to be regretted that at times there has appeared a spirit of antagonism to this idea, the fostering of which by either side of the question is sure to result, to say the least, in impairing the cordial relations which are so necessary to obtain the best results.

The Wholesale Grocer is no less dependent upon the Retailer than the Retailer upon the Wholesaler. The important quality necessary in their relations is confidence in each other.

Honesty and Fairness Bring Peace.

In communities where the highest standard of business integrity prevails, the relations are least disturbed and the best results obtained. Therefore, to promote the desired friendly relations between the two factors, it would seem that if all made it a point to elevate the standard of business integrity and work on these lines, that there is business enough for all, conditions could be greatly improved.

The spirit of **willingness to correct an evil** when found to exist, is the desired condition and the only one that is sure to bring relief.

Retail Associations Deserve Encouragement.

Wholesale Grocers as a body stick too closely to their work and do not mingle freely enough with Competitors or their Customers, the Retailers. This comes of necessity because the life of the Wholesale Grocer is so much of a grind. He is always ready to respond with his contribution of money but does not always lend his presence which often times would be more acceptable.

Organization in all branches of business is absolutely necessary to success in these days.

One cannot obtain the greatest measure of success with out it. Hence every encouragement should be given to organization of retailers everywhere.

Where Co-operation Counts.

My connection with, the Wholesale Grocers of California assures me that, as a body, they are fully alive to and appreciative of the benefits which result from friendly co-operation with the retailers, their customers, and are always ready to lend their influence to legitimate efforts to improve conditions.

Retailers have it in their power to lighten the work of the Wholesaler by cheerfully accepting and endorsing up to date methods and policies adopted by that branch of the trade.

The Grocery business in the past seems to have been unnecessarily subject to greater imposition in its conduct than some other lines. Latterly it is assuming more of the share of dignity to which it is entitled.

Co-operation has been a strong factor in bringing about the change. Honest effort for the good of all is the spirit to be encouraged, holding in firm check any evidence of the efforts of individuals for personal gain or advantage.

Along these broad lines, co-operation of the two factions is sure to produce good results for all.

I thank you for the opportunity to present the above and remain yours truly.

C. M. Carr,
Secretary, California Wholesale Grocers Association.

H. H. YOUNG, Pres. J. F. SCHROTH, Vice-Pres. C. A. SCHROTH, Secty.

The Young & Swain Baking Co.

The cleanest and must sanitary bakery West of the Rocky Mountains.

Manufacturers of all kinds of Bread, Rolls and Pastry, including the celebrated "YOUNG & SWAIN MILK BREAD".

Supplying the prominent groceries, clubs, hospitals, restaurants and cafes.

Best delivery system in the city.

Orders for supplies, by mail or phone, to the above address will receive prompt attention.

FACTORY { 2229-2239 Geary Street
2124-2158 O'Farrell St.

Office and Store
1433 Devisadero St

Wine and the Pure Food Law,

We are pleased to see that California's able wine men are making their influence felt abroad. Such men as Sbarboro, Rossi, Morgan, and their associates are always doing something to spread the gospel of California and her grapes. The good of such preaching in the East is marked, and we need some of it at home, where there is not sufficient loyalty to our great home product. Our public dinners are examples of the scarcity of our wines where they should be in evidence.

At the State and national food convention recently held at Jamestwon, Va., Percy T. Morgan, president of the California Wine Association, spoke on American wine and its relations to the Pure Food Law. The following is taken from Mr. Morgan's speech upon the subject:

"What is wine? This question appears to be agitating grape growers throughout the civilized world. In France its manifestation is in a refusal to pay taxes and in riotous demonstrations which threaten the very stability of the government. In nearly all important wine producing countries the authorities attempt to answer the question by legislative enactment. The American wine-grower is still wondering whether it means the product of fermentation of cane or glucose sugar, apple cider, colored and flavored, or the fermented product of grape juice.

Many Imitations Being Marketed.

"Authoritative answer to this question is fraught with great consequences to the vineyardist who, after immense struggles with known and unknown diseases; with climatic and soil conditions, has finally arrived at the point where, after five or seven years of unproductive toil, he can grow grapes.

"The pure food laws are ostensibly made for the protection of the consumer. Should they not also react for the benefit of the producer?

"Growers of grapes cannot successfully compete with other products which, if the more alcoholic producing qualities alone are considered, can yield by fermentation, from twice to three times as much as the same weight of grapes. When, therefore, they see a product sold under the generic designation of 'wine,' labeled under the pure food laws in the most bewildering manner, they ask themselves, what is sweetened sherry grape pomace; claret grape pomace; claret wine modified; sweetened Catawba modified; corrected claret; claret wine, guaranteed under the pure food and drug act, containing one-tenth of one per cent benzoate of soda and harmless coloring; port wine, guaranteed under national pure food and drugs act, containing harmless coloring and one-tenth of one per cent benzoate of soda sweetened with cane sugar and pure saccharine; and such other designations too numerous to mention as are found connected with wine, since the national pure food law went into effect?

Cider Is Defined.

"Cider, the alcoholic product of the juice of apples, whether or not assisted with added sugar, is not subject to the revenue laws, and can, therefore, be sold without license, so we find wine and the fermented product of other materials than apples sold in prohibition states as 'cider,' and, in other states, we find the fermented product of apples, sweetened and colored, masquerading under the guise of 'wine.'

"If the fermented product of other fruits is privileged to be dealt in without federal or local license, it seems unjust to the producer of fermented grape juice to be placed under such restrictions unless he is, in compensation, afforded protection from the competition of other like beverages containing alcohol derived by fermentation.

"So far the pure food law has not operated to the benefit of the maker of wine exclusively from grapes. This product, in order to comply with the regulations in relation to preservatives or anti-ferments, must be racked and handled until it will stand clear and remain sound on its own merits, and he meets, in the markets, at prices with which he cannot successfully compete, wines into which (by merely so marking them on the original package) other constituents and preservatives are permitted to enter.

Weakness of Pure Food Law.

"Then, by the operation of the pure food law in states where uniform legislation has not been enacted, the inhibition of the national pure food law covers only goods in the original packages.

"The pure food law will cause uniform enactment in the states which will automatically give effect to local laws where the authority of the national government over interstate commerce ceases.

"In a recent article in the Chicago Record-Herald, Otto Ericson, president of a large retail grocery house, summed up this question very succintly as follows:

" 'The federal law represents the deepest wisdom of the present day on this subject. It is a sane, carefully considered, common sense piece of legislation. If the manufacturing and jobbing interests of the country are to be properly perfected and the best possible results are to be secured by the people, future legislation in all the states should consists only of re-enactment by the state legislatures of the federal law. To be sure, some minor defects have been found and others probably will be developed, but this would be true of any piece of legislation.

Similar State Laws Necessary.

" 'An advantage of national and state legislation would be that the construction of the law and court decisions bearing thereon, secured by the federal government, would be available by, and probably would be taken as the final authority in the different states. The new national law is a great thing for the American people; let us have the full benefits under it by shaping all state legislation on the same line.'

"The making of pure wines is one of the simplest processes known; there are no secrets or dark chamber mysteries about it and those who try to throw such around it are generally 'fakers.' In dry wine-making, that is to say, red and white wines of the French, Italian and German types, the only requisites are cleanliness and watchfulness. The grapes are crushed and stemmed and conveyed to the fermenting tanks and, in the case of red wines, allowed to ferment on the skins to draw the color, while white wines are drawn off as soon as the fermentation has proceeded sufficiently to allow a separation of the juice from the pulp.

"Temperatures must be carefully watched to guard against either running up to a point where healthy ferments suffer and unhealthy ones develop; or going below a point where healthy activity ceases. Such contingencies are met by mechanically cooling or warming the musts, and in districts where fermentation is difficult or uncertain, selected, cultivated wines yeasts are employed.

"As soon as the first fermentation ceases the wine is drawn into closed tankage, where, in the succeding months, the secondary or final fermentation takes place. Thereafter, it is merely a question of careful storage, racking and filling up the wines until maturity of their remaining clear for commercial use.

Sweet Wine Processes.

"In the sweet wine-making, the grapes are crushed as in dry wine-making, but in order to preserve the sweetness, the juice is drawn off when fermentation has proceeded to the point desired, and grape brandy is added to arrest further action. Sherries are made by heating the wine, either by sun or artificial heat, in packages of various capacity for the requisite period.

"California's wonderful climate, probably unequaled in the civilized world for grape production, makes the manufacture of wine easy and certain and the great fertility of its vineyards makes the cost so reasonable that there should be neither excuse nor incentive for adulteration. The only drawback is the distance of California from the consuming centers, which makes the transportation of wine very expensive. This disadvantage will be lessened with the completion of the Panama Canal. In anticipation of this, immense wine storing establishments are being erected on the shore of the Bay of San Francisco, whence wines can be drawn direct into tankage on board ocean-going vessels; thus also minimizing the daily enhancing cost of shipping cooperage.

"In the not far distant future the consumer should be able to procure sound, healthful California wines in every center at a price little, if any, more than bottled mineral water or beer."

RESULTS SECURED BY ADVOCATE.

Progress of the Year and What the Future Should Bring Forth.

(Written by **John W. King,** Chairman of **Advocate** Committee.)



JOHN W. KING.
State Director and Chairman "Advocate" Committee.

In order to definitely learn the results of our experience with the **"Retail Grocers Advocate,"** the writer, as chairman of the committee having the paper in charge called in an expert accountant to investigate the books and advise us as to its earnings.

We find that the **"Advocate"** earned for us a much greater amount than the efforts employed by the State Grocers Association in its behalf warranted. When we take into consideration the fact that through the paper we have been able to secure results and to engender enthusiasm otherwise impossible, it will readily be seen that our investment has been a desirable one.

It will be still more profitable, since I am saitsfied that the organization will give to the paper a completer and more effective support in the future than they have extended it in the past.

It will be remembered that shortly after the Convention of the State Grocers Association ,a committee was appointed to purchase the "Advocate" on terms submitted by Mr. Powers.

The purchase was made, but for several months nothing was done towards utilizing the paper and its entire management was left in the hands of Mr. Powers. Only one of the **"Advocate"** committee, Mr. Hauch of Alameda, worked actively in its behalf. By his exertions certain advertising was secured that was of enormous value at that particular period.

For several months following this, only desultory assistance was extended the manager of the paper. Since the managers of the State Association as well as the manager of the "Advocate" were devoting the greater part of their energies and time in securing results in the legislature at Sacramento. After the legislature had adjourned, we were able to give more consideration to the growth of the paper.

Under the earnest and clever direction of Mr. Earl D. Eddy, the paper then advanced by rapid strides. Mr. Eddy has had the active co-operation of Field Secretary Powers and Mr. Doyle, President of the local Association and Mr. Frank B. Connolly, Secretary of the State Association.

How well the needs of the trade have been observed in th way of general news matter and grocery information, I need not tell the readers of the **"Advocate."** The number of letters of approval from all over the country printed in its columns from time to time show that we have been able to supply the grocers with the kind of live matter they desire and need. Our subscriptions have shown a marked increase and the advertising patronage has been improving very satisfactorily.

The net profits of the first ten months have exceeded $1000.00. The profits for the last two months of the fiscal year which ends Sept. 30th will, we anticipate, be about $500.00 more.

The writer will confess that the association managers have been culpably negligent in the matter of the "Advocate" **or** the gross profits from the paper would have been far greater.

The writer is satisfied, however, that this neglect will not be repeated during the ensuing year and that we will be able to secure for our association sufficient income to make a valuable campaign of organization possible and at the same time have in the **"Advocate"** a wonderful power to assist us in securing any results that the Directing Board may deem wise.

WANTS TO SELL.

Prominent Contra Costa Merchants Are Open to a Proposition.

During the past week we received the following lines from a well known Contra Costa county grocery firm:

"If you run across some one looking for a good opening we are in the market. Have the goods to deliver."

If this suggestion interests any of our readers, we will be glad to bring buyer and seller together.



F. W. AUBRY.
A Leading Merchant of Stockton Who Is One of the Vice-Presidents of the State Grocers' Association.



W. C. O'CONNOR.
A Clever Young Man Who Has Helped to [illegible] Grocers of Stockton

The Universal Satisfaction of Hobart Electric Coffee Mills Endorsed by Prominent Merchants Everywhere

Read What They Say:

Not One Cent For Repairs

San Francisco, Cal., July 18, 1906.

Hobart Electric Mfg. Co.,

Gentlemen: Having one of your double Mills in constant use for 18 months, during which time we have Ground and Pulverized over One Hundred and Fifty-six Thousand Pounds of Coffee without having spent one cent on the Mill for repairs, prompts me to forward this information, which you may use in any way you may see fit.

Very truly yours,
U. & I. Coffee & TEA Co.
John D. Wilson, Pres.

Mr. Wilson has since purchased FOUR more Hobart Mills, adopting them for all of his stores.

TRIED OTHERS BUT INDORSES HOBART

Messrs A. F. Anderson & Co., May 26th, 1906.
The Hobart Electric Mfg. Co., City.

Gentlemen: We are pleased to state that the numerous friends of ours who have installed your "Hobart Electric Mill" speak in the highest terms of the service it renders them and the satisfaction it gives their clerks.

We have known several to try other mills, but find that the greatest satisfaction that they find is with the "Hobart." Should any further investigation be made through us regarding electric mills, shall always be pleased to speak a good word for the "Hobart."

Yours truly,
NEWMARK BROTHERS.

Take Pleasure in Recommending THE HOBART ELECTRIC MILL

READ WHAT J. R. NEWBERRY & CO. SAYS:

210-212 N. Main St., Los Angeles, Cal.
Messrs. A. F. Anderson & Co.,

Gentlemen: We take pleasure in recommending the Hobart Electric Mill as very satisfactory and consider it the best on the market. In connection with our business, we have used several in the last year and are now waiting for you to furnish us with four more and we trust that you will rush the shipment of same. Yours respectfully,
J. R. NEWBERRY & CO.

Mill's Quality Best Ever Made

O. F. Martin, Agent Hobart Electric Mfg. Co.,

Dear Sir: Yours of February 3rd to hand, wherein you ask my opinion of the Hobart Coffee Mill that I am now using, I suppose that you mean you would like to know what I think of the Mill's quality. I candidly believe it is the BEST Electric Mill that was ever made. Yours truly,
B. J. DRESSER.
President Portland Retail Grocers' Association.

Clean, Sharp-Cut and Nail-Eating Features.

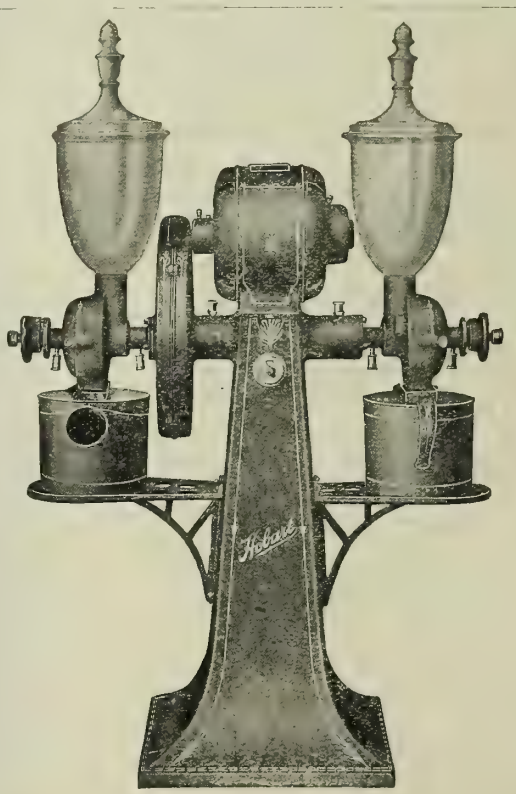
Ideal Tea Co., 17-19 East Santa Clara St.,

San Jose, Cal., Mar. 14, 1907.
Frank F. Wear, Oakland.

Dear Sir: Have been using coffee mills for over 20 years and had experience with nearly all of them. Always wanted one a "little better" for the mill is a great factor in maintaining coffee trade. Our last purchase was one of your No. 2121 Hobart's and we do not hesitate to pronounce it the best we have seen. Are particularly pleased with the clean, sharp cut of the granulating burrs, something we have always wanted and never found so near perfection as in our Hobart.

We "press the button," the Mill does the rest—and does it right, and its nail eating qualities stand alone. Would not consider ourselves up-to-date without it.

Respectfully yours,
C. M. SHELBOURN,
for Ideal Tea Co., San Jose, Cal.



This Is It!

SEE LETTER NEXT PAGE

HOBART MEANS "The Good of the Old The Best of the New"

Gives Mill to Grocers

Electric Driven Coffee Mills and Meat Choppers

Hobart *Electric Manufacturing Company*

Troy, - - Ohio

FRANK F. WEAR, D. S. A.
PACIFIC COAST
137-139 TELEGRAPH AVE.
PHONE VERNON 255

OAKLAND, CAL. July 20th, 1907

Cal. Retail Grocers & Merchants Ass'n.
San Francisco, Cal.

GENTLEMEN:--The Hobart Electric Manufacturing Company of Troy, Ohio, in connection with myself, are hereby donating to your Association one of our very latest No. 2121 Floor Pedestal Electric Coffee Mills, free of all expense to you whatsoever, in Sacramento, California.

It will be assential for us to personally supervise the demonstsation of this new mill, owing to the construction which has not existed in coffee mills prior to this date. It is understood that we will do this during the progress of your Convention at the Assembly Hall on the dates of the 10th, 11th and 12th of September, this year.

This mill in question has already been telegraphed for and in fact is EN ROUTe to Sacramento.

The only stipulations that are requested by the Hobart Electric Manufacturing Company and myself are; to-wit:

FIRST--That the machine will go to a member of the State Grocers Association.

SECOND:--That he will install and operate the mill in his store.

THIRD--That under no consideration shall the mill be used for speculative purposes by the fortunate recipient.

Yours very respectfully,
FRANK F. WEAR.

N. B.—PLANS FOR THE DISPOSAL OF THIS MILL HAVE BEEN PLACED BEFORE THE GROCERS ALL OVER THE STATE. IF YOU HAVE NOT RECEIVED YOUR LETTER, PLEASE WRITE US IMMEDIATELY. IF YOU ARE A MEMBER OF A LOCAL ASSOCIATION, OR WILL JOIN, YOU ARE INTERESTED IN THIS PROPOSITION.
CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION. 1714 WEBSTER STREET, SAN FRANCISCO

MEETING OF FRISCO GROCERS.

Dealers Will Decide Action To Be Taken In The Meeting of the Beer Bottlers.

WILL ELECT DELEGATES TO STATE CONVENTION.

Many New Members Joining To Help The Work of Getting Fair Profits.

A big meeting of retail grocers is to be held at Union Hall, 182 Church street, corner 14th and Market, on

Wednesday Evening, Sept. 4th, at 8 p. m. ....

A final decision will be reached on the beer question.

This was decided at the meeting of the directors of the Associated Retail Grocers held Wednesday evening, Aug. 28th.

President Geo. Doyle called the meeting to order There were present Secretary F. B. Connolly and Directors J. W. King, H. S. Elliott, J. Irvine and B. A. Schmidt. Absent: Gus Lehrke and J. A. Stulz.

Field Secretary Powers reported splendid results secured in the matter of collecting dues and securing new members through the assistance of Carl F. Harrison who also assisted in completing the securing of signatures on the Beer Bottler matter.

Mr. Powers and Mr. Harrison both reported that the trade were practically a unit in wanting the bottlers to do as the flour mills do—refuse to supply cutters. The men who were selling for 10c were doing so unwillingly and would welcome an opportunity to get a fair profit and be assured that more of their competitors could be allowed to sell for 10c.

Mr. Powers reported that the signatures had been secured of 261 grocers selling 29,618 cases of beer each month to a statement that they wanted the bottlers to refuse to supply cutters and that they would stand by the bottlers who took this action and would refuse to handle the beer of the bottlers who are willing to have their beer sold for 10c.

It was decided to call a general meeting for Wednesday evening, Sept. 4th at Union Hall.

Mr. Powers was directed to call on the beer bottlers and confer with them.

Mr. Harrison was directed to continue interviewing the grocers and securing new members.

Twenty-two new members were reported since August 1st.

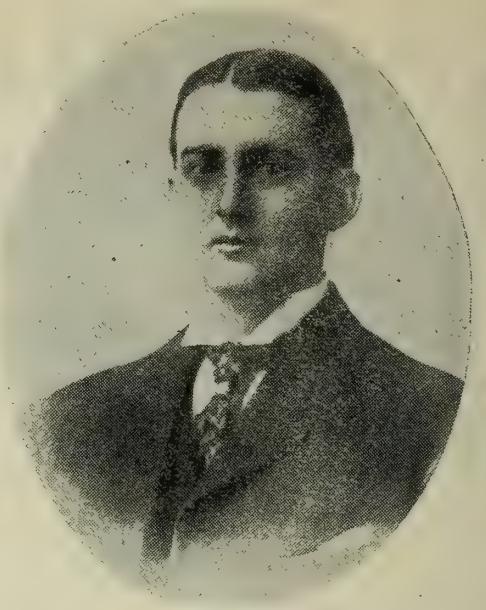
Plans were discussed for increasing the value of the organization to its members.

It will only be a short time when these plans will be put in operation.

At the meeting on Wednesday evening, delegates will be elected to the State Grocers Convention at Sacramento.

Al grocers are invited to attend the meeting.

Union Hall, 182 Church st., cor. 14th and Market.
Wednesday, September 4th, 1907; at 8 P. M.



H. K. DUNCAN,
One of Oakland's Younger Merchants Who Has Been a Power for Good.

Just as though the biggest Irrigation Congress, the biggest State Fair, and the biggest exhibits of irrigated land products from other States, all in Sacramento at one time, were not big enough, the management of the State Fair and National Irrigation Congress have united with the Utah people in an arrangement to bring out the famous Ogden Tabernacle choir of over two hundred voices to help enliven the event by their inimitable singing. The choir is said to stand first among similar organizations in America.

SHOW CASES
SCALES
OIL TANK
} FOR SALE

Apply To

Jabobson, Reimers Co.

210-212 Clay Street

San Francisco California



Best Soap in Cold Water

When You Want Naptha Soap Try
A. B. NAPTHA



Has No Equal for Toilet and Bath

When in Need of Toilet Soap Try
WILD ROSE RYE



Best White Borax Soap Made

When You Want Borax or White Soap Try
CRYSTAL WHITE

"No Collection No Charge"

Mr. Business Man:

Do you ever stop to think how many partners you have? Any man that owes you and does not pay is a partner. Just look over your books and see how many YOU have. If you want that partnership dissolved, just let us handle those old accounts for you.

The American Collection Agency

Grant Building San Francisco

N .B. We refer by permission to:

MR. H. HAUCH, of Alameda, Secretary,
Pacific Coast Retail Grocers Association.

MR. F. W. N. AUBRY, of Stockton, 2nd Vice-President,
California Retail Grocers and Merchants Association.

LONG'S

Preserves the standard preserve of the world and absolutely pure.

Saratoga Drips pleases the palate, whets the appetite, gives hot cakes a delightful flavor.

Woodlawn Maple is superior grade of Maple Syrup, guaranteed for its purity strength and flavor.

Maraschino Cherries the finest of California's selected cherries preserved in maraschino, unequalled by any manufacturer.

Peerless Bar and **Powdered Sugar** the best and cleanest sugar sugar on the market. TRY THEM.

Long Syrup Refining Co.
San Francisco

CHAS. LOESCH, Manager — Telephones, West 3555 and 3556

The California Baking Co.

Invites inspection of the largest and most modern Bakery in the West.

BREAD DELIVERED EVERYWHERE

BUTTERNUT BREAD

None Genuine Without This Label

Eddy and Fillmore Streets — San Francisco, Cal.

THE
RETAIL GROCERS ADVOCATE
Published Every Friday by the
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AND
MERCHANTS
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PARKS BROS. AGAIN.

Interior Merchants Write of Peddling Methods of These Pretending Wholesalers.

Last week we told about the activities of the firm of Parks Bros., who have a store at 372 Fifth St., this city They have big signs over the door stating that they are "Wholesale Grocers" and the local telephone book repeats the information.

We are in receipt of the following letter which speaks for itself:

Beckwith, Cal.,
Aug. 26, 1907.

The Retail Grocers' Advocate,
San Francisco, Cal.

Dear Sirs:—

In regard to your inquiry as to the "Selling to Consumers" by the firm of Parks Bros., will state that this firm is well known in these parts as a seller to farmers and to consumers in general. They solicit orders to the extent of carloads and then send in a man to distribute the goods to the farmers and townspeople in Sierra Valley. They do not attempt to sell to stores at all.

We would be glad to have such operations as this carload business, dealt with as it should be.

Very truly,
PLUMAS COMMERCIAL CO.

Now, speak up, gentleman; if there are others who know of the operations of these "wholesale grocers" (?) please write us at once. If you are going to attend the convention in Sacramento. come primed to bring this matter before your fellow merchants. There is a remedy for such trade abuses and you can help correct them only by working hand in hand with other sufferers.

In the Eastern States a never-ending campaign is being waged against these "box-car" merchants. The grocers of California should be no less alert to take steps to combat such obviously unfair competition.

Let us have some more letters—not necessarily about Parks Bros. only—no doubt there are others at the same game.

DOUBLED THE BUSINESS.

Some Data About the Dayton Scale Co. and Its Methods.

When the smoke of the great fire cleared away, the remains of about $75,000 worth of Dayton Scales were smoldering in the ashes of San Francisco.

Among the first to jump into the harness and bring to the trade the things they needed most promptly was J. J. Duffie, the agent of the Dayton Scales who, with the assistance of W. H. Graham and H. D. Luce, has since that time put $125,000 worth of scales on the counters of San Francisco merchants. Over $250,000 worth have been sold throughout teh interior during the same time.

The sales of the Dayton Scale Co. have increased by leaps and bounds. Though it had grown enormously in 1905, yet the sales are now double what they were two years ago. The month of February, 1907, saw the most sales of any month in the history of the company's operations on the Coast. The sale of $32,000 worth of scales to one firm, Lesser Bros., butchers, of San Jose and Oakland, is a record sale even for Mr. Duffie.

This growth is the result of excellence. The trade recognizes the value of the Dayton Scales, which are every day speaking eloquently for themselves from thousands of counters. The fact that their ability to weigh with exactness saves the merchant the cost of scale several times in a year, is the chief reason why the Dayton is so generally replacing other scales.

The proud boast of the Dayton people is that they can prove to the merchant where one of their Money Weight Scales will save him $200 a year. These scales tell automatically the cost, selling price and net profit on every sale, with as much exactness as a bank figures interest or exchange.

The Dayton Scale Co. have always co-operated with the Association workers, both here and in the East.

They helped San Francisco entertain the National Grocers' Convention in 1904.

In 1905, they made the State Grocers' Asosciation their guests during the convention at Stockton, taking them up the San Joaquin river in a specially chartered steamboat and giving them a royal good time.

Ft. Smith Refrigerators.—Cold & Dry.

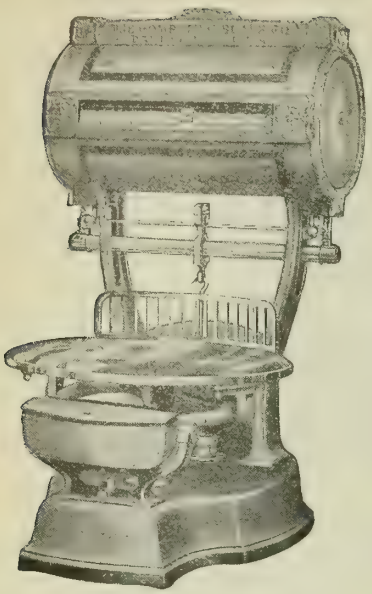
To Introduce our Sunlit Jellies, Jams and Preserves

We are advertising them in many of the Newspapers and in other ways. The High Quality and Perfect Purity of the Sunlit products will commend them to the trade as well as to the consumers. Write or telephone for prices.

Sunlit Fruit Company

Telephone, Berkeley 4333

2438 4th Street Berkeley, California



We make and sell every principal Scale known.

The Automatic Cylinder

The Pendulum Chart.

The Even Balance.

111 Different Sizes and Kinds.

We are Pioneer Manufacturers.

EASY TERMS.

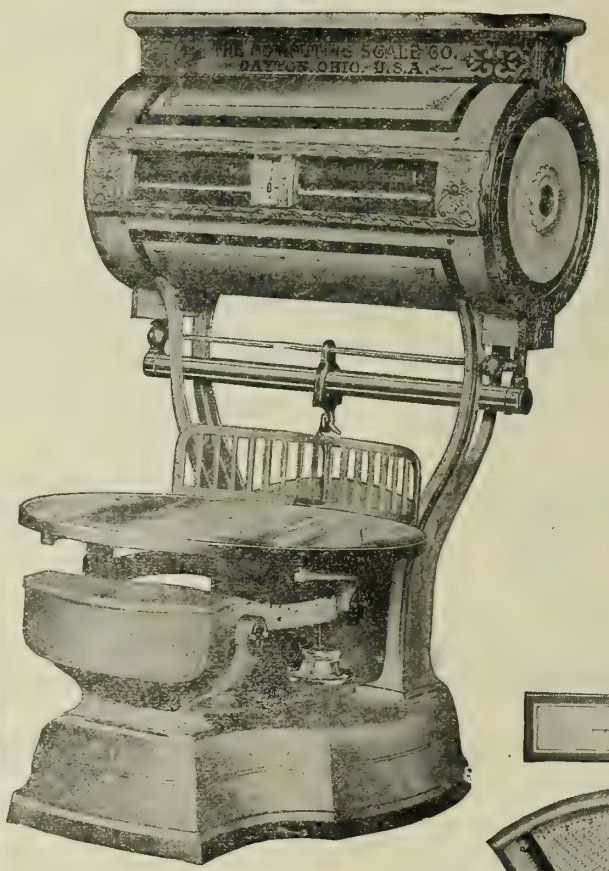
California and Nevada

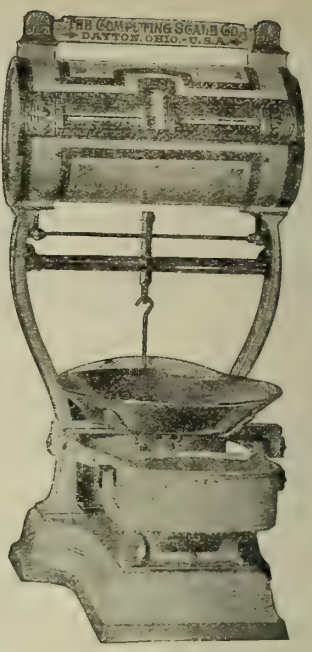
Grocers:

You bought over $200,000 worth of Dayton Computing Scales during the last 18 months. The reasons for this were many. They Save Money, Pay for themselves, Prevent overweight, Mistakes and are Absolutely Accurate.

LOOK HERE.

We will prove to you that our Scale will pay for itself in less than a year. Let our man demonstrate this. Write for latest catalogue.



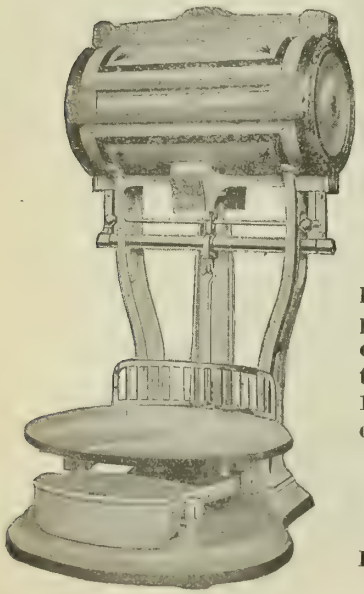


DAYTON SCALES pay for themselves over and over.

Our traveling men cover all territory and will be pleased to show our 1908 Model.

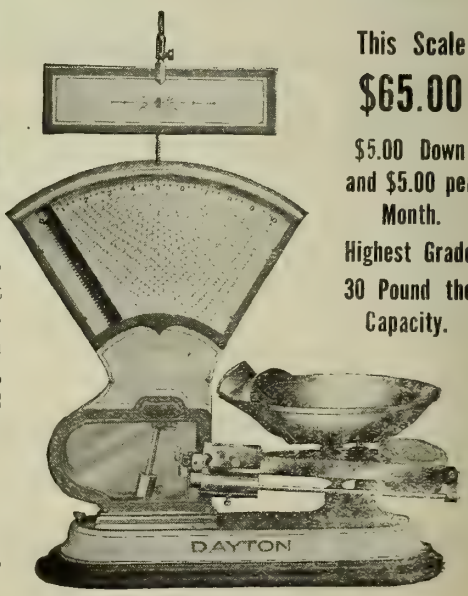
Write for catalogue We sell on easy monthly payments. No interest.

This places you under no obligation to buy.



We have also a large assortment of slightly used Computing Scales (taken in as part payment for Our Dayton Automatic Principle), which we will sell from 25 to 50% on the Dollar. Among these are 15 Stimsons, 11 Nationals, 87 Toledos (some used only 2 days), and 3 Eries.

JOHN J. DUFFIE, Distributor,
California Distributor,
1190 Market St.,
Phone Market 2652 San Francisco, Cal.



This Scale
$65.00
$5.00 Down and $5.00 per Month.
Highest Grade 30 Pound the Capacity.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

PIONTS TO WATCH.

TOMATOES.—
New pack is sure to rule high.

CANNED GOODS.—
Everything in this line is exremely short.

SALMON.—
Read this week's review and draw your own conclusions.

SPRATS.—
Stocks extremely low. Prices are sure to go higher.

SARDINES.—
Catch in France is a total failure; same report comes from Portugal.

BEANS.—
Stocks should be kept up to limit, because most of the varieties raised in California will probably yield a short crop.

RICE.—
There will not be a safe buying basis on rice until September 15th. or later. Hand to mouth purchases are counselled.

EVAPORATED APPLES.—
On account of high prices ruling on future Eastern evaporated apples California apples will undoubtedly bring good figures this season.

DRIED FRUITS.—
As a result of the sulphur agitation the market has declined considerably many large buyers refusing to buy California Dried Fruits unless packers give a full guaranty—none of them will accede to this demand.

PRUNES.—
Not only is the crop in this country a very short one, but the crop in all foreign producing countries is very much lighter this season than in many years past. With resumption of active demand about October 1st. prices should advance materially.

FREE DEALS.

Fairbanks Gold Dust.

With five and a half boxes at 4.65 one-half box free. Size 24x72. With ten boxes at 4.60 one box free. With 25½ boxes at 4.55 two and one-half boxes free. With fifty boxes at 4.55 fiv boxes free. Above deal is good for but a short period.

Malta Vita—One case free with five.

Rex Lye—One case free with five cases.

Rumford Baking Powder—Five per cent discount in five case lots; one case free in ten case lots.

Jello—One case free with each 12 cases. Deal limited to 48 cases. Ice cream powder made by the same company may be assorted with Jello in making up orders.

Parsons Ammonia.—½ case free with 5½ cases, 1 case free with 10 cases.

Cal. Home Brand Catsup.—5 case Lots, $2.25 per doz. and one case free; 10 case Lots, $2.20 per doz. Two cases free 25 case Lots, $2.15 per doz. and 5 cases free; 100 case Lots, $2.00 per doz. and 20 cases free.

Murdoch's Starch—10 case lots assorted or straight at list, one case corn starch free. Crates of sixes count for two cases.

X-Ray Stove Polish—5c size, 3 doz. $1.50 with 6 free; 10c size, 3 doz., $2.50 with 6 free.

Bromangelon—One dozen free with each gross ordered. No free goods with orders for less than one gross.

Frazier's Axle Grease.—One case free with ten

SUGAR.

The local situation has shown no change during the week ending August 29th.

Western Sugar Refining Company, advise under date of Aug. 20.:

We beg to announce that we are now in the market with our new Powdered Sugar, for icing and frosting purposes, under the brand of "Monarch."

"There will be a differential of ten (10) points on Monarch Powdered over and above the price of Standard Fine (Cane) Granulated in 100 lb sacks. This, it will be noted, is the same price as our regular brand of Powdered. Monarch Powdered is packed in sacks of 100 lbs. each, barrels, half-barrels, and boxes of 30 lbs. each; and the price of same in barrels is 10c in half-barrels 25c., and in boxes 50c. per 100 lbs. higher than in sacks.

"If our regular Powdered Sugar is desired, all that it will be necessary to mention is simply "Powdered," but in case our Monarch Powdered is

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:

South San Francisco

San Mateo County

wanted, the "Monarch" brand should be specified.

New York, Aug. 22.—Willett & Gray report:

The Week.—Raws: Unchanged. Refined: Unchanged. Net cash quotations this date are; Molasses, 3.00c.; Centrifugals, 3.89c.; Granulated, 4.65c.

Raws.—The market has ruled quiet but steady throughout the week under review.

Holders are confident that their sugars will be wanted sooner or later and are exerting no pressure to sell, which is advisable, as buyers have ample stocks for immediate requirements and feel that the prevailing conditions of the refined sugar market, do not justify the engagement at this time of large supplies for the future.

The probabilities are that buyers will pursue more of a hand-to-mouth policy than usual for some time.

Refined.—The demand continue to be unusually small.

As an instance of the tightness of money and the consequent curtailment of dealer's carrying stocks of sugar, the failure is reported of a grocery firm due, to their inability to obtain the usual loans from bankers. However, general business conditions are sound. only there is a tendency to take a slower pace than in recent years, which is well, as the country has been going a little too fast.

The demand for sugar at this period of the year is dependent so much on the out-turn of the fruit crops that we have called for special reports from our correspondents in all sections of the country and are publishing same as they are received. The reports to date from eastern, central and southern states and Ontario are uniformly more pessimistic as to this season's production than was anticipated, the indications pointing to a fall-short of one-fourth to three-fourths compared with the crops of last year, while the local stocks of sugar are about as usual. On the other hand, Arkansas and Pacific coast states have full crops.

COFFEE.

New York, Aug. 22.—Willett & Gray report:

The continued dullness in Coffee is partly due to the difficult money market and disturbed feeling in financial quarters, but at the same time the telegrapher's strike delays business with the interior, curtailing transactions. However, the general condition as well as the undertone in Coffee are good and promising. The weather conditions in Brazil continue unfavorable and the expectations regarding the growing crop remains very doubtful.

Visible supply of world, in bags, Aug. 1, 1907, 16,075,812; July 1, 1907, 16,399,954, Aug 1, 1907, 9,948,053; Stock U. S., all kinds, in bags, Aug 1, 1907, 3,933,190, July 1, 1907, 3,919,947, Aug. 1, 1907 3,443,594.

RICE.

M. Phillips & Co., report under date of Aug. 28:

ROYAL



BAKING POWDER

Absolutely Pure

A Cream of Tartar Powder, free from alum or phosphatic acid

Makes Home Baking Easy

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

The market is very firm owing to the meagre assortment of all grades. Domestic Japan rices are bringing higher prices today than ever before in the history of the Rice Industry in the U. S. This is owing to the short crop of last season and the increased consumption throughout the U. S. Good grades of Dometsic Japan rice bought from New Orleans today would cost more laid down in this city than what imported Japan can be bought for.

"Prices on the Pacific Coast have not increased in proportion to the actual market advance owing to the fact that dealers and jobbers carried large stocks and have been selling under the actual market value.

"The new River Crop which is always the first to mature has been sold New Orleans and nearby markets at "top" prices. Texas and Louisiana mills will commence milling about the 1st. to the 15th of September.

"The market will open at "top" prices therefore we do not look for conditions to settle to a safe buying basis until Sept. 15th and probably later. We do not look for any goods to be offered on this Coast until the middle of October as it will take at least thirty days before the railroads can bring cars through from mills. Japans mature thirty days later than Honduras, therefore new crop will not be offered until November.

New York, Aug. 20th.—Dan Talmage's Son, Co., report:

"Not for many a season has the market been so thoroughly swept and garnished at the close of a commercial year as on August 1st. There was an equivalent of about 100,000 pockets, some portion in the Rough held over by mills to make the "wheels go round" after the summer's repairs, also some held for seed. Taking such and screenings, the remnant grocery stocks was barely 25,000 pockets in first hands. With practically no old and little New, the high range of the market as an entirely is a natural sequence.

As every indication points to the fact that the country is down to bare bones, on Rice there is an assurance that a sizeable demand, quite up to all receipts, will prevail for several weeks.

"Thus far the supply has been from the Mississippi Parishes, and the market will depend on such for quite a month to come.

"Planters as a rule are prudent and are disposed to care for their crops, hence threshing and shipping of Rough, will take second place. There has been some showery weather of great service to the late crops, sort of top dressing in way of moisture, stimulating the development of the grain. In the main, receipts thus far have been dry, well cured, and exceptionally fine.

"The Southwest crop, (Louisiana and Texas) is reported in splendid shape, but no large amount is likely to be put on the market before the middle of next month.

"Cables and correspondence from abroad note that prices rule nominal on account of light business."

DRIED FRUIT.

The State Board of Trade has given out the following information relative to the fruit-sulphuring question:

"According to advices received by the California State Board of Trade from the principal fruit-packing centers, there is no longer hesitancy on the par of the packers generally in

taking the fruit offered by the growers. The latter, with few exceptions, are doing their best to solve the sulphuring problem in an intelligent, practical and commercial way, using as little of the fumes as is consistent with producing an acceptable product, and so the packers are reascured, and those who were inclined to take advantage of the situation to the detriment of the grower, as well as those who were overcautious and fearful as to the outcome, are getting in line, and the work is being carried on in the usual way. The packers as a rule will not dip, and only resulphur when absoluteely necessary, so the danger of trouble at the market end is minimized. The dried fruit this season is of superior quality as compared with that of last year in most places, and the season's output is expected to exceed that of last year, which was large."

LOCAL.—Under date of August 26.—Aprominent dried fruit, house submits the following review of conditions in their line:

"We beg to submit the following market review. If you make use of some, we should prefer that you do not use our firm name in connection therewith.

"Market on Dried Fruits is a quiet one, much quieter than ordinarily at this season of the year. We attribute the lack of demand largely to the sulphur agitation, both the Eastern buyers and the packers here in this State being very uncertain as to the effect the law will have, and for this reason not inclined to operate.

"As a result of the sulphur agiation. the market on Peaches has declined considerably, most large buyers refusing to purchase California Dried Fruits unless we give them a full guaranty, and at this time none of the packers are willing to do this. The quantity of peaches dried in the State will be considerably larger than last year. We estimate 15,000 tons dried as against 10,000 last year.

"APRICOTS.—Market a very quiet one. But few apricots left in the State. Prices have declined quite considerably, for the same reason that peaches have gone off in value.

PEARS.—But a limited quantity will be dried. Market is yet wholly nominal. Even the European buyers, who usually purchase the bulk of the crop, show no interest whatsover in this article.

"PITTED PLUMS, NECTARINES, SILVER PRUNES.—Will be very few dried in the State this season.

PRUNES.—The crop is turning out even lighter than previous estimates of about 75 to 80 million lbs. Reports coming in from every section of the State lead us to believe that this estimate will be too high by about 10,000,000 lbs. No change in market values, which of course can be attributed to the very light demand. A good indication, however, of the strength of the market is that notwithstanding the light demand, values have been so well maintained. The estimate of last year's crop was 180,000,000 lbs. Not only is the crop in this country such a very short one, but the crop of prunes in all foreign producing countries is very lighter

"Don't Drop This"

Don't rush away. Sit still, get a pen and order.

"MAPLEINE"

No matter how busy you are—**DO IT—HERE**—is what it will do when you open the case, it will sell.

It will sow your name broadcost and bring new customers into your store.

You talk first; the customer will talk afterwards, and by getting everybody talking about your store,

WHAT'S THE RESULT?

MORE BUSINESS.

EXACTLY!

Got an article in your store that will do it? "No."

Unless you are the wise merchant who keeps re-ordering Mapleine,

THE SAME

Will happen to you if you don't drop this and rush away.

HOW 'BOUT IT?

Want more business; then get busier.

JOHN H. SPOHN, Agt.,
50-51 Clay Street.
San Francisco, Cal.



Crescent Mfg. Co., Mfgrs., Seattle, Wash.

RICE

Buy Right Direct from the Mills
Save Jobbers Profits
Largest ExclusiveRice Dealers on the Coast

NEW ORLEANS RICE MILLING CO., 104 Front St., San Francisco
Samples Mailed on Request

this season than in many years past. We look for a revival in demand by October 1st. and if we have anything like an active demand, prices should advance materially. There has been some little demand for old prunes this past few weeks, and market is cleaning up rapidly at full figures.

"RAISINS.—Business is at a standstill. Growers are still holding out for their prices, showing no weakening, notwithstanding the packers have not been actively in the field trying to buy. The seeded market is particularly firm with a fairly active demand; loose raisin market a trifle easier. Crop promises to be a good one. The demand promises to more than keep pace with the output.

"EVAPORATED APPLES. — There will be a considerably less quantity dried in the State than last season. On account of the high prices ruling on future Eastern evaporated apples, California .apples .will .undoubtedly bring good figures this season."

New York, Aug. 22.—There is a decided difference of opinion among packers of raisins as to whether the present prices on new crop seeded are warranted by conditions. A majority, in fact all but one or two, hold that they are, and most of them contend that not only does the supply and demand for October and November shipments justify the prices asked on those months, but the whole crop can be marketed at or close to those figures. A few do not go as far as that, resting content in the belief that as consumption equals the total seeding capacity for the early months, everything packed in them can be sold at full asking prices while the balance of the crop must take care of itself. One or two, however, take the view that the extreme quotations on early shipments are not warranted, because of the heavy competition of comparatively low priced foreign raisins in American markets and the practical closing of the export outlet this year for a similar reason.

Among the largest packers J. K. Armsby is considered a bear on the situation. In an interview recently he gave his views on the situation at length, citing recent history of the raisin business in support of his position. He said in part:

"Some years ago, when there was a large raisin crop in California and a large crop in Europe, and raisin association management was at the height of its power, these so-called 'Raisin Dictators' looked at the map of California and decided that all of the raisins in the world were raised within the radius of that map—and named their prices accordingly, forgetting that European countries had been a factor in the raisin business for several thousand years. That price was on the basis of 8c. for fancy seeded. We all know what the finsh was a large amount of raisins on hand January 1 that went for a low price during the months that followed. This year, with a larger crop in sight than when the 8-cent price was made on fancy seeded, with a larger crop in Europe, certain well known raisin operators ran the sweat-box market up to 6c. which meant 9½c for fancy seeded. There was no reason for this price, except that these operators were long.

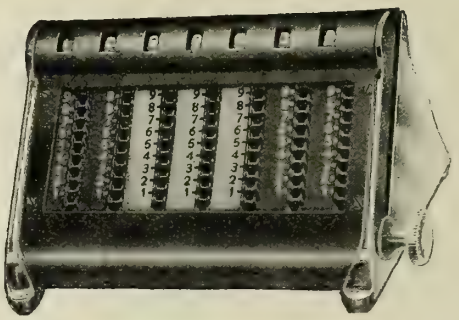
"There is a crop in sight of all kinds and descriptions of California raisins of 4,000 cars. The seeding capacity of the State of California, if pushed to its utmost, up to January 1 is from 1,000 to 1,200 cars. The American demand is almost entirely seeded. When it comes to loose and other grades, they are used almost exclusively by manufacturers, and they don't care whether they use California raisins, European raisins or currants. The price tells the story. This year the price of foreign raisins and currants is far under the price of California raisins. The trade can draw their own conclusions of what will happen.

RAISINS.

A San Jose packer who returned recently from a trip around Santa Rosa and up thrhough Healdsburg, writes that he found prunes in those sections from 40 to 50 per cent of an average crop. "Prunes are now being harvested," he says, "and from my observation of the fruit on the trees I fear that many of the growers, as well as packers who have bought, will be disappointed in the yield. It looks to me as though the crop would be shorter than they are expecting on account of the fruit being on the south side of the trees and hanging on the tips of the limbs, there being no fruit in the center of the branches, while many of the branches on the north side have absolutely nothing on them. After the

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The Machine You Hear So Much About

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AUTOMATIC ADDING MACHINE CO.

332 Broadway New York

N. B.—Trial in Advocate Office Highly Satisfactory.

first picking there are very few prunes left on the trees. In fact, I do not believe that it will require more than two pickings in most of the orchards to harvest the crop this season, while in former years growers have usually picked the orchards over four to six times.

"I also canvassed the Napa Valley thoroughly and found conditions about the same as in Santa Rosa and Healdsburg. The quantity of prunes yet remaining in grower's hands is very small. In Santa Rosa and Healdsburg they do not estimate that there are more than 25 cars remaining in grower's hands for the entire district.

You will, therefore, see that from this section there will be very light offerings from this on. The information we get from Yuba City, Chico and Red Bluff is that the entire lot of prunes in that section has been bought up early from growers and at low prices. Packers have entirely sold out their holdings, as they had a good margin on their prunes, and did not hesitate to take advantage of it.

"The San Joaquin districts hase suffered a great deal from the heat and summer dropping. The estimates put forth by both growers and packers in these sections are that fully 25 per cent of the prunes have dropped. In other words, the crop will fall 25 per cent short, of the previous estimate. Coming back to Santa Clara Valley, we believe that fully 80 per cent of the new crop has been bought by packers, and with the exception of a few of the largest packers we do not believe that any one of them is carrying any surplus stock. In fact, we believe that most all of the small packers are sold up to their purchases, and as the growers who now own stock are very indifferent and holding firmly for a 5c. basis. the packers must be content for the present to allow future business to drift as it will. The way we account for the dullness in the market is that packers are so closely sold up on their

ALMONDS.

According to reports from Antioch purchases that they are indifferent as to making future sales."
the almond crop of that vicinity, which is now being gathered, promises to yield better on the whole than was expected.

WALNUTS.

T. L. Gooch, president of the Los Nietos and Ranchito Walnut Grower's Exchange, is quoted as saying: "Present appearances indicate that practically all the diseased walnuts have dropped. If the nuts left develop no disease and stick to the tree through August and September the crop may be fully as good as last year. The price undoubtedly will be higher."

CANNED GOODS.

California Canneries Co., report under date of Aug. 26.:

We have nothing vrey much to offer in connection with our lines excepting that everything in the line is extremely short, and we look for a complete cleanup of everything in the Canned Fruit line. Tomatoes will also rule very high.

In an extended review of market and crop conditions on the coast, the **Griffin & Skelly & Co.,** say: "During the past two weeks we have had what seemed to be quite seasonable weahter, but it was evidently a little too warm, particularly for peaches, as all varieties seem to have ripened at the same time. This results in the growers being unable to pick them just when they should, and in the canners being wholly unable to take care of fruit as rapidly as it comes in. Many of the canners have already put some fruit into cold storage in the hope that it will hold until they can get to it. While this is nothing that is particularly new, it is a condition that is avoided as far as possible because the fruit does not turn out as satisfactorily so far as grades are concerned, as it would could it go right into the cans.

"From what we can understand we conclude that every canner in the State has withdrawn from the market. We did this some little time ago. It may be possible that we shall have something to offer when our pack is complete, but we will not take on any more business until that time, when we will know just what we are going to be able to furnish. The pack is evidently going to be very short of what was expected. Had weather conditions been more favorable and everything ripened in its turn the canners would have been able to put up far more goods.

TOMATOES.

Aberdeen, Md. Aug. 20.—Strasbaugh Silver & Co., report:

The outlook for Future Tomatoes cannot be considered as encouraging as a week ago, as heavy rains have been experienced: also, thunder showers followed by sunshine which encourages blight and reports of dying vines come from some sections, although not to any great extent, and yet there is always a possible danger, at this season of the year, of this disease affecting the plants and causing considerable havoc; and this condition connected with extremely cool nights and conditions not altogether normal for this season of the year compels us to confirm our previous warnings that the Tomato crop of 1907 is not all counted so early: it is always easy to conjecture, but to prophecy rightly is beyond the powers of all. To state conditions as they truly exist, is our aim and whatever surprises the future may have in store, will be given consideration as they come to pass.

CORN.

The sugar corn crop in Indiana is very uneven on account of many fields having been planted three times in order to secure a stand. The yield per acre in the estimation of some authorities cannot possibly be as much as for either 1905 or 1906.

BEANS, POTATOES, Etc.

Schultz-Hansen Co., report under date of Aug. 27.:

"We beg to advise the San Francisco Retail Grocery Trade and others interested that we are first hand dealers in all kinds of Potatoes, Beans and Onions.

"We are headquarters for Fancy Salinas Burbanks and we are quoting today best stock $2.35 a hundred. Other grades from $1.25 to $1.50.

Junket
Tablets
Always
Reliable
In Any
Climate
Always
Salable
At Any
Season
They Make
Delicious
Ice Cream
and
Exquisite
Desserts
Your
Jobber
Sells
Them.

Chr. Hansen's Laboratory,
Little Falls, N. Y.

AGENTS
Maillard & Schmiedell
300 Front St.
San Francisco.

"We are quoting Beans according to quality and variety as follows:

Large Whites	$2.40 to 2.80
Small Whites	2.75 to 3.25
Limas	5.20 to 5.35
Blackeyes	4.75 to 5.00
Pinks	2.65 to 2.90
Bayos	3.10 to 3.30
Large Garbanzos	4.75
Medium Size	4.35
Small Size	4.20
Mexican Reds	2.75 to 3.25
Red Kidneys	3.50 to 3.75
Italian Kidneys	3.25 to 3.75
Cranberry Beans	3.75 to 4.00
Fancy German Lentils	8.50

"Referring to the Bean market, will say on account of the large acerage that was flooded on the Islands this year, we do not expect more than one third of a crop of, we might say, all varieties, with the exception of Limas, Blackeyes and Small Whites. We might say we look for lower prices on Limas and Blackeyes and a steady market on Small Whites, but we look for a firm market on all other varieties"

Adolf Koshland reports under date of Aug. 26.:

"Much more activity is to be noted in the market.

"Inquiries are beginning to come in greater number from different sections of the country for all kinds of California beans.

"At this time of the year this movement frequently assumes large proportions and forces prices to advance particularly for such varieties as are only in short supply, and as are likely to become exhausted before the new crop comes to market.

"I note a particularly good demand for Large White, or Lady Washington beans, and a very steady movement for Small White and Pink beans.

"Higher prices should be looked for on Lady Washington, Pink, and Bayo beans.

"Prices for Small White beans will probably hold steady.

"Lima beans continue at about the same figure, and while the new crop of Lima beans will probably come to market for a somewhat lower figure, no one should look for very low prices.

"I believe it is advisable for retailers and all who handle beans, to keep their stocks well up to the limit, because most of the varieties raised in California this year will probably yield a short crop.

Stockton.—The bean crops throughout this county are reported to be in a most flourishing condition. The acreage as compared with that of last season is much smaller, but the yield generally is expected to be large. In a few sections a pest bug has made its appearance and is causing some damage. Samples of blackeye beans have been received from French Camp of choice quality and indicative of good returns from that section. One farm of 50 acres in that locality will yield an early crop, which it is estimated will average about 20 sacks to the acre.

HERRING, SARDINES, Etc.

New York, Aug. 23.—Strohmeyer & Arpe Co., report:

Our Mr. Porges, who has charge of our department of food products, has just returned from an extended trip to Europe, and we shall now take up again our regular reports to you.

HERRINGS.—The first shipments of New Holland Herrings are now coming in, quality is quite satisfactory, but demand still rather limited, owing to the hot weather.

SCOTCH HERRINGS.—Although catch is unusually large, prices continue very high as demand is exceptionally large. Quality very fine this season.

NORWAY HERRINGS.—The first offers have now come to hand from Norway. It is too early to import the same, as goods will arrive here spoiled in this hot weather.

SARDINES.—Catch in France is a total failure, absolutely nothing to be had.

Catch in Portugal.—There is none and Portuguese Sardines are as scarce as gold.

SPRATS.—Fishing is long over. Stocks in Europe are very small and stocks here are so small that the first good demand will surely absorb them. Prices are therefore sure to go higher.

In Norway fishing has been rather poor and owing to the high prices for olive oil, tin and all other raw materials, Smoked Sardines are likely to go higher this season.

OLIVE OIL.—Is scarce and high in primary markets and the prices at which Olive Oil is being sold here are really below import cost.

SALMON.

New York, Aug. 22.—Salmon continues to hold first place in the interest of the trade. With a large shortage on the Columbia River and the certainty of an extremely small output on Puget Sound, the possibilities presented by reports as to the Alaska outlook assume increasingly important proportions. The question of what the opening price on red Alaska fish will be is the subject of much discussion, and the trade seems to be prepared for a figure considerably above the average. J. K. Armsby, president of the J. K. Armsby Co., who are the sales agents of the Alaska Packer's Association in the United States, discussed this point and the salmon situation generally in an interview yesterday. He said:

"Conditions from the supply and demand standpoint warrant $1.25 f. o. b. coast for red Alaska salmon 1907 pack. At the time the $1.30 price was named, some years ago, conditions war-

Greer's Washing Ammonia

It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

310 Sacramento St., San Francisco
Telephone Temporary 3898

Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast.

SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer.** Trade Mark.

KELLEY-CLARKE CO.

23 Market St., San Francisco

IVORY SOAP
LENOX SOAP
P. & G. NAPTHA SOAP
K. C. BAKING POWDER
PROCTOR & GAMBLE CANDLES
ORANGE CITY RUSKS
PEARLO GUM
HONEYSUCKLE MILK

J. H. Newbauer & Co.

Importers and Wholesale Grocers

430-432 Fifth Street

Phone Temporary 3680

San Francisco California

ranted this figure from the standpoint of supply and demand of red fish, but at that time there was something over 1,000,000 cases of surplus of pink, chums, medium red, king, dogs and cats and a few other things, owing to the fact that red fish was in the 20c. per can retail class and the trade switched to other grades. They ate the 1,000,000 cases of surplus salmon, but they did not eat the red until some time later, when the price was reduced, The 85c price on red that followed introduced red Alaska salmon into many markets where heretofore it had not sold. There has been a gradual increase in the consumption of salmon from that day to this until it has reached an abnormally high figure something over 1.000,000 cases greater than the present 1907 pack.

"This year there is no surplus of outside grades, either from 1906 pack or the 1907 pack. On the contrary, the 1906 pack is cleaned up to a can and the 1907 pack of intermediate grades is considerably over-sold and short deliveries, generally speaking will rule all along the line. Certain packers, not realizing that present conditions might not take place, sold red, 1907, pack, at $1.05. Most of these packers have put up less than one-half their future sales; consequently will make short deliveries. The buyers who have sold futures based on the $1.05 price will have to deliver in full and pay a considerable advance, so they are worse off from a profit standpoint than if they had not purchased at $1.05.

"It looks as though the Columbia River was going the way of the Sacramento and that the Puget Sound was following suit. It is a well known fact that salmon leave as civilization approaches. This year southeastern Alaska and the Behring Sea and Central Alaska all are woefully short of packer's expectations, and from present indications 15-cent salmon will be a beautiful memory, something to talk about as having happened once but will not happen again. The bulk of the larger packers are waiting until the final returns are in before naming prices. We think that many of the jobbers who do not take advantage of the present spot offerings for red, namely, $1.22½ for New York, will have cause to regret it. We think that $1.22½ will look cheap to the boys before many moons have passed, and it is needless to state that the 1907 pack of red salmon will all go into consumption at extraordinarily high prices.

"The Columbia River will make short deliveries—very short. Sockeye packers will make almost no delivery, so that the consumption of salmon for the season of 1907 will centre back against the red Alaska supply, which, it is needless to state, is very limited.

"I have just received a letter from our San Francisco office, which gives some interesting information touching on costs of packing, which always enters largely into the considerations upon which selling prices are based. You know that it costs the Alaska packers just as much to make a small pack as a large one, for there are always certain fixed charges and expenses, which remain the same, no matter what the size of the pack may be. The letter I refer to says: 'If a nominal pack had been made this season the cost of canning salmon compared with last year would be increased 50c. per case. The tremendous shortage, however, increases the cost in every way. For instance, in the Behring Sea, where one packer out fitted for 48,000 cases and packed 16,000, he guaranteed his Chinamen for the 48,000 cases 60c per case, and these Chinese contracts have to be paid, regardless of whether the quantity guarantted was packed or not. If the full 48,000 cases had been packed the cost of the Chinese labor in connection with the packing would have been 60c per case, but as only one-third of that quantity was packed, the cost of the Chinese labor per case was multiplied by three, or $1.80. Every other item in connection with the cost, with the exception of the cans, labels and cases, was increased in the same ratio. The white labor is paid by the month, the cost of feeding them and their living is the same, the cost of the ship charters the same, and all the fixed expenses are the same, regardless of quantity packed: so you can readily see that if the cost was $3.75 per case, providing a full pack was made, it would cost nearly three times that amount where a third of a pack was made, and nearly twice that amount where half a pack was made.'

"As to sales of future red Alaska salmon subject to approval of price when made we have been receiving orders for such liberal quantities from all parts of the United States," said Mr. Armsby, "that to-day almost our entire allotment for the season has been booked."

HAY.

Somers & Co. report under date of Aug. 27:

"Arrivals of hay for the week just ended have been exceedingly heavy, the total showing 5.130 tons in comparison with 4,680 for last week. In spite of the general cry that cars are not plentiful we find that rail arrivals have been rather heavy, although water shipments, too, have been arriving quite freely. The cry for cars is evidence of the fact that large quantities of hay are accumulating at railroad points where there are no storage facilities, and as the season is growing late many producers are somewhat apprehensive as to the possibility of their marketing their holdings before same are destroyed by the Fall rains. The warehouse districts have been quietly storing up their local crops and little has been heard from them. Hollister and Livermore, which are our two great hay centers, have figured very lightly in this market thus far, although the bulk of the hay in both of these districts has changed hands.

The market here has been maintained very well considering the free arrivals, for although concessions have been made on some days to effect sales, yet the general average of prices is about as it has been for a month past. Just at the moment, owing to Monday's accumulation a decided weakness is felt, although a day or two of lighter shipments will soon regulate matters again.

"The outlook is featureless in every way, for everything from now on will depend upon the weather. As long as conditions are favorably hay will be rushed here as fast as transportation can be secured for it. After the first heavy rain a marked advance in prices can be expected, for all shipments must then come from the warehouses and will carry storage and insurance charges.

We give the present market range as follows:

Choice Wheat Hay....	$18.00	to	$20.00
Good Wheat Hay	16.00	to	17 50
Other grades same....	9.00	to	15.00
Wheat and Oat.....	9.00	to	15.50
Tame Oat	9.00	to	16.00
Old Wild Oat.....	8.00	to	11.00
New Wild Oat	8.50	to	12.50
Stock Hay	7.50	to	9.00
Alfalfa	8.50	to	13.00
Straw, per bale	.45	to	.85

Ft. Smith Refrigerators.—Save Ice.

LASH'S

Kidney and Liver

BITTERS

CURES DYSPEPSIA

1731 Mission St., S. F., Cal.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

YOUR EVERY WANT IN

PAPER

Can Be Supplied by

A. Zellerbach & Sons

421 JACKSON STREET

San Francisco Cal.

PIONEERS OF PR

In the "Grocers Advocate" of Feb. 2, 1906' our Page Advertisement said:

A CONFIDENTIAL TALK WITH THE GROCER.

A little more than a year ago we began operations in San Francisco, and in response to the request of the California State Retail Grocers' Association, fixed the retail prices at which our family flour should be sold by the retailer (allowing him a reasonable profit for handling) some people were skeptical about the success of our plan and said it WOULD NOT WORK. Time has shown their error. IT HAS WORKED ADMIRABLY. So well, in fact, that others have adopted it, of which we are glad for two reasons. FIRST, because it is good for the grocer, and SECOND, it is an endorsement of our position. All we ask is that the trade bear in mind, WE HAVE MADE IT POSSIBLE for you TO GET A PROFIT ON FLOUR.

BEST ON "A1"



Awarded First Premium at the Califor

GLOBE GRAIN &

Montgomery and Chestnut Streets,

OTECTED PRICES



EARTH FLOUR

In the "Grocers Advocate" of Nov. 25, 1905, our Page Advertisement said:

COMMON SENSE teaches grocers to sell what pays best and gives satisfaction.

That's why over 1,000 Retail Grocers in the Bay Cities now sell "A 1" Flour.

You Can MONEY BACK Our Goods.

We claim that "A 1 Flour" will make more loaves of bread to the barrel and Better Bread than other flours.

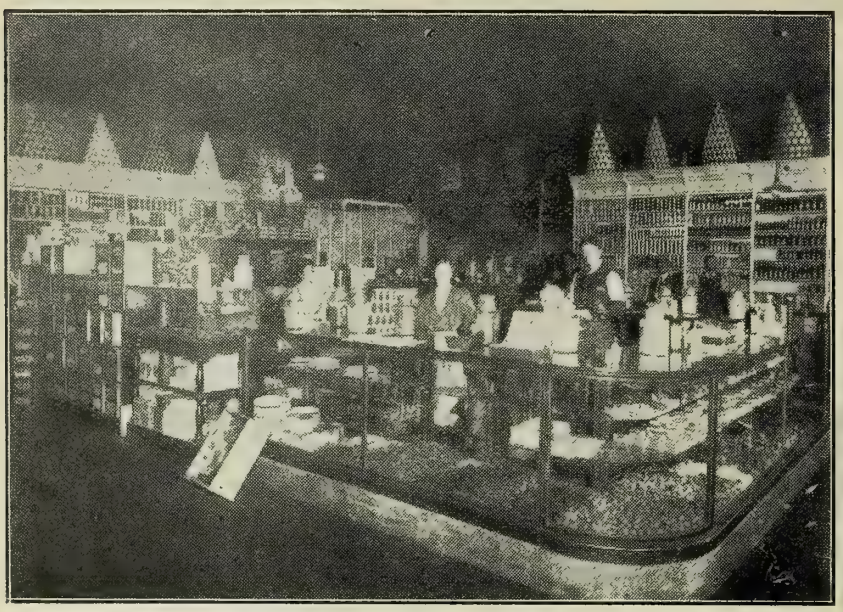
WE MAINTAIN THE RETAIL SELLING PRICE.

Tell Us How to Do More and We'll Do It.

State Fair for the Best Family Flour.

LLING COMPANY

San Francisco, Cal.



AN UP-TO-DATE STORE
Aubry & Whitmore, Stockton. Mr. Aubry is a Vice-President of the California Retail Grocers' & Merchants' Association.

News Notes.

W. B. Cherry of the Merrill-Soule Co. is superintending the work of the salesmen working the retail trade in the interests of None Such Mince Meat.

Wieland Bros. are just in receipt of a shipment for 1907 catch of Holland herring, the first to arrive in this city. They have in stock all sizes of pack of both milchners and mixed.

The Law brothers are trying to regain possession of the old Crossley building and the Rialto building sites on New Montgomery St. and convert them into stores, with apartments above for manufacturers' agents.

Hedges Buck Co. of Stockton have just completed arrangements for a new building near the Southern Pacific Railroad depot in their city. They will have a most complete and up-to-date establishment, with a spur track running into their warehouse.

A meeting of the board of directors of the Academy of Sciences will be called in about two weeks for the purpose of deciding on the construction of the proposed new building of the Academy on Market St. between the Emoprium and Pacific buildings. To a large extent the resources of the Academy are represented by the lot and about $500,000 received from insurance on the old building.

William C. Keim has been appointed assistant general sales agent for the Towle Maple Syrup Co. of St. Paul. Mr. Keim will cover the entire territory west of Chicago and will be on the road for the greater part of the year.

Money continues in limited supply, although the banks show no disposition to increase their volume of loans for the present. The failure of a small institution in Oregon affects local conditions by emphasizing the determination of moneyed men to curtail loans and place their available resources on as impregnable a basis as possible. Foreign money is slowly being attracted this way and in larger amounts, but the loans effected are mostly on business sites upon terms that are very stringent. If money was easier and loans could be made on dwellings and residence property, sales would be greatly stimulated, but on the whole the general improvement in real estate is unquestionable.

Early in July, the L. D. McLean Company, importers and grocers, opened an elegant store on Sutter street, near Polk. Though at present mostly retail, the company expects to do business in a wholesale way in several departments. In connection with the store is a ladies' tea-room, where customers are served with tea or coffee of the various varieties carried in stock. The best grades of all the regular varieties are carried. In the coffee department an assortment of the choicest brands is carried. The manager of the tea and coffee departments, N. R. Arter, formerly of Goldberg, Bowen & Co., and now second vice-president of the L. D. McLean Company, says that it will not be their policy to put forward their individual brands to the exclusion of others, as his experience has shown that trade comes more easily to those who carry a large assortment of lines.

"GREAT AUK'S HEAD"

Bass's Ale
and
Guinness's Stout
are "The Best the Brewers Brew"

Awarded Gold Medals
CHICAGO = = = = 1893
OMAHA = = = = = 1898

James Force Co.
Sole Agents
9 Mission Street San Francisco

Schloss Crockery Company

will remove to their new permanent quarters, 17-19 BEALE STREET, near Market, San Francisco

We carry a full line of
Fruit Jars
Jelly Glasses and
Fruit Jar Rings
in stock all season

Write to us for Prices.

Wholesale Price List.

EACH DEPARTMENT OF OUR PRICE LIST IS CHECKED UP AND CORRECTED EVERY WEDNESDAY BY M. J. BRANDENSTEIN & CO., A. SCHILLING & CO., J. A. FOLGER & CO., SUSSMMAN, WORMSER & CO., J. H. NEWBAUER & CO., GUGGENHIME & CO., TILLMANN & BENDEL, WELLMAN, PECK & CO., CUDAHY & CO., WIELAND BROS., ROETHLISBERGER & GRASSOFF, WILLIAM CLUFF CO., WHITTIER-COBURN CO., W. P. FULLER & CO., STANDARD OIL CO., HOOPER & JENNINGS, M. PHILLIPS & CO., PACIFIC COAST BISCUIT CO., PACIFIC VINEGAR & PICKLE WORKS, HEYMAN-WEILL CO., AND SCHWABACHER-FREY CO., EACH FIRM TAKING THE DEPARTMENTS ASSIGNED, AS LIST INDICATES.

No claim is made that this Price List contains an ironclad schedule of rates—good for a week. No such schedule could be obtained, even on actual cash sales. These prices are solicited for publication, and represent, at the time of going to press, the average prices demanded by the general run of jobbing houses for average amounts of goods on average conditions of purchase. Persons with cash, or undoubted credit, always get special low rates.
Subscribers will confer a favor by pointing out to us any particular error or omission.

	COL.
Abalones	17
Ammonia, Laundry	25
Anchovies	17
Asparagus	10
Ax Handles	40
Axle Grease	45
Bacon	11
Bar Sugar	5
Barrel Covers	55
Baked Beans	11
Baking Powder	15
Bags (paper)	4
Barley, Pearl	23-24
Baskets	46
Bath Brick	4
Beans, Canned	10
Beef, Barreled	12
Beef, Extracts	35
Benzine	29
Binder Twine	46
Blacking, Shoe	45
Bloaters	15
Bluestone	42
Bluing	25
Borax	25
Boullon Capsules	32
Bowls	40
Brooms	46
Breakfast Foods	21-24
Brushes	46
Butter Ladles	53
Canles	45
Candles	41
Canned Fish	17
Canned Fruits	5-6-7-8
Canned Meats	13-14
Canned Soups	40
Canned Vegetables	10
Can Openers	47
Capers	35
Castle Soap	28
Castor Oil	29
Catsups (bulk)	39-40
Caviar, Russian	14
Cereal Coffee	34
Cereal Laxative	44
Cereals	21-22-23-24
Cheese, for & dom	14
Cheroots	49
Cheese Safes	47
Cigarette Papers	50
Chewing Gum	31
Chicory	1
Chimneys	48
Chloride of Lime	25
Chocolate	33
Chutney	34
Cider	34
Cigarettes	51
Citron	36
Clam & Clam Juice	1
Clam chowder	18
Clothes Lines	47
Clothes Line Pulleys	47
Clothes Pins	47
Coal Oil	29
Cocoa	33
Cocoanut	34
Codfish	15
Coffees	1
Coffee Extracts	1
Condensed Milk	34
Condiments	37-40
Corks	47
Cordage	43
Corn, Canned	11
Corn Starch	29
Cottolene	34
Crackers	31
Cream of Tartar	2
Currants	5
Cuttle Bone	44
Demijohn	47
Dishes, Wooden	53
Door Mats	47
Dried Fruits	5
Drops and Lumps	31
Dry Paints	30
Dust Pans	47
Dusters	47
Eels	17
Egg Food	43
Egg Beaters	53
Envelopes	55
Evaporated Milk	34
Extracts, Beef	32
Extracts, Flavoring	19-20
Extracts, Syrups	4
Farin. Goods	21-22-23-24
Figs	5
Fine Cut Tobacco	49
Fish and Cheese	14
Fish (canned)	17
Fish, Smoked	16
Fish, Potted	16
Flavoring Extracts	19-20
Flour	21
Fly Paper	43
French Mustard (bulk)	41
Fruits, canned	5-6-7-8
Fruits, dried	5
Fruit Wax & Strings	46
Fruit Jars	43
Faucets	47
Fruit Jar Caps	43
Fruit Jar Rubbers	43
Gasolene	29
Gelatine	35
Ginger, preserved	35
Glue	43
Gum, Chewing	31
Ham	11
Herring	16
High Grade Smoking Tobacco	49
Honey	8
Hops	35
Horseradish	41
Ink	55
Insect Powder	44
Ironing Boards	47
Jams	7-8
Jars	43
Jellies	9-10
Lantern Globes	48
Lamp Burners	48
Lamp Chimneys	48
Lamp Wicks	48
Laundry Starch	28
Lard	12
Laundry Materials	25
Laundry Starch	29
Lard Oil	29
Lead Pencils	56
Lemon Squeezers	48
Lemon Sugar	35
Lime Juice	35
Linseed Oil	29
Liquid Bluing	25
Lobsters, canned	18
Lozenges	30
Lubricating Oil	29
Lye	26
Macaroni	24
Mackerel (salt)	15
Mackerel, tins	17
Maple Sugar	4
Maple Syrup	3
Matches	4
Meals	21-22-23-24
Meats (canned)	13-14
Milk (condensed)	34
Mince Meat	8
Mixed Candy	30
Molasses	2-3
Mops and Handles	48
Mouse Traps	53
Mushes	21-22-23-24
Mushrooms	36
Mustard (dry)	18
Mustard (bulk)	41
Neatsfoot Oil	29
Nest Eggs	54
Nuts	7
Oil Cans	54
Oils	29
Olives	35
Olive Oil	36
Oysters	18
Pails	48
Paints, Dry	30
Paper Bags	42
Paper, Shelf	48
Paper, Toilet	44
Paper, Wrapping	44
Paprika	18
Paraffine Candles	42
Pastes	24
Peanut Butter	36
Peas (canned)	11
Peels	36
Pens, Steel	56
Pencils	56
Pepper	19
Pepper Sauce	41
Pickles	37-38-39-40
Pigs' Feet	12
Pineapples (canned)	9
Plug Tobacco	50
Plum Pudding	36
Polish, Metal	45
Polish, Shoe	44
Polish, Stove	44
Pork and Beans	9
Pork, Barreled	11
Potato Mashers	54
Potted Fish	16
Preserves	9-10
Provisions	11
Prunes	6
Raisins	6
Relishes	39-40
Rice	24-25
Rollign Pins	54
Rope	43
Sago	24
Salad Oil	39
Salad Dressing	36
Saleratus	20
Salmon (salt)	16
Salmon (canned)	17
Salsoda	26
Salt	40
Sardines	17
Salt Fish	15
Salt Meats	11
Saratoga Chips	39
Sauces	41
Sauces (bulk)	39-40
Sauerkraut	42
Seeds	45
Steel Pens	56
Sheep Dip	45
Shelf Paper	48
Shell Fish	17
Shie Dressing	45
Shoe Brushes	47
Shrimps	18
Smoked Fish	16
Smoking Tobacco	49
Snuff	52
Soda and Saleratus	20
Soap, scouring	28
Soups	40
Spices	19-20
Spittons	54
Spoons, Wood	54
Sprats	17
Starch	28
Stationery	54
Stick Candy	30
Stogies	50
Stove Polish	44
Sugar	2
Sugar, Maple	4
Syrup	3
Syrup, Extracts	1
Tacks	54
Tapers, Gas	54
Tapioca	24
Teas	1
Tabacco	49
Tobasco Sauce	41
Tomatoes	11
Tomato Catsup (bulk)	37-40
Tooth Picks	54
Traps	54
Truffles	41
Tubs	48
Turpentine	29
Twine	46
Twine Holders	54
Twist Tobacco	50
Vegetables (canned)	9
Vermicelli	24
Vinegar	37-38
Washboards	48
Washing Powder	28
Wax	46
Wax Strings	46
Whips	54
White Lead	30
Wicking	48
Willow Ware, etc	46
Window Screen	54
Wringers	48
Writing Paper	55
Wooden Ware, etc	46
Yeast Cakes	41

Department 1

COFFEE, CHICORY, ETC.

This Dep't. is corrected by M. J. Brandenstein & Co.; A. Schilling & Co.; J. A. Folger & Co.

Green Coffee.

	In bags	In drums
Mocha, Gen. Arabian	23	25
No. 2	21	23
No. 3		
Mocha Liverato	23	....
" Aden	21	....
Kona (Hawaiian)	12	16
Mexican	12	18
Java, Common	15	18
Java, brown p'n'tion	20	25
Java Mandheling	26	....
" Kroe	17	....
Caracol, prime w'shd	13	16
Caracol, ordinary	12	13
Guatemala Prime	15	..
" Choice	14¼	..
" Good	12½	..
Costa Rica Prime	13	..
" Choice(La G'nd)	13	..
" Good	11¾	..
Salvador Washed	13	..
" Unwashed	11½	..
Caracola Guatemala	15	..
" Salvador	13½	..

Roast Coffee.

Salvador	15	20
Java	24	31
Mocha Aden	27	31
Prme w'shd, C.A. blnds	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	13
Java Fncy Mndheling	33¼	33¾
" Kroe	25¾	26¼
Mocha Liverato	31¼	31¾
" J. S.	25¼	31¾
Java & Mocha Fancy	32¼	32¾
" No. 2	25½	26
Guatemala No. 1	19	18½
" No. 2	16¾	16¼
Costa Rica No. 1	17¾	18¼
" No. 2	17	18¼
" No. 2	17	17½
" No. 3	15½	16
Kona Fancy	20¼	20¾
" No. 1	16¼	16¾

Private Brands.

Lion, 100-lb	
Hills Bros. Arabian Roast	.26
Arbuckle's 100-lb	17.37½

"M. J. B."

"M.J.B.," 60 1's in case	.28
"M.J.B.," 30 2's in case	.27
"M.J.B.," 24 3's in case	.25

Schilling's Best Coffee.

In 1-lb cartons, in 25, 50 or 100-lb cases. Can be assorted as required.

5-star	.36¼	1-star	.18¾
4-star	.29¼	2-star	.22¼
3-star	.25¾		

Folger's Golden Gate Coffee.

100 or 60, 1-lb tins	.21
50 or 30 2-lb tins	.30
40 or 30, 2½-lb tins	.30
20 or 12, 5-lb tins	.30

Never sold in bulk

Chicory.

California	05½
Belgian No. 2	.07
Belgian, No. 1	07¾

Coffee Extracts.

Bulk, per lb	.07
Vienna, ¼'s, 10-lb. bx	.25
Vienna, 1's, 10-lb. bx	.25
Ackermann's, ½-gross bx	
gross	1 10

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Department 2

This Dept. is corrected by **M. J. Brandenstein & Co., A. Schilling & Co., J. A. Folger & Co.**

Japan.

TEAS.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	44	55
Choicest	39	43
Choice	34	38
Fine	28	35
Fair	25	30

Green China

(Gunpowder Imperial or Young Hyson)

Extra Fancy	56	76
Fancy	38	46
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	58	$1 50
Fancy	50	57
Choicest	36	48
Extra Choice	33	35
Fine	27	32
Fair	22	26

Ceylon and India.

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz, Cartoons. Never in bulk)

Japan, per lb	$0.45
do. 1 crown	.90
do. 2 crown	1.80
English Breakfast	.45
do. 1 crown	.90
do. 2 crown	1.80
Ceylon	.45
do. 1 crown	.90
do. 2 crown	1.80
Oolong	.45
do. 1 crown	.90
do. 2 crown	1.80

TREE TEA.

(Full weights only.)

Packed in 1 lb. and ½ lb. cartons.

Japan	37½	E. B Congou	37½
Ooolong	50	Gunpowder	45
Ceylon	37½	Or'ntal Blnd	37½

Folger's Golden Gate Tea.

	4-oz.	8-oz.	12-oz.	16-oz.	5-lbs.
Japan	43	42	41½	41	41
English Breakfast	43	42	41½	41	41
Ceylon	46	45	44½	44	44
Oolong	48	47	46½	46	46
Gunpowder	46	45	44½	44	44
Black and Green	43	42	41½	41	41

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Department 3.

This Dept. is corrected by **Sussman, Wormser & Co., J. H. Newbauer & Co.**

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c; half barrels, 25c; boxes, 50c; 50-lb. bags, 10c.

Fruit Granulated	5.45
Dry Granulated, 100-lb sack	5.45
Beet Granulated	5.35
Confectioners' A	5.45
Cube	5.70
Crushed	5.60
Candy Granulated	5.55
Magnolia A	5.05
Extra C	4.95
Golden C	4.85
"D" Sugar	4.75
H. & E. Crystal Dominos	8.85
Bar, Barrels	6.95

California & Hawaiian Sugar Refining Co. Additional per 100 lbs: In bbls. and 50-lb bags, 10c more; half bbls. 25c more; boxes 50c more; for all grades:

Granulated Basis	5.45
Powdered	5.55
(A) Crushed	5.70
Berry	5.50
Extra Fine Granulated	5.45

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Coarse Dry Granulated	5.45
Confectioners' (A)	5.45
Confectioners' Crystal	5.55
Cubes	5.70
Bricks	5.70
Beet Gran., 100-lb bags only	5.35
Excelsior (A)	5.05
Extra (B)	4.95
Golden (C)	4.85
Yellow (D)	4.75

C. and H. "Higrade" Bar.

In 100-lb sacks	$5.55
30-lb. boxes	6.05
10-lb. tins, 10 in case	7.90
35-lb. tins	7.25
40-lb. tins	7.25
Barrels	5.65
Half barrels	5.80

Long's Peerless XXXXXX

Do. bbls	6.95
Do. ½ bbls	7.20
Do. 4-lb. tins, cases	8.50
Do. 35-lb. tins, 10 in case	8.40
Do. 10-lb. tins, 10 in case	9.05
Do. 8-lb. tins, 8 in case	9.05
Do. 30-lb. boxes	7.70
For Bakers' and Confections' Use.	
Barrels	$6.25
Half bbls	6.50
Boxes, 30 lbs. each	7.10

MAPLE SYRUP.
"Old Manse."

Gal. tins, ½ dz to case, dz	$14.00
½ Gal tins, 1 dz to case, dz	7.50
Quart tins, 2 dz to case, dz	4.25
Pint tins, 4 dz to case, dz	2.50
Jacket Cans, bulk, per gal	1.00
Glass Qts, 1 dz to case, dz	4.50
Glass Pts. 2 dz to case, dz	2.75

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Log Cabin Maple Syrup.

Gallons, per doz	$15.00
Cans	
Half-gals, per doz	8.00
Quarts, per doz	4.50
Pints, per doz	2.60
Bottles	
Quarts, per doz	4.75
Pints, per doz	3.00
Jackets, per gal	1.10

Log Cabin Pen-O-Che Syrup.

Cans	
Gallons, per doz	$12.00
Half-Gals., per doz	6.50
Quarts, per doz	3.75
Pints, per doz	2.25
Bottles	
Quarts, per doz	4.00
Pints, per doz	2.50
Jackets, per gal	.85

MAPLE SUGAR.

Toboggan Brand Maple Sugar.

30 1-lb blocks (cases)	$4.50
60 ½-lb blocks (cases)	4.80

Maltese Cross Brand Maple Sugar.

Ass't'd ¼s, ½s, 1s, per case	$3.00
Scalloped Cakes, 100 to case.	2.85

Syrup Extracts.



2 oz, doz..	3.00	16 oz, doz..	18.00
4 oz, doz..	5.25	32 oz, doz..	36.00
8 oz, doz..	9.75	Gals. each..	11.00

Crescent Oil of Mapleine.

1-oz., doz...	2.70	2-oz., doz ...	4.75
8-oz., ...	15.00	4-oz., doz ..	8.25
16 oz, doz..	27.00	32 oz, doz..	48.00
Gals, each..	15.00		

Hardesty's Maple Extract.

1 oz, doz...	$1.10	2 oz, doz..	1.75

MOLASSES.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS 5 G	JACKETS 7½ G	JACKETS 4 G	CASES 10 G	CASES 20 ½G	CASES 24 ¼G
Fancy Open Kettle									
Pickaniny	.52	.54	.57	2.98	2.72	2.42	6.90	7.60	5.28
Belmont Plantation	.47	.49	.52	2.73	2.50	2.22	6.40	7.10	4.98
St. Clair Plantation	.41	.43	.46	2.43	2.22	1.98	5.80	6.50	4.62
Centrifugal									
Oak Grove	.37	.39	.42	2.23	2.05	1.82	5.40	6.10	4.38
St. Mary's									
Baking Molasses	.32	.34	.37	1.98	1.82	1.62	4.90	5.60	4.08
Hawaiian Island, Genuine.	.19	21	.24	1.33	1.24	1.10			
Cane									
Black Strap	.17	.19	.22	1.23	1.15	1.06			

TABLE SYRUPS.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl 17 G	JACKETS 5 G	JACKETS 4½ G	JACKETS 4 G	JACKETS 3 G	KITTS 2 G	KITTS 1 G	CASES 2 G	CASES 1¾ G	CASES 1½ G	CASES 20 1-G	CASES 20 ½G
Saratoga Drips, made from pure granulated sugar, packed: 12-1's, $6.28	.52	.54	.57	2.98	2.97	2.42	1.86	1.28	.72	1.34	1.21	1.08	6.90	7.60	5.28
High Grade Sugar Syrups. (Pure White)															
White Sugar Drips	.47	.49	.52	2.73	2.50	2.22	1.71	1.18	.67	1.24	1.12	1.01	6.40	7.10	4.08
(Delicious Flavor)															
Perfecto	.44	.46	.49	2.58	2.36	2.10	1.62	1.12	10 1-gal. Jackets, crtd. per Crate, $6.40						
Sugar Syrups															
New Butter Scotch	.45	.47	.50	2.63	2.41	2.14	1.65	1.14	.65	1.20	1.09	.98	6.20	6.90	4.86
Victor	.40	.42	.45	2.38	2.18	1.94	1.50	1.04	.60	1.10	1.01	.90	5.70	6.40	4.56
Golden Gate	.38	.40	.43	2.28	2.09	1.86	1.44	1.00	.58	1.06	.97	.87	5.50	6.20	
Cooking Syrups															
Carnation Drips	.34	.36	.39	2.08	1.91	1.76	1.32	.92	.54	.98	.90	.81	5.10	5.80	
Golden Drips	.25	.27	.30	1.63	1.51	1.34	1.05	.74	.45	.80	.73	.68	4.20	4.90	
Special Table Syrup											CASES				
Heliotrope	.38	.40	.43	2.28	2.09	1.86	1.44	1.00	.58	**Round Friction Top Pails**					
								6 10-lb Tins, per case						$3.18	
								24 3-lb Tins, per case						3.84	
								12 5-lb tins, per cse						3.48	

MAPLE SYRUPS.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS. 5 G	JACKETS. 4½ G	JACKETS. 4 G	CASES 10 1 G	CASES 20 ½G	CASES 24 ¼G
Woodlawn, made from pure maple sap in the groves at Beauce, Canada, and 1's also packed: Cases: 12-1's, $13.44; 6-1's, $6.72; 12-½'s, $7.14; 24-¼'s, $8.10; 24-⅛'s, $5.10. Bottles: 12 qts, $4.60; 24 pts, $4.90.	.95	.97	1.00	5.13	4.66	4.14	11.20	11.90	8.10
Deer Lodge	.85	.87	.90	4.63	4.21	3.74	10.20	10.90	7.26
New England	.77	.79	.82	4.23	3.86	3.42	9.40	10.30	7.02
Canada Sap	.67	.69	.72	373	3.41	3.07			

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Department 4.

DRIED FRUITS, NUTS AND HONEY.

This Dept. is corrected by Guggenhime & Co., Tillmann & Bendel.

(Add ¼c for 50-lb. boxes and ½c for 25-lb boxes).

Apples (crop 1907.)

Sundried, sacks 7
Evap. Fancy, 50-lb boxes.... 9½
Evap. ex. choice, 50-lb box.. 9
Evap. choice, 50-lb box..... 8½

Apricots.

1907 Crop

Choice Sacks 22
Fancy Sacks 23
Fancy, 25-lb. boxes..... 25

Blackberries.

In boxes, per lb.....none

Cherries.

Pitted, in boxes, per lb.....35
Unpitted, in boxes, per lb.12½

Currants.

In bbls 09½
Recleaned, in bbls.....10½
Recleaned, 25-lb boxes.....11¼
Recleaned, 50-lb boxes.....11
Recleaned, 1-lb carts.....11¾
Recleaned, 12-oz carts..... 10¾

Dates.

Fard, 14-lb, per lb.....11
Persian, 65-lb case.....07

FIGS (California)

Black, sacks 04½
Black, 25-lb boxes, per box..1.25
White, bags 04½
White, 10 1-lb. brks., pr box 65 90
White, 50-½s 2.00

FIGS (Imp. Smyrna.)

box ..... .90
Choice, 5-lb. bx., per lb....16

6

Nectarines.

1907 Crop

White 16
Red 16

Peaches.

Choice, sks..11| Fancy, sks..12½
Ex Ch'ce,sks11½

Pears.

Choice, ¼s, in sacks.....10½
Ex. choice, ½s, in sacks.....10
Fancy, ½s, in sacks.....13

Plums.

Unpitted ... Pitted,black.11
Pitted, blchd11½100s-110s ..

Prunes.

	Sks.	bx. 25-lb.
30-40s	8¾	9¼
40-50s	7¼	7½
50-60s	6	6½
60-70s	5½	6
80-90s	5	5½
90-100s	4¼	5
in cases of 125-lb tins.....		..
in cases of 12 5-lb tins...		..

Raisins.

Box	½s	¼s	50lb.
6 Cr. Layers..	3.50	2.75	....
5 Cr. Layers..	3.00	3.25	3.50 ....
4 Cr. Layers			1.90
3 Cr. Layers			2.00
2 Cr. Layers			2.25
4 Cr. Loose			.10½
3 Cr. Loose			.10
2 Cr. Loose			.09½

Fancy Clusters, 1-lb cart per doz .....
Fancy Clusters, 5-lb cart per case .....
Unbichd Sultanas, 50-lb.... 8
Thompson's bleached Sult. seedless, 50-lb 11
Bleached Sult., sdlss..... 9
Seedless Muscatels, 50-lb cases 7¾

7

R. R., 36 16s 10½
Blue Bell, 50 1s (seeded)....10¼
Seeded, 12 oz. cartons.....10½
Seeded, 12 oz cart..... 9
Seeded, bulk, lb.....11

1907 Crop F. O. B.

Clusters and Layers 20-lb bxs
Imperial, clusters, 6 c. 3.00 3.50
Dehesa, clusters, 6 c.. 2.50 2.75
Fancy clusters, 4 c.... 2.00 2.25
London Layers, 3 c..... .... 1.60
London Layers, 2 c.... .... 1.50

Seeded Per pkg
Fancy, No. 16, 36 to cs 9¼ 9½
Fancy, No. 12, 45 to cs 7½ 7¾
Choice, No. 16, 36 to cs 8⅝ 9
Choice, No. 12, 45 to cs 6⅞ 6¼

25-lb bxs
Fancy bulk, per lb.... 8½ 8¾
Choice bulk, per lb.... 8⅛ 8¼

Loose Muscatels 50-lb bxs
Standard, 4 c..... ... 7½
" 3 c..7..... 7 .¼
" 2 c..... 6¼ 6½
Seedless 6¾

Seedless Sultanas
Unbleached 7¼ 7½
Bleached, standard 8½
" choice 9
" ex. choice.. ... 9½

Thompson Seedless
Unbleached 7½ 7¾
Bleached, standard ....
" Choice 10
" fancy 10½
" ex. fancy.. ... 11

NUTS.

Almonds, Fancy, I. X. L.....18
Almonds, choice soft shell Drake 16
Almonds, shelled, No. 1.....45
Almonds, shelled, No. 2.....35
Almonds, shelled, Jordan Imported .....
Almonds, Jordan, Dom....

8

Brazils, 160-lb sacks.....13
Chestnuts, Italian 20
Cocoanuts, per 100.....1.50 5.00
Filberts, 175-lb sack.....14
Peanuts, California 06
Peanuts, Japanese 08
Peanuts, Eastern,hnd picked..6 6½
Peanuts, roasted 8 9
Pecan, polished 18-20
Pine .....
Walnuts, soft shell, bleached.15½

HONEY.

Pure white sage, 2 5-gal tins, per lb..... .8
Light Amber, 2 5-gal tins ... per lb 7½

White Clover (stained)

5-gal. tin, per lb..... .07½
2 dz 2-lb jars, per case.... 8.00
2 dz 1-lb jars, per case.... 4.25
24-qt. cans, per case..... 7.00
12 ½-gal. cans..... 6.60
6 1-gal. cans..... 6.00

Glass.

Per Doz
Tumbler, 8 oz., 4 doz in case 1.25
Oval pints, 4 doz in case.... 1.25
1-lb glass jars, 2 doz in case 2.25
2-lb glass jars (with comb.. 2.50

COMB

Water White, 24 1-lb frames..16
Light Amber, 24 1-lb frames..14
Water White, 24 1-lb frames..15

BEESWAX.

Pure 30-31

DEPARTMENT 7

N. B.—All these prices are on "futures" and only a small portion are now ready for delivery. Prices should be figured on a basis of 5 per cent above those quoted hereinbelow.

This Dept. is corrected by **Haas Bros.; Wellman, Peck & Co.**

Canned Fruits

No. 3 Extras	No. 2½ Special	No. 2½ Extras	No. 2½ Ex. Standards	No. 2½ Standards	No. 2½ Second	No. 2½ Water	No. 2½ Pie	VARIETY	No. 8 Ex. No. 3 Grade	No. 8 Ex. No. 2½ Grade	No. 8 Ex. Standard	No. 8 Standard	No. 8 Water	No. 8 Pie
2 00	1 85	1 70	1 40	1 30	1 20	1 10	1 10	Apples		4 50	4 25	3 75	3 00	2 85
3 00	2 75	2 50	2 10	1 80	1 50	1 40	1 25	Apricots	8 00	7 00	6 50	6 00	5 25	5 00
3 50	3 25	2 80	2 60	.....	.....	.....	.....	" peeled	9 50	8 50	8 00	.....	.....	.....
3 50	3 25	2 80	2 60	.....	.....	.....	.....	" sliced	9 50	8 50	8 00	.....	.....	.....
.....	.....	.....	.....	.....	.....	.....	.....	Assorted	.....	.....	.....	.....	.....	.....
2 25	2 00	1 75	1 60	1 50	1 40	1 30	1 30	Blackberries	.....	.....	5 00	4 75	4 25	4 25
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (Royal Anne)	10 00	9 00	8 00	7 00	5 00	4 50
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (White)	10 00	9 00	8 00	7 00	5 00	4 50
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (Black)	10 00	9 00	8 00	7 00	5 00	4 50
2 00	1 75	1 60	1 35	1 25	1 10	1 05	1 05	Grapes (White Muscat)	.....	.....	3 75	3 50	3 00	3 00
2 50	2 25	2 00	1 80	1 65	1 45	1 30	1 10 unp 1 20 pld	Peaches (Yelolw Free)	7 00	6 00	5 50	5 00	4 25	4 00 pld 3 25 unp
3 00	2 60	2 40	2 15	1 85	1 65	1 40	1 10 unp 1 25 pld	Peaches (Lemon Cling)	8 00	7 50	6 50	6 00	4 50	4 25 pld 3 50 unp
3 00	2 60	2 40	2 15	1 85	.....	.....	.....	Peaches (**Lemon Cling Sliced**)	8 00	7 50	6 50	6 00	4 50	.....
3 00	2 60	2 40	2 15	1 85	1 65	1 40	1 10 upd 1 25 pld	Peaches (White Heath)	8 00	7 50	6 50	6 00	4 50	.....
3 00	2 60	2 40	2 15	1 85	.....	.....	.....	Peaches (**White Heath Sliced**)	.....	.....	.....	.....	.....	.....
3 00	2 60	2 40	2 15	1 80	1 65	1 40	1 05 unp 1 20 pld	Pears (Bartlett)	8 00	7 50	6 50	5 50	4 50	3 75 pld 3 25 unp
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Green Gage)	5 50	4 50	4 00	3 75	3 25	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Egg)	5 50	4 50	4 00	3 75	3 25	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Gold Drop)	5 50	4 50	4 00	3 75	3 25	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Damson)	5 50	4 50	4 00	3 75	3 25	3 00
3 25	3 00	2 75	2 50	2 35	2 25	.....	.....	Raspberries	.....	.....	.....	.....	.....	.....
3 25	2 75	2 60	2 50	2 25	2 15	.....	.....	Strawberries	.....	.....	.....	.....	.....	.....

No. 1 Tall Cans sliced L. C. Peaches, Ex. $1.35; Ex. Standard, $1.25.

If shipped 6 cans to the case, figure Gals. —10c per dozen higher.

All No. 3, No. 2 and No. 2½ cans, 2 doz en in a case; No. 1 cans 4 dozen in a case; galoln cans. 1 dozen in a case.

Swift's Premium Ham

The superior Quality of Swift's Premium Ham is due to the careful selection, scientific pickling and careful smoking. They please customers. Every Ham U. S. Inspected and Passed.

Swift & Company, U. S. A.



9 10 11 12

Department 5.

This Dept. is corrected by Wellma,n Peck & Co.; Haas Bros.

JELLIES, JAMS AND PRESERVES.

	Griffon 16-oz. Jars		Cutting 16-oz. Jars		Rose No. 2 Tins.		Rose Picnic Tins		Tumeler Jelly 4-doz.Case
	Preserves	Jam Pure	Jam Pure	Jelly Blended	Jam Pure	Jelly Blended	Jelly Pure	Jelly Blended	Jelly Blended
Apple	....	2 35	....	2 00	....	1 60	....	92½	90
Apricot	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Apricot Marmalade	2 35	....	....	....	1 85	....	....	....	.....
Blackberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Currant	2 35	2 35	....	2 00	....	1 60	97½	92½	90
Fig	2 35	....	2 00	....	1 85	....	97½	....	.....
Gooseberry	....	2 35	....	2 00	....	1 60	....	92½	90
Lemon	....	2 35	....	2 00	....	1 60	....	92½	90
Loganberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	....	90
Orange	2 35	2 35	....	2 00	1 85	1 60	97½	92½	90
Orange Marmalade	2 35	....	2 00	....	1 85	....	97½	....	.....
Peach	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Damson	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Green Gage	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Quince	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Raspberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Strawberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Assorted Regular	2 35	....	2 00	2 00	1 85	1 60	97½	92½	90
Assorted Berries	2 35	....	2 00	2 00	1 85	1 60	97½	92½	90

PINE APPLES

	Per Doz
Johnson's Columbia	
2's sliced, 2 doz. in case	2 30
2's grated, 2 doz. in case	2 30
1's sliced, 4 doz. in case	1 15
1's grated, 4 doz. in case	1 15
Gal. coreless, 4½ lb to tin, ½ doz. in case, per lb	16
Gal., grated, 7lb .to tins, ½ doz. in case ,per lb	16
2's sliced, Baltimore, 2 doz case	2 25
1's cocktail, Baltimore ovals, 4 doz. case	1 25
Hawaiian.	
Extra sliced, 2 doz, 2½	2.50
" " 4 doz, 1s	none
" grated, 2 doz, 2s	2.25
" " 4 doz, 1s	1.40
	Per doz
Standard, sliced, 2½s, 2 doz	2.00
" " 2s, 4 doz	none
" " 1s, 4 doz	1.35
Chunks, 2s	2.25
Whole, 2½s, 2 doz	2.00
Grated, 2s, 2 doz	1.75
" 1s, 4 doz	1.25
" gals, ½ doz	6.25

Singapore.

2 lb sliced	1.75
22-oz., doz	48.00
1-lb sliced	.95
2½ whole	2.25

Mince Meat.

Merrell-Soule Co.'s None Such Condensed Mince Meat, cases (6 doz. each), per case, $6.25.

Department 7.

This Dept. is corrected by Sussman, Wormser & Co., Wellman, Peck & Co.

CANNED VEGETABLES

Asparagus.

Mammoth	5.50
Large White	5.00
Medium White	4.75
White Tips	4.50

Beans

Stringless Extras	
Blue Lake, none	
Blue Lake, gal., none	
String, 2 lb, Standard	1.25
String, gal., Standard	4.50
Lima, soaked	1.00

Baked Beans

Fancy Eastern	$
1-lb Tall tins	50
2-lb Tall Tins	80
2½-lb Tall tins	1 00
3-lb Tall tins	1 10

Corn

2s Maine, per doz	$1.35
Gallon, cut, Maine, per doz	none
Gallon, cob, Maine, per doz	6.50
Iowa, per doz	.90
5 case lots, Iowa	.85

Succotash.

Standard Maine	1.35

Peas

Petit Pois	2.00
2s Extra Fine Sifted	1.75
Standards	1.35
2s, Soaks	.90

Tomatoes

3s, Solid Pack	1.40
3s with peppers	1.45
2½s, Solid Pack	1.25
2½'s, Solid Pack with peppers	1.35
2½s, Standard	1.15
Gallon, Standard	3 25
Gallon, Solid Pack	4.00
Gallon Puree	3.25

Miscellaneous

Artichoke 2½s	$
Carrots, 2s	1
Cabbage, 2s	1.1
Turnips ,gal	4.00
Spinach, 2s	1.35
Spinach, gal	4 00
Beets, 2s	1.05
Hominy, Great Western, 3s	1.15
Pumpkin and Squash, gal	2.50

Department 8.

PROVISIONS.

HAMS.

Eastern Standard, 17-18	.17
" " 15-16	.17
" " 12-14	.17¼
Picnic Hams	.10½

Boiled Hams

Skin on	.24½
Skin on	.25½

Breakfast Bacon

Eastern Standard, 6-8	.22
" " 8-10	.20
" " 10-12	.19

English Cured Bacon

Eastern Cure, 8-10	.18
Eastern Cure, 8-10	.18½

Dry Salt Bacon

Clear Medium Bacon	.15¼
Clear Light Medium	.15¼
Light Belly	.16½
Extra Light Belly	.17½
Bacon Backs	.15¼
Bacon Bellies	15¾

Dry Salt Meats

Sides	14
Bellies	.14¾
Backs	.13
Fat Backs	None

Barreled Pork

	Bbls.	½-bbls
Spare Ribs	$	
Family Pork	21.50	11.25
Clear Pork	24.00	12.50
Big Pork	26.50	13.75

Barreled Beef

Mess Beef	10.00	5.50
Family Beef	10.50	5.75
Ex. Family Beef	11.00	6.00
Beef Tongues	23.00	12.00

Pigs Feet

Tierces, about 300 lb	$18 00
Barrels, about 200 lbs	13 50
½ bbls, about 80 lbs	5.50
Kegs, about 25 lbs	2 50
Kits, a bout 15 lbs	1 75

Pure Leaf Lard

Tierces, about 350 lbs net	12
½ bbls, about 100 lbs	12¼
80-lb Wood Tub, 80-lbs, net	12¼
60-lb Wood Tub, 60 lbs, net	12⅛
20-lb Wood Tubs	12⅝
50-lb Cans, one to a case	12¼
20-lb Cans, 4 to case	12¾
10-lb Cans, 6 to a case	12¾
5-lb Cans, 6 to a case	13⅛
3-lb Cans, 20 to a case	13

Golden Gate Lard.

Tierces, about 370 lb net	12
½ bbls, about 150 lb net	12¼
50-lb cans, 2 to case	12¼
20-lb cans, 4 to case	12½
10-lb lb lb cans, 6 to case	12¾
5-lb cans, 12 to case	12⅞
3-lb cans, 20 to case	13
20-lb wood bkts	12¾
60-lb tubs	12⅛
80-lb tubs	12⅛

Compound Lard

Tierces, about 360 lbs, net	09¾
50-lb Cans, 1 to a caes	10
10-lb Cans, 6 to a case	10½
5-lb Cans, 12 to a case	10⅝
3-lb Cans, 20 to a case	10¾

13

"Arrow" Compound.

Tierces, about 370 lb net.... 9¾
50-lb tins, 2 to case.....10¼
½ bbls, about 150 lb net....10¼
50-lb tins, 1 to case.....10¼
20-lb tins, 4 to case.....10½
10-lb tins, 6 to case.....10¾
5-lb tins, 12 to case.....11
3-lb tins, 20 to case.....11
20-lb wood bkts, 20 lb net..10⅜
60-lb wood bkts, 60 lb net10½
80-lb wood bkts, 80 lb net..10⅝

Suerene.

50-lb Cans .....None

Beechnut Packing Co.

Beechnut Sliced Bacon and Beef in Glass.



14

1 doz No. 1 Jars.....$3.25
Erie Brand Chipped Beef in Glass, 1 doz No. 1 Jars.... 2.60
5 case lots, less 5 per cent

Department 10.
FISH AND CHEESE.

This Dept. is corrected by

Wieland Bros.; Roethlisberger & Grassoff.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case....	$18.50
½-lb cans, 2 doz in case....	10.00
¼-lb cans, 5 doz in case..	5.20
⅛-lb cans, 6 doz in case..	2.70
White Label Brand.....	none

CHEESE

Foreign and Domestic.

	new
New York State Factory	
Cheddars June make....	18
Twins, June make	18
October make, Cheddadr's..	19½
October make, Twins	19½
Cal. State factory flats....15½-16	
Cal. State fctry, Young Am..17-18	
Jack or Monterey 16-17	
Brick Cream 18-19	
Limburger, Eastern, lb.....17-18	
Swiss, imported, lb.....	30
Domestic Twins, new.....22½-23	
Roquefort, lb.....	42
Gouda, per lb.....	27
Sap Sago	22½

Department 9.
CANNED MEATS.

This Dept. is corrected by **Cudahy & Co.**

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 doz in case	No. ¾ Tins, 2 doz in case	No. 1 Tins, 2 doz in case	No. 2 Tins, 1 or 2 doz in case	No. 6 Tins, 1 doz in case	No. 14 Tins, ½ doz in case	No. 1 Tins, 1 doz in case
Corned Beef			1 25	2 25	7 50	16 75	
Roast Beef			1 25	2 25	7 50		
Roast Mutton			1 55	2 60			
Brisket Beef				2 75			
Boiled Beef			1 25	2 25	7 50		
Chipped Beef (in tins)		1 25	2 10		20 00		
Sliced Beef (in glass)		1 40	2 40				2 40
Sliced Beef (in tins)		1 35	2 35		22 00		
Sliced Beef (in glass)		1 50	2 50				2 50
Chip Beef (in Tins)		1 85					
Brawn			1 25	2 25			
Pigs' Feet			1 40	2 60			
Corned Pork			1 25	2 25			
Lunch Tongue		1 65	2 75				
Sheep Tongue		1 45	2 35				
Lambs' Tongue		1 45	2 35			No.1½	
Luncheon Tongue						5 50	
Sliced Bacon (in tins)							2 50
Sliced Bacon (in glass)		1 55					2 55
Deviled Ham (Geinuine)	85	1 50					
Potted Ham (Genuine)	85	1 50					
Potted Tongue (Genuine)	85	1 50					
Potted Meat (Ham Flavor)	40	75			No. 3		
Deviled Meat (Ham Flavor)	40	75			Tins		
Potted Meat (Tongue Flavor)	40	75			1 or 2		
Boneless Chicken		2 60			Dz. in Case		
Veal Loaf							
Sandwich Loaf		95	1 80		1 80		
Picnic Loaf		95	1 80		1 80		
Chili Con Carne	No. ¾	95	1 80		1 80		
Beafsteak and Onions	95	80	1 30				
Hamburger Steak		90	1 65				
Frankfurter Bratwurst		90	1 65				
Minced Collops			1 80				
Tripe				2 20			
Sweetbreads				1 65			
Vienna Sausage			2 50				
Pork Sausage		85	1 35				
Oxford Sausage			2 35				
Bologna Sausage			2 10				
Sausage and Kraut			1 10				
Stewed Kidneys				2 35			
Corned-Beef Hash		90	1 55				
Lunch Sausage		85					
German Lunch Sausage		1 00					
Ox Marrow				2 90			
		No.1½	No. 2	No.2½	No. 3	No. 6	
Ox Tongue (whole)		6 25	7 50	9 25	11 25	20 50	
Chorizos							No. 5 10 00

15

Pineapples, Eastrn, 6 in cs, cs. 3 50
Pineapples, Eastn, 6 in cs, sml 2 55
Holaind, Edam,med plain, dz 9 50
Holland, Edam, medium in bladders, per doz.....9.50 10 00
P'ffr'd Edam, small .....34-35 pds per case of 12 ..... 9.00
P'ffr'd Edam, med....38-40 f 9.75
Do Edam, large....44-45 10.50

Fancy

Camembert, Brie, Roquefort and Gorgonzola, jars...none
Parmesan C & B, sml bot doz 3 00
Parmesan C & B, lge bot, doz 5 00

Bayle'-

Small ½-lb 1 lb. 2½-lb 5-lb
Deviled Cheese
$1.00, $2.25, $4.00, $5.00, $9.00
After Dinner Cheese:
$1.00, $2.40, $4.00, $4.50, $7.50
Roquefort Cheese:
$1.00 ,$2.40, $4.00 ,$4.50, $7.50

MacLaren Imperial Cheese Co.,Ltd

Imperial Cheese—
Club size, 2 doz jars, doz....$1.25
No. 1, size, 1 doz jars, doz.. 2.80
No. 2 size, ½ doz jars, doz.. 5.25
No. 3 size, ½ doz jars, doz..10.60
Individuals, 5 doz jars, doz.. .85
Roquefort Cheese—
Small size, 2 doz jars, doz.. 1.75
Large size, 1 doz jars, doz.. 3.25
Individuals, 5 doz jars, doz.. .85

SALT FISH

Pacific Codfish

Bundles,, per lb..... 4½
Case, selected, per lb..... 5½
Boneless, 30-lb boxes, lb.... 5
Boneless, 40-lb boxes, lb.... 5½
Boneless Stripes, per lb..... 6
Boneless Blocks, per lb..... 7
Boneless Tablets, per lb. ... 8½
Boneless Middles, per lb..... 7½
Boneless Middles, extra,per lb .10½

Eastern Codfish

Gen. Georges, 8 fish to cs$11.00
Gen. Georges, 12 fish to cs.. 10.00
Geo. Cur. Cod, case..... 9.50
Geo. Cur. Cod ,40 fish to cs 8.00
Gen. Geo. Middles, 60 fish... 15
Gen. Geo. Tablets,36 fish 11½
Gen. Geo. Blocks, 40 fish 11½

Shredded Codfish

Beardsley's shredded, 2 doz. in case..... 1.00

Norwegian Mackerel

Bloater, 120-130 fish.....55.00
Bloater, ½ bbl., 60-65 fish....28.50
No. 1, 150-160 fish.....45.00
No. 1, 75-80 fish..... .....23.50
No. 2, 220-240 fish..... 37 00
No. 2, 110-120 fish.....19.50
No. 3, 300-350 fish.....28.00
No. 3, 150-175 fish.....15.00
No. 4, 400-440 fish, bbl.....25.00
No. 4, 200-220 fish.....13.50

Irish Mackerel

No. 1, 200-220 fish.....none
No. 1, 80-90 fish.....none
No. 2, 325-350 fish.....none
No. 2, 130-140 fish.....none
No. 2, 475-500 fish.....none
No. 2, 180-190 fish.....none
No. 1, 10-lb kits, 15-16.....
No. 2, 20-22 fish..... 1 30

American Bloaters

Shore Bloaters, 115-120 fish..none

16

Shore Bloaters, 45-50 fish..none
Extra No. 1, 120-130 fish....none
Extra No. 1, 50-55 fish.....none
No. 1, 140-150 fish.....none
No. 1, 60-65 fish.....none
No. 2, 130-140 fish.....28.50
No. 2, 55-60 fish.....11.00
No. 2, 140-160 fish.....none
No. 2, 60-65 fish.....none
No. 2, 160-180 fish.....none
No. 2, 70-80 fish.....none
No. 2, 180-200 fish.....none
No. 2, 80-90 fish.....none

In Kits

Extra Mess, 7 to 8 fish each..$3.00
No. 1, kits, 8-9 fish or 15-17 fish 1.40
No. 2, kits, 8-9 or 20-22 fish 1.30

Salmon

King, bbls.....none
Oregon Silversides, bbls..13 00
Alaska Red, bbls.....13 00
Alaska Red, ½-bbls, 100 lbs 7 25
Alaska Red, kits..... 1.00
Bellies, bbls 15.00-18.00
Tongues and Sounds, kits 10-lb 1 40
Tongues and Sounds, ½-bbls, 80-lb.....11 50

New Herring, Pack 1906

Holland.

Ex Sictd Mixed, bbls.....20.00
" " " ½ bbls 10.50
" " " Keg 1.20
Cheaper grade, mixed, bbl..16.00
" " " ½ bbl .. 8.50
" " Keg ..... .90
Ex Selected, Milchner, bbl..22.00
" " " ½ bbl 11.50
" " " Keg 1.35
Cheaper, Milchner, bbl.....18.00
" " ½ bbl 9.50
" " Kegs 1.00
Labrador, round, 160 fish... 5.50
Labrador Split, per ½ bbl . 6.50
Pacific, ½-bbl 3.00

Smoked Fish

Neptune, Brand, 100s.....$2.85
Neptune, Brand 50s..... 1.60
Dainty Brand, 50s..... 2.25
Bloaters, Grim., 100 box....$3.00
Bloaters, Grim., 50 in box. 1.75
Bloaters, Cromarty 3.00
Yarmouth, 100 in box....
Halibut, chunks ..... .15
Herring, boxes, Eastern .... .25
Herring, boxes, Washington .20
Herrings, Neptune, boneless, boxes of 10s, net..... 1.35
Moir's Selected Red Herrings, 100's..... 1.90
Moir's Selected Red Herrings, 50's 1.25
Salmon ,per lb.....10 20

Beardsley's.

Herring, boneless, tins, doz.. 1.50
Herring, boneless, small, doz 1.00
Herring, boneless, vacuum tumblers, 2 doz in case.... 1.95
Finnan Haddies, 30-lb boxes, per lb 13½

Potted Fish.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy Bloater Paste.....	2 30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	.75

WIELAND BROS.

309-311 DAVIS STREET, SAN FRANCISCO

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie Camenbert, Schloss, Kronen and Neufchatel Cheese

17

Ditto, fancy pots.... .. 4.75
Kippered Herrings 1.90
Kippered Herrings, Meirs. 1.90

Department 11.

CANNED FISH.

This Dept. is corrected by **Sussman, Wormser & Co.; Tillmann & Bendel.**

	Doz.
Anchovies, in oil, 2 doz ½ pts., in glass, doz.....	5.00
Anchovies, 2 doz, ¼ pts, dz.	3.00
Bloaters, Yarmouth C. & B. doz.....	4.50
Codfish Balls, 2-lb tins per. doz.....	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.35
Eels, smoked, 1-lb, per dz..	2.85
Finnan Haddies, 2-lb ovl.	2.25
Finnan Haddies, 1-lb. round, per doz.....	1.80
Sardelles, imp.,½-lb tins....	2.50
Sardelles, imp. in glass.	3.00
Sardelles, dom. 1-lb, glss	2 25
Sardelles, Ankers. ⅛ keg	3.00
Sprats 7.50	8.00

Mackerel

1-lb tins, 50 in a case
2-lb tins ,2 doz. in a case

Gold Label ,1-lb tins....	1.50
P. &. W., 2-lb soused....	2.75
P. & W., 2- lb mustard....	2.75
P. & W., 2-lb tomato....	2.75
Underwood, 2-lb soused..	2.85
Underwood, 2-lb tomato.	2.85
Underwood, 2-lb mustard.	2.85
Los Angeles, 2-lb soused.	2.55
Los Angeles ,2-lb tomato.	2.55
Los Angeles, 2-lb mustrd.	2.55
Mt. Desert, 2-lb soused..	2.25
Mt. Desert, 2-lb tomato...	2.25
Mt. Desert, 1-lb soused..	1.35
Blueback, 1-lb. fresh....	1.10
4 doz., 1s, flat, oval.....	1.80
4 doz., flat, square.....	1.40

Crescent Mackerel

Soused, 18-oz tins, doz.....$	1.80
Tomato, 18-oz tins, doz....	1.80
Mustard, 18-oz tins, doz....	1.80

Mackerel in Oil.

Bezler's	3.00	4.00
Lemarchand	5.00	7.00

Salmon

Alaska Red, 1-lb tins, doz..$	1.20
Alaska Red, 2-lb	none
Alaska Ping, 1-lb tins.....	90
Alaska Flats, 1 lb.....	none
Oregon Red, 1 lb.....	none
Oregon Red 2 lb.....	none
Oregon Pink, 1 lb.....	none
Oregon Pink, 2 lb...	none
Oregon Flats, 1 lb	none
Columbia Riv, 1lb tls. ..	none
Columbia Riv, 1 lb flats..	none

Sardines.

	Per case
French, ¼s, 18 m.m.....	9.50
" ¼s, 22 m.m.....	12.50
Portuguese, ¼s, 18 m.m....	8.50
" ⅛s, 22 m.m.....	9.50
" ½s, 30 m.m.....	16.00
Norwegian, ¼s, 18 m.m....	9.00

Sprats.

French, ¼s, 18 m.m.....	8.50
" 22 m.m	9.50

American Sardines

(¼s pkd 100 to cs, ¾s 50 to cs.)

¼ in oil, without key.....	3.80
¼s in oil with key	4.00
¼s in oil, per doz.....	.50
⅛s in mustard, per doz.....	.60
¼s in mustard, case.....	3.75
¾s in mustard, per doz.....	.95
¾s in mustard, case.....	3.25

SHELL FISH.

Abalones

4 doz in cs ,with shells, cs 6.00

Clams and Clam Juice

	doz
Doxsee Clams, 1-lb tins....$	1.85
Doxsee Clams ,2-lb tins.	2.75
Doxsee Clam Juice ,1-lb..	.90
Doxsee Clam Juice ,2-lb.. 1.60	

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B&M Luncn Clams, flat	1.37½
Underwood Clams, 1-lb.....	1.05
Underwood Clams, 2-lb.....	1.65
P. & W. Clams, 1-lb tins....	1.35
P. & W. Clams, 2-lb tins....	1.65
Oxford Clams, 1-lb tins.....	.95
Oxford Clams, 2-lb tins....	1.50
P. & W. Clam Chowder.....	2.25
Burnham's Clam Bullion, qts.	...
Burnham's Clam Bullion,pts.	4.50
Burnham's Cl'm Bullion,½ pts	2.40

Crabs.

½s flat, 4 doz, per doz.....	2.25
Minced, ½s flat, 4 doz....	1.25
Picnic, 1s, 4 doz.....	1.15
" 2s, 2 doz.....	1.75

Lobsters

	Doz
Picnic talls, 4 doz, per doz..	3.00
Picnic flats, 4 doz, per doz..	2.80
½-lb. flats, 4 doz, per doz..	2.60
¼-lb flats, 4 doz, per doz....	1.40

Oysters

Oysters, Selects, 12 oz.....$	3.25
Oysters, Selects, 6 oz.....	1.75
Oysters, Standard, 10 oz....	2.35
Oysters, Standard, 5 oz.....	1.35
Oysters, Standard, 8 oz.....	2.10
Oyster, Standard, 4 oz.....	1.15

Shrimps.

Shrimps, pickled, 1-lb.....$	1.35
Dunbar's Picnics, 1-lb, doz..	1.35
Pride of the Gulf, 1-lb, doz..	1.30
Dunbar's 1½-lb, doz.....	2.35
Pride of the Gulf, 1½-lb, dz	2.30
Pickled Shrimp, 1-lb, doz....	1.35

This Dept. is corrected by **A. Schilling & Co.; Tillmann & Bendel.**

In Original Packages.

Pepper, Black.....14		18
Pepper, White.....25		30
Ginger 13		19
Ginger, Gen Jam.....15		21
Cinnamon, Ceylon.....22		25
Cassia .. 16		24
Cassia 16		64
Cloves 20		36
Allspice 10		17
Nutmegs 30		65
Mace 80		90
Laurel Leaves, in bales.....07		
Lalrel Leaves, in small lots, 10		

Paprika.

1 oz, doz..	1.00	16 oz, doz..	7.75
2 oz, doz..	1.50	2½-lb tins.	
4 oz, doz..	2.75	5-lb tins....	
8 oz, doz..	4.50	3ulk, lb....	

MUSTARD.

Colman's, ¼s, per lb....	.52
Colman's, ½s ,per lb.....	.48
Colman's 1s, per lb.....	.48
Colman's 5s, per lb.....	.43
Durkees ⅛s, per doz.....	.65
Durkees ¼s, per doz.....	1.30
Schilling's Best, small.....	.80
Schilling's Best, medium....	1.35

Prepared.

Louit Freres, per doz.....	2.25
Imitation Freres, per doz..	.70
Dusseldorfer, 1 doz pts, case	1.60
Eddy's Salad, small.....	.90
Eddy's salad ,medium.....	1.35
Eddy's large	2.00
Webbs, 2 doz. cs.....	.135
Heinz, 2 doz. cs.....	1.25

FLAVORING EXTRACTS.

Schilling's Best.

Triple Strength, Pure and Uncolored, Sprinkling Tops.
Full Measure. Never sold in bulk

	Lemon and Others	Vanilla and Rose		Lemon and Others	Vanilla and Rose
1 oz....	1.30	1.80	8 oz..	7.25	11.00
2 oz....	2.00	3.00	16 oz..	14.00	21.50
4 oz....	3.75	5.75	32 oz..	27.00	42 00
6 oz....	5.50	8.50			

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Department 12.

SPICES AND FLAVORING EXTRACTS.

Schilling's Best Spices — Nature's Best.
Square Tins. Never Sold in Bulk.

Small medium, large size have sifting tops except Mus ard.

	Small size per doz.	Medium size pr doz	Large size per doz	Ex.Large size pr doz	Hotel size pr tin
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.80	1.35	2.40	4.00	.85
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	1.35	2.30	4.35	7.75	2.00
Cloves	1.10	1.90	3.50	6.50	1.35
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
White Pepper	1.10	2.00	3.75	6.75	1.50
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain.....	**6 doz.**	**4 doz.**	**2 doz.**	**2 doz.**	**1 doz.**
Gross Weight.....	**21 lbs.**	**24 lbs.**	**23 lbs.**	**38 lbs.**	**54 lbs.**

Folger's Golden Gate Ground Spices.
High Grade—High Price.

Net Weight	⅛-lb per dz 4 doz to cs	¼-lb per dz 4 doz to cs	½-lb per dz 2 doz to cs	1-lb per dz 2 doz to cs	2½-lb per dz 2 doz to cs	5-lb per dz 1 doz to cs
Pepper	.75	1.15	2.15	3.65	.29	.28
Mustard	.75	1.15	2.15	3.65	.29	.28
Ginger	.75	1.15	2.15	3.65	.29	.28
Allspice	.70	1.10	2.05	3.50	.28	.27
Cinnamon	1.30	2.25	4.25	8.15	.65	.64
Cloves	.90	1.50	2.75	4.95	.40	.39
Cayenne	.90	1.50	2.75	4.95	.40	.39
White Pepper	.95	1.55	2.85	5.10	.41	.40
Nutmegs	1.60	2.65	5.15	9.75	.71	.70
Mace	1.75	2.90	5.40	10.25	.75	.74
Sage	.65	1.05	1.95	3.35	.21	.20
Thyme	.70	1.25	2.35	4.35	.32	.31
Marjoram	.85	1.40	2.60	4.80	.38	.36
Savory	.70	1.25	2.35	4.35	.32	.31

Folger's Golden Gate.
High Grade—High Price.

	Vanilla and Rose		Lemon and Others
1 oz.....	1.60	1 oz.....	1.25
2 oz.....	2.50	2 oz.....	1.85
4 oz.....	4.75	4 oz.....	3.45
6 oz.....	6.75	6 oz.....	4.75
8 oz.....	9.00	16 oz.....	12.00
16 oz.....	16.50	32 oz.....	23.00
32 oz.....	32.00	8 oz.....	6.50

Department 13.

BAKING POWDER, ETC.

This Dept. is corrected by **Hooper & Jennings; Tillmann & Bendel.**

Royal

	1 cs	5 cs	10cs
¼ lbs .cans.	$1.38	$ 1.36	$ 1.34
6 oz. cans..	1.92	1.89	1.87
½ lb. cans	2.57	2.52	2.50
12 oz cans.	3.82	3.75	3.72
1 lb cans..	4.95	4.85	4.80
2½ lbs cans	11.65	11.40	11.28
3 lb cans..	13.60	13.34	13.20
5 lb cans..	22.35	21.90	21.68

An extra discount of 1 % if packed in barrels.

Trophy

4 oz., doz..	1.10	2½ lb, doz.	9.00
8 oz., doz..	2.00	5 lbs., doz..	18.00
16 oz., doz.	3.50	10 lbs, doz.	31.50

Sun Baking Powder

16 oz, doz.	$3.90	4 oz, doz..	1.20
8 oz, doz..	2.20		

Schilling's Best.

Never sold in bulk.

4 oz, gr....	16.50	½ lb., doz..	10.50
6 oz, gr....	22.50	3 lbs, doz..	12.00
8 oz, gr....	28.00	4 lbs, doz..	16.00
12 oz, gr...	41.00	5 lbs, doz..	20.00
16 oz, gr...	53.00	10 lbs, doz..	39.00

Folger's Golden Gate.
Guaranteed Pure.

4 oz, gr....	16.00	2½ pat, dz.	10.00
6 oz, gr....	22.50	3 pat, dz...	12.50
8 oz, gr....	28.00	4 pat, dz...	16.00
12 oz, gr...	41.00	5 pat, dz...	20.00
16 oz. gr...	53.00	10 pat, dz..	39.00

CRESCENT.

				Per doz
¼-lb tins..	.65	3-lb tins...		5.50
½-lb tins..	1.25	5-lb tins...		9.00
1-lb tins...	2.00			

Rumford Baking Powder.



½-lb can, 2 doz in box, doz.$	1 10
1-lb can, 1 doz in box, doz.	2.80
3-lb can, ½ doz in box, doz	7 50
5-lb can, ½ doz in box, doz.	12 50

Less 5 per cent in 5 case lots
One case ½s or less with 10 case lots.

K. C.

10 oz., dz..	.90	50 oz., dz..	4.25
15 oz., dz..	1.35	80 oz., dz..	6 50
25 oz., dz..	2.15		

Pure Cream Tartar.

100-lb bbls	.27	5-lb tins,dz	2.65
50, 25-lb bx	.28	1-lb tins, dz	5.50
5-lb tins,lb.	.40		

SODA.

Churches ,A. & H., 30 or 60 1's	.05¼
Same, 60 ½s.....	05¼
Dwight's Cow Brand, 60 1s	.05¼
Same, 60 ½s.....	.05½

(12-oz. pkg. ⅛c more; 8-oz. package ¼c more; 5 cs lots, ¼c less.)

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Department 14.

FARINACEOUS GOODS.

This Dept. is corrected by **Hooper & Jennings; Wm. Cluff Co.**

Miscellaneous Flours

California Family	5.00
Cal. Baker's Extra	5.00
Rye Flour	5.25
Rye Meal	5.00
Graham	5.00
Whole Wheat	5.10
Colonial	5.25
Sperry's	5.50
Gluten	5.50

Quaker Oats Co.

Quaker Oats, 36 2s	$3.85
" " family size, 20s	5.15
Scotch Oats, 36 2s	3.85
Banner Oats, 30 5s	4.75
" " family size, 20s	5.15
Saxon Oats, 20 5s	4.75
" " family size, 20s	5.15
Zest, 20s	4.10
Zest, 36s	2.75
Apetizo, 24s	3.00
Quaker Wheat Berries, 36 2s.	3.00
Quaker Puffed Rice, 36 2s..	3.00
Quaker Yellow or White Corn Meal, 36 3s	4.10

EGG-O-SEE CEREAL CO.

Egg-O-See, 36 1s, per case..	2.85
E-C Corn Flakes, 36 1s, case	2.85
5 case lots either	2.75

DEL MONTE MILLING CO.

Del Monte Rolled Oats, wood,	7.25
Del Monte Rolled Oats,, sacks, 2 90-lb	6.75
Alta Mills Rolled Oats, wood.	6.75
Alta Mills Rolled Oats, sacks, 2 90-lb	6.25
Del Monte Rolled Wheat, wood	4.30
Del Monte Rolled Wheat, 2 75-lb sacks	3.80

Case Goods.

	Per case
Self-raising Buckwheat Flour 20 cartons, 3½ lbs	$4.00
24 cartons, 3 lbs	4.00
40 cartons, 1¾ lbs	4.00
Cal. Flapjack Flour, 36 2s..	4.00
Semola or Nutty Grains, 20 cartons, 4 lbs	3.60
Cal. Cream Flake Oats, 36 2s	3.60
Primrose Wheat, 36 2¾s	3.85
Farina, 24 cartons, 1-lb	1.80

American Milling Co.'s Cereals.

	Per Bbl.
Colonial Ex. Cream Rolled Oats, 180 lbs., (wood)	$7.25

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180 lbs., 90-lb sacks	6.75
150 lbs., wood	6.00
Pacific Brand Rolled Oats, 180 lbs. (wood)	6.75
180 lbs., 90-lb sacks	6.25
Bohemian Rolled Oats, 180 lbs. (wood)	6.00
180 lbs., 90-lb sacks	5.50
Colonial Pearl Rolled Wheat, 150 lbs. (75-lb sacks)	3.80
Colonial Granulated Hominy, 200 lbs (wood)	7.75
Colonial Steel Cut Oat Meal, 200 lbs. (wood)	8.25
Brewster's Pat. N. Y. Buckwheat Flour, 200 lbs (wood)	8.25
Colonial Pearled Hominy, 200 lbs. (wood)	7.75
Colonial New Process Buckwheat Flour, 200 lbs (wood)	8.25

Case Goods.

Colonial Ex. Cream Rolled Oats, 36 2-lb pkgs	$3.75
Colonial Self-Raising Buckwheat Flour, 24 3-lb pkgs	3.80
Pettijohn's Breakfast Gem, 2-lb pkgs. to case	3.25

(All prices net.)

MISCELLANEOUS PACKAGE

CEREALS.

Capital Mills Rlld Oats, 36 2s	3.60
36 2s	3.60
Grape Nuts, 1 & 2 doz, per dz	1.35
doz	1.35
Breakfast Gem, case 3 doz...	3.25
Wheatine, 36 2s, per case....	3.30
Germea, 20 4-lb. pkgs, per case	4.10
Germea, 20 2-lb. pkgs per case	3.20
Flaked Rice, 24 1's	3.00
Dr. Price's Wheat Flake Celery Food per case....	2.85
Hecker's Farina, 24 2s, case	2.00
Pillsbury's Best Cereal Vitos, 36 2s	5.10
Cream of Wheat, 36 2's..	5.25
Crespo, 36 2's	2.75
Snow Flake, 36 2's	2.80
Malta Vita, 36 1's	4.00
Our Mother's Mush, 36 2s....	2.80
Twin Bros. Mush, 36 2s	2.80
H. H Robbins, Cr'mry Bkfst 36 2s	2.80
Carnation Wheat Flakes 20 5s	4.70

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A B C Breakfast Wheat 72 2's	5.00
A B C Breakfast Wheat 36 2's	2.60
Nutro, 9s	2.80
Wheaton, 9s	5.20
Morning Meal, per case	2.80
Olympic Wheat Hearts, 24 5s	4.75
Olympic Wheat Hearts, 48 2s	4.75
" Pancake Flour, 24 4s	4.45
" Cake Pastry, 20 5s.	4.75

Pancake Flours.

Uncle Sam, 36 2s	3.25
Encore, 36 2s	3.75
Grape Nuts, No. 22, per doz	1.35

H. O. Cereals.

	Case
H-O Buckwheat, 2 doz. 3-lb pkgs, per case	3.75
H-O Pan Cake Flour, cse.	3.90
H-O Oats ,24 2's, per cs.	3.15
Korn Kinks, 36 2s	2.85
Force	4.50

Freight paid on country shipments of H. O. goods up to 25c per cent on 5 case lots.

RALSTON MILLS.

Ralston Breakfast Food 36 2s	4.50
Ralston Barley Fo'd, 36 2s	4.25
Ralston Health Oats, 36 2s	4.50
Ralston Hominy Grits, 36 2s	4.25
Ralston Health Crisp 36 2s	2.75
Ralston Select Bran, 24 3s	2.50
Ralston Pan Cake Flour 36 2's	3.75
Ralston Whole Wheat Flr 4 ¼s	5.50

Capitol Mills.

	Per Bbl.
Ex Cream Rld Oats, 180 lbs.	$7.25
Ex Cream R'lld Oats, 180 lbs. (90-lb. sacks	6.75
Rolled Oats, 180 lbs	6.75
Rld Oats, (90-lb. sks), 180 lbs	6.25
Rolled Oats, 180-lb. bbls	6.00
Rolled Oats, 90-lb. sacks	5.50
Pearled Rld Wheat, 150 lb..s	4.30
Pearled Rld Wheat (75-lb. sacks), 150 lbs	3.80
Granulated Hominy, bbls	7.75
Pearled Hominy, bbls	7.25
New Process Buckwheat Flour, bbls	8.25
Steel-Cut Oatmeal, "A" (fine) "B" (medium), "C" (coarse) bbls	8.25
Brewster's Pat. New Process Buckwheat Flour, bbls	8.25

	Per Case
Self-Raising Bckwheat Flour 20-3½-lb. pkgs, in cases	3.80
Self-Raising Bckwheat Flour 24-3 lb. pkgs, in cases	3.80
Farina, 24 1-lb. pkgs in cases	1.60
Mills Ex. Cream Rld Oats, 36 2-lb. pkgs in cases	3.60
Pan-Cake Flour, 36 2-lb. pkgs in cases	3.80

Farinaceous Goods in Sacks

Manufactured by Local Mills.

Per 100 lbs. in 10-lb. sacks.

Buckwheat Flour, Plain	$4.00
Buckwheat Flour, Extra	4.30
Bckwheat Flour, New Process	4.30
Bckwheat Flour, Self-Raising	5.40
Buckwheat Groats	9.00
Corn Meal, Yellow	2.75
Corn Meal, White	2.75
Corn Meal, Ex Cream Yellow	3.40
Corn Meal, Ex Cream White	3.40
Corn Flour	2.75
Cracked Wheat	3.50
Entire Wheat Flour	3.20
Farina	4.20
Flaked Pearl Wht, 7-lb & 10-lb	3.20
Graham Flour	3.00
Hominy, large	3.40
Hominy, small	3.60
Granulated Hominy	3.80
Oatmeal, plain	4.10
Oatmeal, extra	4.30
Oatmeal, steel-cut	4.30

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Oat Groats	4.30
Pearl Grits	3.40
Pearl Barley, No 1	5.40
Pearl Barley, No 2	5.40
Pearl Barley, No 3	5.40
Split Peas, Yell..o...w	5.00
Split Peas, Green	5.00
Rice Flour	7.20
Rolled Oats, 7-lb & 10 lb	4.30
Rye Flour	3.40
Rye Meal	3.20
Wheat Meal	3.40
Pearl Barley, No. 1, 25 and 50-lb. boxes	5.40
Split Peas, Yellow, 25 and 50-lb. boxes	5.00
Split Peas, Green, 25 and 50-lb. boxes	5.00

25-lb sacks deduct 10 cents per cwt. from price of 10s.

50-lb sacks deduct 20 cents per cwt from price of 10s

PASTES

Imported.

Crown Macaroni, 25 1s, pr pkg	12
" Spaghetti, 25 1s, pr pkg	.12
" Vermicelli, 25 1s, pr pkg	12

Imported Style.

Bellac Macaroni, 25 1s, pr pkg	.10
" Spaghetti, 25 1s, per pkg	.10
" Vermicelli, 25 1s, pr pkg	.10
" Alphabet, 25 1s, pr pkg..	.12
Wash. Macaroni, 25 1s, pr cse	1.80
" Spaghetti, 25 1s, pr cse.	1.80
" Vermicelli, 25 1s, pr cse	1.80

Golden Egg.

Macaroni, 48 ½s, per case..	1.80
Alphabets	1.80
Spaghetti, 48 ½s, per case..	1.80
Vermicelli, 48 ½s, per case	1.80
Noodles, 48 small, per case..	1.80
Noodles, 24 large, per case..	1.80

Marvelli.

Macaroni, cs 4 dz. No. 1 car. dz	1.20
Spaghetti, cs 4 dz. No. 1 car. dz	1.20
Vermicelli, cs 4 dz. No. 1 car. dz	1.20
Alphabets, cs 4 dz. No 1 car. dz	1.20
Straight or assorted on above.	
No. ½, Extra, per box	.20
No. 1, Extra, per box	.35
No. 1, Extra, 25 lbs	1.00
No. 1, Extra, 50 lbs	2.00
No. 1, Extra, 100 lbs	5.00
Royal, 2s	1.70
Queen's Taste, 12 3s	2.20

Sago and Tapioca.

Pearl Sago	.06
Pearl Tapioca	.06
Flake Tapioca	.06
Minute, 36-¾	2.75
Instantaneous, 50-1s	5.50
Instantaneous, 36-¾	2.75

Department 15.

RICE.

M. J. Brandenstein & Co.

Japan, Tycoon, Fancy Table	$5.50
" Rubicon, extra fancy	6.00
" M. J. B., Double Diamond	6.25
Fancy Head, Carolina	6.50 7.00
Louisiana, Japan	5.50 5.75
Louisiana Tengue	5.12½
Louisiana, Japan Banzai	5.00
Haiwaiian	5.25 5.50
China, No. 1, per dbl mt	6.37½ 6.50
China, Mxd, dbl mt	4.60 4.75
Patna Head	7.00
Caro Head, MJB, 40 2s, r 20 5s	7.50
Imp. Japan MJB 40 2¼-lb	6.75
Imp. Japan MJB, 10 5-lb	6.75
Japan Table Queen, 33 3-lb	6.00
Japan Table Queen, 40 2½-lb	6.00

M. Phillips & Co.

Hermosa, Ex. Fancy 2½ & 5-lb	7.10
Fiesta 2½ and 5-lb	6.75
Ex. Fancy Carolina	7.00
Fancy Carolina	6.00 to 6.50
Hawaiian	5.40 to 5.75
Satsuma No. 1 Imp. Japan	6.25
Toyokome	6.00
Togo	5.85
Higo	5.50
Mikado	5.25
Texas Japans	4.85 to 5.85
China No. 1	5.85 to 6.90
China No 2	4.35 to 5.15

STERILIZED MEALS IN CARTONS PUT UP BY LOCAL MILLS.

ALL NET	Carton	Net Case	Rt'l Pr Pkg.
Buckwheat Flour	36-2 lbs.	$3.65	15c
Buckwheat Flour	20-5 lbs.	4.85	30c
Corn Meal, White or Yellow	36-2 lbs	2.35	10c
Corn Meal, White or Yellow	20-5 lbs.	3.20	25c
Cracked Wheat	36-2 lbs.	3.60	15c
Cracked Wheat	20-5 lbs.	4.60	30c
Graham Flour	36-2 lbs.	2.85	10c
Graham Flour	20-5 lbs.	3.90	25c
Hominy, Large	36-2 lbs.	3.60	15c
Hominy, Large	20-5 lbs.	4.60	30c
Hominy, Small	36-2 lbs.	3.60	15c
Hominy, Small	20-5 lbs.	4.60	30c
Oat Meal, Granulated	36-2 lbs.	3.65	15c
Oat Meal, Granulated	20-5 lbs.	4.60	30c
Steel Cut Oatmeal, A. B. C.	36-2 lbs.	3.75	15c
Steel Cut Oatmeal, A. B. C.	20-5 lbs.	4.85	30c
Pearl Barley, 1, 2, 3	36-2 lbs.	4.75	20c
Pearl Barley, 1, 2, 3	20-5 lbs.	6.20	40c
Rice Flour	36-2 lbs.	3.90	25c
Rice Flour	20-5 lbs.	8.00	55c
Rye Flour	36-2 lbs.	3.60	15c
Rye Flour	20-5 lbs.	4.60	30c
Rye Meal	36-2 lbs.	3.50	15c
Rye Meal	20-5 lbs.	4.50	30c
Split Peas, Yellow or Green	36-2 lbs.	4.45	15c
Split Peas, Yellow or Green	20-5 lbs.	5.70	40c
Whole Wheat Flour	36-2 lbs.	3.00	10c
Whole Wheat Flour	20-5 lbs.	3.85	25c
Gluten Flour	36-2 lbs.	4.30	15c
Gluten Flour	20-5 lbs.	6.00	40c
Farina	36-2 lbs.	3.95	15c
Farina	20-5 lbs.	5.35	30c
Lightning Tapioca	24-1 lb.	2.00	15c
Cardinal Crushed Oats, Premium	20-5 lbs.	4.15	

The Advocate is the LARGEST EXCLUSIVE Retail Grocery JOURNAL west of CHICAGO.

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W. T. Wetisch & Co.

Samurai, La., Japan.....$5.25
Fuji, La. Japan..... 5.50
Fuji Yama, La. Japan..... 5.65
W (circle), La. Japan..... 5.85
Snow White, Caro. Head.... 6.75
Mardi Gras, Caro Head..... 6.50
Paragon, Caro. Head..... 6.75
Virgin, " " 2½ & 5 7.10
Honeymoon " " 2½ & 5 6.95
Natural, Caro Head, 3s..... 6.50
Mascot, Caro. Head..... 5.75
Ti..n, Caro. Head..... 5.50
Best Yet, Japan, 3s..... 6.25

Rice Specialties.

Quaker Puffed, 3 doz to case. 3.00

Department 16.
LAUNDRY MATERIALS.

This Dept. is corrected by **J. H. Newbauer & Co.; Tillmann & Bendel.**

AMMONIA

Greer's Washing Ammonia

First grade absolutely pure. 180 Beaume Strength.

Pints, 2 doz to cs, per doz..$1.65
Qts, 1 doz to case, per doz.. 2.70
½ Gal., ½ doz to cs, per doz. 4.50

Greer's Toilet Ammonia

Lavender and Violet

Pints (2 doz .to cs).$2.50 pr dz

Parson's Household Ammonia (Neutral.)

Pts., 2 doz to case, per doz..$ 1.75
Qts., 1 doz to case, per doz.. 2.65
½ gals, 1 doz to case, per doz 4.50

One-half case free with 5 cases; one case free with 10 cases.

Washing Ammonia

Standard Grade

Pts, 2 doz to case, per doz..$ .80
Qts, 2 doz to case, per doz.. 1.10

Bluing, Ball

Nuremberg, A, ½s, per lb 35
Do A. D., ½s, per lb.... .27½
Do A. C. R., ½s, per lb.. 22½

Crown

German ½s' per lb...12½ 13
Do ¼ 's, per lb....14½ 15
Deschamp's French, 1's per lb 27½
Do ½'s, per lb....28½

Bluing, Liquid

Common, pts, 3 dz to case.. .85
" qt, 2 doz to case.. 1.25
" ½ gal, 1 doz to case 2.50

Borax

20-Mule Team, 1's cs of 2 doz $2.25
20-Mule Team, 12-oz cs of 4 doz..... 3.45
20-Mule Team, ¼'s cs of 8 doz 2.90
(Less 5 per cent in 5 case lots;
Lump, 25 lbs in box..... .09
Powdered, 25 lbs in box.... 09

Chloride of Lime

Brookman's, 1's per lb....7¼
Do ½'s, per lb.....9
Blue Bell, 50 1s, per lb.....6½
Owl, 50 1s.....7

26

Potash.

	Per case
Babbitt's, 4 doz in case.....	3.35
American, 4 doz in case.....	3.00

Lye.

Tomson's Red Seal, 4 dz to case	3.85
Tomson's 5-lb 12 to cs..	4 50
American, 1s, 4 dz in case....	3.00
Babbitt's Lye, 4 doz in case...	3.35
Metropolitan 4 dz to cs..	3 00
" 5-case lots...	2 90
Banner, 1 case, 4 doz.....	3.60
Blue Bell, 48 1s.....	2 85
Jumbo, 48 1s.....	1 90
Golden Star, 4 doz to case..	2.90
Merry Nickel, case	1.75
Merry War, case	2.85

Sal Soda

California, sacks 1 40
California, bbls 1 50

Department 17.
SOAPS.

This Dept. is corrected by **Wm. Cluff Co.; Tillmann & Bendel.**

Peet Bros.

Silk Soap $3 35
A. B. Naptha..... 4.20
Crystal White 4.00
Fern 3.30
Lily White (Floating) 3.90
Mechanics, 36 cakes in box.. 2.05
Mechanics, 50 in box (5c size) 1.90
Swansdown, 50 bars in box.. 2.00
Pine Tar, 100 cakes in box.. 3.75
Olive Castile, bx doz, pr gr.. 4.80
Mottled Castile,bx 1 dz cakes 4.80
Pure White Castile, 12, 15 or 20 bars to box 3.10
Spring Blossoms,bx 3,wrpd,gr 4.80
Beau Ideal, bx 3, wrpd, gr.. 5.20
Attar of Roses, bx 3, wrpd, gr 5.20
20th Century Buttermilk, box 3 cakes, wrapped, pr gross 5.00
Elder Flower, bx 1 dz cakes 4.80
Turkish Elder Flower, bx 3,gr 5.20
Turkish Oatmeal,bx 3,wrpd, gr 5.20
Oatmeal, bx 1 dz cakes,pr gr. 4.25
Witchazel, bx 1 dz cakes pr gr 5.00
Bart'nia Bouquet,bx 3 wrpd,gr24.00
Sweet Narcissus,bx 3,wrpd,gr.17.50
La Rosa, bx 3 wrpd, pr gr.... 9.00
Maj'tic Series Heilotrope Jasmine,Jcky Clb,Rose bx 3,wrp 9.00
Japan Bouquet, bx 3, wrpd,gr 9.00
Barbers' Cream, 6 lb bxs, pr lb 20

Standard Soap Co.

Gasene, 100 ..... 4 25
Top Notch, 100 10 oz..... 3.25
Yellowstone 100 14 oz..... 4 00
Marigold, 100 16 oz..... 4 20
Radio, 100 [illegible] oz 3.00
Magno, 100 [illegible] oz..... 6 00
Gold Medal Borax..... 6 50
Purity, "Floating," 5c size 3 90
Do. 10c size..... 6 25
Do. 10c size, 20..... 1 30
Electric Mineral, 100 16 oz 5 50
Electric Mineral, 20, 16 oz.. 1 15

27

Peerless Kitchen, 100 10 oz..	2 85
Peerless Kitchen, 20 10 oz	.65

Swift & Co.

Wool Soap, 10 oz., 100s.....	7.00
" " 6 oz., 100s.....	4.00
Witch Hazel (Swift & Co.)..	5.00
Oat Meal (Swift & Co.).....	5.00
White Ribbon	3.65
Swift's Pridé	3.35
Swift's Naptha	4.00
Elko	3.55
Cream Laundry	4.25
Snap, 60, 16 oz.....	2.65
Snap, 100, 8 oz.....	2.25
Special, Grocers' Assmt (sells for $9.00, 80% profit).....	5.00

Miscellaneous.

Mascot $2.65
Miller's Naphta, 100 14-oz.... 4.35
Mikado, 20 14 oz..... 4.25
Mikado, 20 14 oz..... 1.05
Lenox, 100..... 3.35
Lenox, 20 ..... .75
Ivory, 100 10 oz..... 7.00
Ivory, 100 6 oz..... 4.00
Fairbank's Clairette, 100.... 3.35
Fairbank's Santa Claus, 100.. 3.35
Fairbank's Copco, 100.... 4.00
Fairbanks' Fairy Ovl, 5c.... 4.00
Fairy Oval, 10c..... 7.00
Sunny Monday, 100s..... 4.75



50 large.. 3.50
100 small 3.65

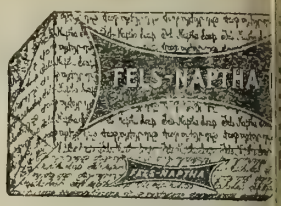
Gilt Edge, Indry size,60 cakes $4.00
" Indry size, 30 cakes.. 2.00
" toilet size, 100 cakes.. 2.00
" toilet size, 50 cakes.. 2.00
Sunlight, Indry shape,100 cks 4.20
Welcome, Borax Indry soap. 4.20
Cheerful, high grd Indry soap 3.50
Monkey Brand, 100 cakes.... 4.00
Monkey Brand, 50 cakes..... 2.00
Babbitt's, 100 ..... 4.25
Strker's Kitchen, 100s, 8 oz.. 3.40
Strker's Kitchen, 20s, 8 oz.. .80
Star of Kitchen Sand Soap.. 4.75
Gem of Kitchen Sand Soap..3.25
Yacht Club Borax, 200s..... 7.50
" " " 100s 3.90
" " " 20s ..... .85
Nun Nicer Borax, 10 oz..... 6.00
Blue Ribbon Borax, 7 oz.... 4.00

SAVON.

Gilt Edge, 100, 16 oz.....$3.80
" " 20s ..... .85
Royal, 100, 14-oz..... 3.40
" 100 12-oz 3.10
" 100 10-oz 2.75
Vermont Long Bar Laundry, 100-lb cases 3.50
Packed either 100, 80, 40 or 25 bars to case.

28

The Genuine.



Price, per case .....
Packed 100 bars in Case

Castile Soap

Notre Dame .....
White Virgin, lb.....
White, Conti .....
Mottled, Imported .....
Clover Leaf White .....

Scouring Soap

Bon Ami, 3 dz to cs, per cs..
Sapolio, ½ gross box, per bx
Sapolio, hand, ½ grs bx, pr bx

WASHING POWDERS

Gold Dust ,24 3's, per cs..
Gold Dust, 100 10 oz....
Swift's Pride, 12 oz.....
Swift's Pride, 24 4s.....
Lavarine, 36 1 lb, pr. cs.
Lavarine, 100 5c pkgs...
Pearline, 100 6 oz pkgs..
Babbitt's 1776, 6 oz.....
Kleeno, 72 1s.....
Kleeno, 24 3s.....
Kleeno, 100 ½s.....
Peet's Seafoam, 24 3s.....
" " 100 12 oz.....
Grandma's Borax, powdered 24 3s .....
" 60 ¾'s .....

One case, large size, free with cases, large or small.

Department 18.
STARCHES.

This Dept. is corrected by **J. H. Newbauer & Co.; Wm Co.**

Kingsford's Oswego.

Silver Gloss 12 6-lb bxs.
" 40 1-lb pkgs
Corn, 40-lb boxes.....

NATIONAL STARCH CO.

Lily, Sioux and Niagra Brand

Corn, 40 1s .....
Gloss, 48 1s.....
Gloss, 12 6lb.....
Laundry (bulk), 50s.....

J. C. Hubinger Bros. Co.

Elastic (Flat Irn Brnd),64 ¾s
Pops Corn, 40 1s.....
Tiger Lump (bulk 50-lb bxs)
" " 40 1s .....
" " 3-lb pkgs.....

None Such Brand.

Corn, 40 1s.....
Gloss, 48 1s.....
Gloss, 12 6s.....
Gloss, 50-lb box.....

Owl.

Corn, 40 1s, per lb....

BABBITT'S BRANDS. ALWAYS UNIFORM! ALWAYS RELIABLE! ALWAYS THE BEST!

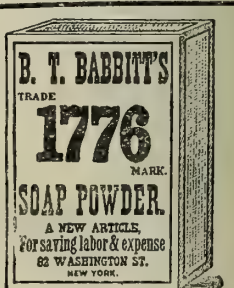


B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 41 CLAY STREET. S. F.

Gloss, 40 1s, per lb.....5½
" 12 6s, per lb.....6

Murdoch's Oswego.

Oswego Corn, 40 1s.....7¼
Velvet Gloss, 40 1s 7¾
" " 12 6s 8¼

Blue Ribbon.

Gloss, 48 1s .....
Gloss, 12 6s.....
Corn, 40 12s.....

Miscellaneous

Celluloid, 60 ¾-lb pkgs,pr bx 4.75
Elastic, same, per box..... 5 00
China, 80s 6.00

Department 19.

OILS, PAINTS, ETC.

This Dept. is corrected by **Whittier-Coburn Co.; W. P. Fuller & Co.**

Coal Oil

Water White, bulk.....10½
Water White, 150 deg bulk..11½
Special Water White, bulk...12½
Pearl, cases, 2 5s.....17½
Astral, cases, 2 5s.....17½
Star, cases, 2 5's 17½
Ex. Star, cases, 2 5's.....20½
Argo, bulk 19
" case 26
Elaine, cases, 2 5s.....26½
Eocene, cases, 2 5s.....20½

Gasoline and Benzine

86 deg. Gasoline, bulk.....30
86 deg. Gasoline, cases....37½
Benzine, bulk 12
Benzine, cases 19
Stove Gasoline, bulk.....18
" " case 25
Gasoline, 86 deg., bulk.....30
Same, cases, 2 5s 37½
Red Crown Gasoline, in bulk.18
Red Crown Gasoline, in cases, 2 5s 25
Motor Gasoline, bulk.....18
Motor Gasoline, in cases, 2 5s.25
No. 1 Eng. Dist. Iron Bbls. or Drums 09½
No. 1 Eng. Dist., cases, 2 5s..16½
No. 2 Eng. Dist. Iron Bbls or Drums 08
No. 2, Eng. Dist., cases, 2 5s..15
V. M. & P. Naptha, in bulk..10
V. M. & P. Naptha,cases,2 5s.17½

Turpentine.

Strictly Pure, cases, 2 5s....83
" drums of iron bbls..76½

Linseed Oil

Pure, raw, bbls.....50
" boiled, in bbls.....52
" raw, case, 2 5s.....56
" boiled, case, 2 5s.....58

Castor Oil

Baker's AA, cases, 2 5s..... 1.30
No. 1, cases ,2 5's..... .70
2 oz ..... .65
4 oz ..... .90
8 oz 2.00
2 5-gal tins, per gal..... 1.30

Lard Oil

	Bbl.	Case
Strictly pure	.85	91
Sup. Win., str	.75	81
No. 1	.60	66
1 oz		.45
2 oz		.55
4 oz		.85

Neatsfoot Oil

Cooper's	.80	85
Extra	.70	75
No. 4	.60	66

Lubricating Oils

	bbls	Case
Star Cylinder Oil	.60	65
Columbia Cylinder	.40	65
Gem Cylinder Oil		..
Ruby Cylinder Oil		..
Star Machine Oil	.30	35
Star Dynamo Oil	.50	55
Star Spindle Oil	.50	55
Star Sep'tor Oil	.50	55
Red Engine Oil	.27	32
600 M Cylinder	.45	50
FFV Cylinder	.80	85
Med. Ruby Eng.	.30	35
Castor Machine	.23	28
Auto-Cylinder	.60	65
Gas Engine	.30	35

Miscellaneous Oils

Union Salad Oil	.70	76
Pure Sperm Oil	.70	75
No. 1 Polar	.40	45
ihCna Nut Oil,ordinary	.—	75
China Nut Oil, No. 1	.—	90

White Lead

Whittier, in kegs	7¾	8½
Pioneer, " "	7¼	8¼

Dry Paints

English Paris White, bbls..$1.60
Whiting, barrels 1.20
Prince's Min'l B'wn, bbls. 1.65
Yellow Ochre 1.50 1.65
Eng. Ven. Red, bbls....1.50 1.75

Department 20.

This Dept. is corected by **Pac. Coast Biscuit Co.**

CANDIES.

Lozenges
(5-lb. boxes)

XXX Peppermint, pals.13 .16
Thin Peppermint..... .16
TT Peppermint ..... .16
Musk, fluted, pails.... .22
Cinnamon, Lemon, Sassafras, Rose..... .18
Midget fruit ..... .20
Conversation and hrts. .15
Liliput Conv. & herts.. .17
Midget Conv. Lozenges. .18
Crown T. T. Loz, 24 5c pkgs .80
Aurora Lozenges, 24 5c pkgs .80
Cough Troaches, 5-lb bx .25
Eagle Wafers, Peppermints ,Wintergreen.. .25

Mixed Candy
(30-lb pails)

Plain Mixed 9½
Royal Mixed.....12½
Grocers' Mixed.....10½
Yankee Mixed 13
American Mixed.....13
Fancy A Mixed 15
Fancy C. Mixed.....14½
French S. Mixed 16
French No .1 Mixed.....18
French Extra Mixed.....20
Lady Mixed 15
Broken Mixed 9½

Steam Panwork

Anise Seed 22
Aromatic Cachous.....18
Assorted Berries.....16
Assorted Dragee.....14
Assorted Imperials.....16
Assorted Small Seeds....22
Bird's Eggs 17
Boston Baked Beans.....17
Burnt Peanuts.....18
Burnt Almonds.....25
Caraway Seed ,smooth....22
Caraway Seed, pearled...22
Celery Seed.....22
Cinnamon Beans large red15
Cinnamon Beans, imperial17
Coriander Seed, pearled..22
Jelly Beans, pails..12½ 14
Jelly Bird's Eggs.....17
Jelly Cranberries.....17
Jelly Limes.....17
Jelly Raspberries.....17
Jordon Almonds, fine....45
Jordon Almonds ,imitation18
Licorice Beans 15
Red Hots.....25
Ringed Marbles.....16
Sugar Coated Licorice Tablets 20
Sugar Almonds.....25
Sugar Plums.....16

Cream Goods.
(5-lb boxes)

Fondans Creams.....14
Hand Dipped.....20
Hand Dipped, with nuts on....22
Fruit and nut ices.....18
Cream Peppermint.....20
Crushed Fruit Bonbons..32

Chocolates.
(5-lb boxes)

Chocolate, plain 16
Chocolate, Hand Made.....21
Chocolate Dipped Bonbons...21

Chocolate Dipped Bonbons with nuts 23
Chocolate ,Climax ,30-lb pails 18
Chocolate Chips 28
Chocolate Nonpareil Drops....21
Chocolate Wafers 22
Chocolate Cream Tablets 30 in box 1.10
Fleur de Lis Marshmallows, 6-
Fleur de Lis Marshmallows, 3-lb tins 28
Occidental Marshmallows, 3 lb tins 30
Dipping Marshmallows, 5-lb boxes 25
Angel Food, 5-lb boxes.. .20
French Nougat, 30 5c slices in box 1.00
Walnut, Apricot ,Spanish Nougat, 5-lb boxes ,lb....25

Sundries.

Opera Carmels ..... .19
Rock Candy ,white & red .15
Rock Candy, brown..... .16
Licorice Drops ..... .20
Licorice Sticks, 16 to lb.. .28
Licorice Tablets, 5-lb box.... 1.25
Licorice Tablets, 24 5c bx .80
Licorice Penny Sticks, 100 in box..... .65
Buttercups, 5-lb tins..... .25

Gum Goods
(5-lb boxes)

A. B. Gum Drops, asstd....9
A. B. Gum Drops licorice 9
A. B. Gum Drops, cryst'zd11
A. B. Bonbons, plain inbls 7
A. B. Bonbons, fancy, inbl 7½
A. B. Bonobns ,fancy, crystalized, 5-lb boxes.....15
A. B. Fruits.....18
Royal Gum Drops.....15
Genuine Gum Drops, hard 25
Jelly Squares ,assorted...14
Bijou Sticks 18
Spiced Jelly Drops.....20
New Turkish Figs.....16
Fig Paste ,plain.....17
Fig Paste, tricolor.....18

Chewing Gum.

	Single	Box
Sweet Heart, per box....		.60
Sen-Sen, 20 pieces.....		.60
Sweet Heart, 20 pieces..		.60
Blood Orange, 20 pieces..		.60
Chiclets, 40 5c pkgs.....		1.25
Chiclets, 10 10c pkgs....		.80
Newton's Pepsin, 20 pkgs....		60
Pearlo, 40 5c package...		1.00

Department 21.

CRACKERS.

Animals ..... .12½
Animals Iced ..... .15
Assorted ..... .12
Assorted Extra ..... .14
Assorted ..... .12
Assorted Extra ..... .14
Automobiles ..... .12
Assorted Fingers ..... .15
Boston ..... .09
Butters, Templar ..... .09
Champions ..... .09
Chocolate Wafer ..... .18
Coco Taffy ..... .15
Cocoanut ..... .15
Currant Cakes ..... .12½
Cornhills ..... .11
Cherry Marshmallow .... .18
Cracker Meal ..... .06
Cracknel, plain ..... .22
Creole Belle ..... .16
Dainty Chip ..... .14
Dainty Marshmallow .... .16
Digestives ..... .09
Egg Jumble ..... .14
Fig Bar ..... .14
Fruit, Iced ..... .15
Fruit Biscuit ..... .14
Fine and Dandy ..... .18
Fruit Sultanas ..... .14
Golden Cream ..... .15
Graham Gems ..... .09
Ginger Cake ..... .10
Ginger Nut ..... .11
Graham ..... .10
High Tea ..... .15
Honey Comb, Iced ..... .14
Honey, Frosted ..... .14

Iced Sweets ....
Iced Squares .....
Jennie Lind .....
Lemon Snap .....
La Grand .....
Lemon Biscuit .....
Lemon Wafer .....
Little Egypt .....
Lunch Banquet .....
Lunch, Oakland .....
Lunch, Coast .....
Monitor .....
Marshmallow, Walnut ..
Nicuacs .....
Nicuacs, No. 1.....
Orange Wafer .....
Oysteretts .....
Pilot Bread .....
Pretzel .....
Popular, Mixed .....
Picnics .....
Pilot, Extra .....
Pretzelletts .....
Pineapple Delight .....
Red Cross Oyster .....
Salien Snowflake .....
Snowflake .....
Seed Cake .....
Salted Fingers .....
Snowball .....
Saloon Pilot .....
Sugar Cookies .....
Soda .....
Soda, Extra .....
Soda, Saloon .....
Soda No. 1 (5c seller) doz
Soda No. 2 (10c seller) ..
Soda No. 3 (25c seller)..
Soda .....
Soda Extra .....
Strawberry Wafer .....
Star Butter .....
Vanilla Biscuit .....
Vanilla Snap .....
Wafers, Assorted .....
Walnuts, Marshmallow ..
Your Sweets .....
Zephyr Pilot .....
Big Four Snaps, doz.....
Railroad Lunch, doz.....
Gingerette-Lemonetts, doz
Chocoletts-Str'wb'ryetts,dz
Banquet Lunch (cartons).
Banquet Lunch, 2-lb tins
Saline Snowflake, 2-lb tins
Grahams, 2-lb cartons, doz
Del Monte Tea (carton) dz
Water .....

Department 22.

FANCY GROCERIES.

This Dept. is corected by **Wellman, Peck & Co.**

Wellman, Peck & Co.; Haas B

Bouillion Capsules.

1 doz. 10 capsules in box
1 doz boxes .....

BEEF EXTRACT

"Rex," 2 oz per doz.....
" 4 oz " " .....
" 8 oz " " .....
" 16 oz " " .....
Marshall's 2 oz. per doz....
" 4 oz., per doz.....
Liebig's 2 oz. 32 12s to cs. dz
" 4 oz.16 12s to cs "
" 8 oz. 8 12s to cs. "
" 16 oz. 4 6s to cs. "
Libby's, 2 oz. per doz.....
" 4 oz. " " .....
" 8 oz. " " .....
" 16 oz. " " .....

Capers.

Capotes, 1 d in case....1.00
Nonpareil, small .....
Nonpareil, large .....
Nonpareil, Imperial qts.
" . 2 litre...
" . 4 " ...

The Advocate has the Largest Circulation of Any Trade Paper on the Pacific Coast.

83

CHOCOLATES
Baker's.

A registered guarantee under National Pure Food Laws is Serial No. 90



Registered, U. S. Pat. Off.

BAKER'S COCOA AND CHOCOLATE

48 HIGHEST AWARDS IN EUROPE AND AMERICA

WALTER BAKER & CO., Ltd.

(Established 1780)

DORCHESTER, MASS.

	Per Lb.
Premium No. 1 Chocolate, 12 and 25 lb. boxes	
Vanilla Chocolate, 6 and 12 lb. boxes	
German Sweet, 6 and 12 lb. boxes	
Breakfast Cocoa, ½ lb. tins, plain, 6 lb. boxes	
Breakfast Cocoa, ¼ lb. tins, 12 lb boxes	
Cracked Cocoa, ½ lb. pgs., 12 lb. boxes	
Caracas Sweet Chocolate, 6 lb. boxes	
Soluble Chocolate (hot or cold soda). 1 lb. cans	
German Sweet, 6-lb boxes ⅛s and ¼s	.25
Eagle, 12 1s	.25
Premium, 12 1s	.34¼
Vanilla, 12 ⅛s	.44
Powdered, ¼s, ½s, 1s 12 lb boxes	.30

Subject to quantity discount

Ghiradelli's. In paper

Eagle, 24 1-lb	.22½
Eagle, 12 1-lb	.23
Eagle, 12 ½-lb	.24
Eagle, 12 ¼-lb	.25
Crescent, 6, 5 to lb	.18½
Crescent, 12, 6 to lb	.19½
Cal. Sweet, 6, 6 to lb	.25½
Cal. Sweet, 12, 6 to lb	.24
Monarch, 12 and ½ lb	.27
Monarch, 12, 1-lb	.26
Monarch, 12, ½ lb	.27
Star, 24 1-lb	.19½
Star, 12 1-lb	.20

Ground. In tins

Ghirardelli's, 12 1-lb	.28½
" 24 1-lb tins	.28
" 60 1-lb tins	.27½
" 60 3-lb tins	.26
" 30 3-lb tins	.26
" 60 10-lb tins	.25½
" 1 35-lb tins	.25

In delivery cases.

Ghirardelli's, 60 3-lb tins	.26
Venard's, 24 1-lb tins	.21
Venard's, 20 3-lb tins	.20
Miner's, 12 1-lb tins	.23½
Miner's, 24 1-lb tins	.23
Miner's, 20 3-lb tins	.22

COCOAS.

Baker's Bkfst, ½s, 1s and 5s	.42
Van Houten's, ¼s and ½s	.83
Van Houten's, 1s	.80
Royal Dutch, 12 ¼s	.77
Royal Dutch, 12 1s	.60
Epp's, 14 ½s	.38
Fry's, 12 ½s	.39
Webb's, 6 ½s	.23
Lowney's, 6 ½s	.37
Ghirardelli's Bkfst, 6 ½s	.40½
" Bkfst, 12 ½s	.40
" Impri, 6 & 12 ½s	.52
Miner's Bkfst, 6 ½s	.37½
Miner's Bkfst, 6 1-5s	.39
Van Emden's Dutch, 1-lb	.66
Van Emden's Dutch, ½-lb	.70
Van Emden's Dutch, ½-lb	.75

Cereal Coffee.

Postum, 24 ½'s, per doz	$1.35
Postum, 36 1's, per doz	2.25

84

Chutney.

Bombay, assorted qts	$0.25
" assorted pts	4.00
" Major Grey, qts	7.50
" Major Grey, pts	4.50

CIDER.

Mott's boiled, doz qts	3.25
Monroe's, champagne, doz	2.50
" boiled, doz	2.75
Bidwell's, " "	2.50

COCOANUT.
Baker's.

Baker's Drifted Snow, pails	14
Bbls, 126 lbs	13
Brazil shr'ded or Table Talk. long thread, 20-lb pails	lb.14
" 150-lb bbls, per	lb.13
Table Talk in parchment bgs, cases of 30's, 60½'s or 30½'s and 15 1's	14½

Schepp's.

Shredded 1-lb pkgs, per lb	.23
" ½-lb pail, per lb	.24
" ¼-lb pail, per lb	.25
" 12 5c pkgs	47½

Dunham's.

Shredded, 1-lb ppr, per lb	.27
" ½-lb ppr, per lb	.28
" ¼-lb pksg, per lb	.29

COFFEE SUBSTITUTES.
Postum Cereal.

No. 1, 2 dz, sml pkgs, per dz	1.35
No. 3, 3 dz, lrg pkgs, per dz	2.25
No. 0, 1 dz, lrg pkgs, per dz	2.25

EVAPORATED MILKS.

BORDEN'S
MILK CO.
All Borden's Brands Guaranteed.



Eagle Brand—
Condensed Milk, 4 doz.... 6.80
Pioneer Brand—
Evaporated Milk (Unsweetened)
Tall Cans, 4 doz.... 4.25
Small Size, 4 doz.... 2.00

Challenge	4.65
Floral	4.50
Rose	4.75

Borden's Malted Milk.

Trial size, pe rdoz	.90
Small Size	1.00
Large ize	8.00
Hospital Size	33.00

Alpine Milk.

20-oz., 1 to 5 case	4.05
20-oz., 5 to 10 case	4.00
20-oz., 10 to 25 case	3.95
20-oz, 25 to 50 case	
20-oz, 50 cases or more	
8-oz, 96 to case	
Gal., 6 to case	

Carnation Milk.

20-oz, 1 to 4 case	4.05
20-oz, 5 to 9 case	4.00
20-oz, 10 to 24 case	3.95
20-oz, 25 to 49 case	
Gal., 6 to case, 10c less	

HONEYSUCKLE MILK.

20 oz., 1 to 5 cases, per case	$4.00
20 oz., 5 to 10 cases, per case	3.95
20 oz., 10 to 25 cases, per case	3.90
Baby size	3.00

Miscellaneous.

St. Charles, 4 doz in case	$4.60
St. Charles, 5 case lots	4.40
Jersey, 4 doz, per case	4.00
Lily	4.25
Highland	4.25
Pet, Fam., 4 doz to case	3.35
Baby Pet, 6 doz to case	3.00

Cottolene.

	Single cs.	5 cs.	10 cs.	25 cs
Small	7.25	7.15	7.10	7.00
Medium	7.25	7.15	7.10	7.00
Large	7.25	7.15	7.10	7.00

85

GELATINE.
Bromangelon.



(Straight and assorted flavors: Raspberry, Lemon, Strawberry, Orange, Cherry, Chocolate).

Large, 2 doz, per doz	1.20
Small, 3 doz, straight or assorted, per doz	.90
Silver White Keystone, per dz	1.00
Minute, per doz	1.00
Knox's, per doz	1.25
Knox's per gross	15.00
Knox, Acidulated, per doz	1.20
Cox's, per doz	1.15
Keck's, per doz	1.10
Plymouth Rock (1 doz. free with 3 doz.)	1.20
Sheet	35

Ginger Confections.

China, per case of 6 stone jars	2.50
China, Chyloong small stone pots, per doz	
Crystallized glace, ½-lb. tin, per doz.	2.50

Hops.

No. 1, ¼ lb, 30-lb box, lb	.30
No. 1, 1 lb, 30-lb box, lb	.30
Less than 30-lb boxes	.31

Junket Tablets.



1½ doz in container, per dz .80

Lemon Sugar.

Gilt Edge, 24½s, per doz	1.37½
Gilt Edge, 24 1's, per doz	1.85

Lime Juice.

Tahita, 24 8 oz, per doz	$1.25
Tahita, short measure, 16-oz.	1.50
Tahita, full measure, 32-oz.	2.50
Tahita, bulk, gal	1.00

Olives.

Bottled.

Queen Olives, 10 oz, oval,pts, 2 doz	3.00
Fluted Stuffed Olives, 5 oz., 6 doz	1.10
10 oz., oval olives, pts, 2 dz	2.50
Baby Pimolas, 10 oz., 2 doz	3.65
Baby Pimolas, 24 18s	6.25
Manzanilla, 8 oz, 4 doz	1.25
Manzanilla, 5 oz, 4 doz	1.10
American Ripe, pts, tin, 2 dz	2.25
American Ripe, qts, 2 doz	3.75
Old Mission Ripe, pts, 4 doz.	1.80
Old Mission Ripe, qts, 2 doz.	3.25

White Label, 5-oz., Manzanillas.

	Per doz
5-oz., Manzanilla	1.30
8-oz., Queen	1.85
10 oz., Queen	2.35

86

14 oz., Queen	3.75
22 oz., Queen	5.75
32 oz., Queen	9.00
64 oz., Queen	16.00
5 oz., Stuffed	1.30
10 oz., Stuffed	2.65

Olive Oil.

1 doz qts (California) per dz	8.00
2 doz pts, (California) per dz	4.25
4 doz ½ pts(California) pr dz	2.25
Callon tins, " each	2.50
½ gal. (California) each	1.50

Nicelle Brand.

4 doz ½ pts, case	9.00
2 doz pts, case	8.50
1 doz 22 oz., case	9.00
1 doz qts, case	8.00

Old Mission.

1 doz qts, case	8.00
2 doz pts., case	9.00
2 doz ¼ pts	4.80

Grogan's Purity Olive Oil.

Qts., 6 to gal, 12 to cs, pr cs.	7.50
Pts., 12 to gal, 24 to cs, pr cs.	8.00
½ pts., 24 to gal, 48 to cs, pr cs	8.50
Gal. Can, 8 to case, per can	2.40
½ Gal Can, 12 to case, pr can	1.30

Mushrooms

Le Court, 100 to case	$3.50
La Forrest, 100 to cs	3.00
Hotel, 100 to case	3.00
Fancy Stuffed, pts	4.00

Peanut Butter.

Heron's 2 doz to cs, per doz 2.40



Imperial, 2 dz, No. ¼, glass, dz	1.10
" 2 dz, No. ½, glass, dz	2.10
" 1 dz, No. 1, glass, dz	3.25

Peels.

Citron, 25-lb box	.23
Citron, 10-lb box	.23½
Lemon, 25-lb box	.15
Lemon, 10-lb box	.15½
Orange, 25-lb box	.14
Orange, 10-lb box	14½

Plum Pudding.

Curtice, Individual, doz	$1.10
" No. 1, doz	2.50
" No. 2, doz	4.50
" No. 3, doz	6.50
G. & D., 1s, 2 doz to cs, dz	2.50
" 2s, 12 to cs, doz	4.50
" 3's, 6 to case, doz	6.50
" 4's, 6 to case, doz	8.50
R. & R., Individual, doz	1.00
" 1's, per doz	2.65
" 2's, per doz	4.60
" 3's, per doz	7.10

Salad Dressing.

Durkee, small, 2 dz, per doz	2.50
" large, 1 doz, pr doz	4.25
" picnic size, 4 dz, pr dz	1.00
My Wife's, 1 doz, 16-oz. case	3.25

HOOPER & JENNINGS
Importers and Wholesale Grocers
Teas, Coffees, Dried Fruits, Provisions, Cigars and Tobaccos
462-468 Bryant St., bet 2nd and 3rd Sts.
Telephone Temporary 674 **San Francisco**

87 88

Department 23.

PICKLES, VINEGAR, RELISHES, ETC.

This Department is corrected each week by the Pacific Vinegar & Pickle Works.

PICKLES IN BULK

California Home Brand

	Sour			Sweet		
	Bbl 50 gals	½ bbl 32 gals	¼ bbl 16 gals	Bbls. 50 gals	½ bbl 32 gal	¼ bbl 16 gals
Midgets	3.00	20.00	10.50	14.00	42.00	28.00
Special Small Gherkins	27.00	18.00	9.50	34.50	23.00	12.00
Bbl. 9000, ½ bbl. 6000, ¼ bbl.3000						
Special Small Mixed					24.00	12.50
Same count						
Gherkins	24.00	26.00	8.50	31.50	21.00	11.00
Bbl. 6000, ½ bbl. 4000, ¼ bbl.2000						
Mixed					21.00	11.00
Same size						
Special Small Medium Pickles	21.00	14.00	7.50	28.50	19.00	10.00
Bbl. 4500, ½ bbl. 3000, ¼ bbl.1500						
Special Small Medium Mixed		13.00	7.00		18.00	9.50
Same count						
Small Medium Pickles	19.50	13.00	7.00	25.50	17.00	9.00
Bbl. 2400, ½ bbl. 1600, ¼ bbl.800						
Small Medium Mixed		12.00	6.50		16.00	8.50
Same count						
Bbl. 3000, ½ bbl. 2000, ¼ bbl.1000						
Delicatessen Pickles	16.50	11.00	6.00			
Chow Chow					15.00	8.00

	Package Count	Bbl 1800	Bbl 1500	½ bbl 1200	¼ bbl 600	½ bbl 1000	¼ bbl 500
DILLS		15.00	14.00	10.00	6.00	9.50	5.50

Jumbo Dills.—bbl., $12.00; ½ bbl., $9.00; ¼ bbl., $5.00.

California Home Brand.

Sour and Sweet, (Plain or Mixed), German Dill, Chow Chow and Onions

	No1 Sml	No2 Mdn	No3 Lrg	Dills	Swt Mid gets	Sweet Gherkins	Chow Chow	Pearl Onions
Barrels, 50 gals				$0.28	$0.28	$0.60	$1.70	$0.46
Kegs, 5 gals				.36	.36	.70	.68	1.74	.54
½ Barrels, 32 gals				.30	.30	.62½	.62	1.73	.48
¼ Barrels, 16 gals				.32	.32	.67½	.64	1.75	.50
Kegs, 10 gals				.34	.34	.67½	.66	1.77	.52
Kegs, 5 gals				.36	.36	.70	.68	1.74	.45
Pails, 5 gals				.36	.36	.70	.68	1.79	.54
Pails, 2 gals				.45	.45	.75	.77	1.88	.63
Pails, 1 gal				.55	.55	.85	.87	1.98	.73
Sd kegs, 10s, 8 gals				2.00	2.75	5.50	5.00	7.25	3.75
Sd kegs, 5s, 4 gals				1.00	1.50	3.00	2.75	3.75	2.00
Sd kegs, 3s, 2½ gals				.85	1.00	1.75	1.60	2.25	1.50

"CENTAUR BRAND"

Sour (Plain or Mixed), German Dill, Chow Chow and Onions

Midgets Small Medium Select'd Dills Chow Onions

	No1 sml	No2 Mdn	No3 lrg slct	Ger man Dils	Chow Chow	Calif. Onions
Barrels, 50 gals	$0.33	$0.30	$0.25	$0.25	$0.32	$0.25
½ Barrels, 32 gals	.35	.32	.27	.27	.34	.27
¼ Barrels, 16 gals	.37	.34	.29	.29	.36	.29
Kegs, 10 gals	.39	.36	.31	.31	.38	.31
Kegs, 5 gals	.41	.38	.33	.33	.40	.33
Pails, 5 gals	.41	.38	1.25			
Pails, 2 gals	.42	.47	.65	.35	.50	.40
Kegs, 5 gals	.41	.38	1.10	.33	.40	.32
Pails, 1 gal	.62	.57	.50	.45	.60	.50

PICKLES IN GLASS

California Home Brand

Pt Top - English or Octagon	10 oz	½ Pt.	Pt	Qt
Gherkins Sour	1.75	1.60	2.30	4.50
Mixed Pickles	1.75	1.60	2.30	4.50
Chow Chow	1.75	1.60	2.30	4.50
Pearl Onions	1.75	2.00	3.25	
Sweet Gherkins	1.75	1.90	2.75	5.00
Sweet Mixed Pickles	1.75	1.90	2.75	5.00
Senf Gurken			2.75	5.00

CENTAUR BRAND

American Style—Square Bot||Eng. style, Round Bot.

	Pts.	Qts.	½ Gal	Gal.	½ Pts	Pt.	Qt
Gherkins	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Mixed Pickles	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Chow Chow	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Picalilli	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Mexican Mixed	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Cal Onions	1.20	1.75	3.00	5.00	1.20	1.75	3.00

89 90

TOMATO CATSUP.

	In Glass, per doz ½ Pt.	Pt.	Qt.	Jugs, per Jug 1 Gal.	2 Gal.	Scr. tp	Pt. tp
Cal. Home Brand	1.35	*2.25	3.25	1.00	1.90	.80	.75
Sunrise				.85	1.60	.65	.60
Sunset	.90	1.65	2.75	.60	1.20	.50	.45

Tomato Catsup—In Bulk

	Bbl. 50 Gal.	¼ Bbl. 32 Gal.	¼ Bbl. 16 Gal.	10 Gal Keg	5 Gal Keg
Cal Home Brand	.50	.55	.60	.63	.65
Sunrise	.40	.45	.50	.53	.55
Sunset	.35	.40	.45	.48	.50

TABLE SAUCE.

In Glass.

	½ Pts.	Pts.	Qts.	In Jugs 1 Gal.	2 Gal	Gal. Tins
Cal. Home Brand	1.75	2.75	3.75	1.25	2.25	...
Worcestershire	1.00	2.00	3.00	1.00	2.00	.85
Chestershire	.75	1.50	2.25	.60	1.20	.55

Table Sauce in Bulk.

	Bbls. 50 Gal.	½ bbls 23 Gal.	¼ bbl 16 Gal	10 Gal Keg	5 Gal Keg
California Home Brand					
Worcestershire	.80	.82	.84	.86	.88
Chestershire	.55	.57	.59	.61	.63

VINEGAR

Commercial Wine, Cider, Malt or Spirit Vinegar

	40 Gr.	50 Gr.	60 Gr.	70 Gr.	80 Gr.	90 Gr
Barrels	.14	.16	.17	.18	.20	.22
½ Barrels	.16	.18	.19	.20	.22	.24
¼ Barrels	.18	.20	.21	.22	.24	.26

HIGH GRADE VINEGARS

	Barrels	½ Bbls.
California Home Brand White Wine Vinegar	.30	.35
California Home Brand Red Wine Vinegar	.30	.35
Cal. Home Brand Apple Juice Vinegar	.25	.30
California Home Brand Pure Pickling Vinegar	25	30
Cases of one dozen uarts		2 50

RELISHES AND CONDIMENTS.

Miscellaneous.

California Home Brand.

	9 oz.	½ Pt.	Pt	Qt oz
Tomato Chutney	1.75	1.65	2.50	1.35
Chili Sauce	1.75	1.65	2.50	1.35
Salad Dressing	1.75	1.65	2.50	

California Home Brand

Same, in Bulk, Per Gallon.

	8 oz.	Olympics	14 oz	Pts
Sweet Relish	.95	1.75	2.00	2.75
East India Relish	.95	1.75	2.00	2.75
Red Hot	.95	1.75	2.00	2.75

Salad Oil.

Tierces, about 50 gal., gal..$ .75
1 gal. tins, 10 to case, gal.... 1.00
5 gal. tins, 1 to case, gal.... .95
½ gal. tins, 20 to case, gal.. 1.10
Quart bottles, 12 to case. doz 2.75
Pt Bottles, 24 to case, doz.. 1.50
½ pt. bot.. 36 case, doz.....

Saratoga Chips.

(Less 5 per cent.)

Bulk, 15-lb box 3.60
Cartons, 6-oz., 24 in case, doz 1 30

SALT.

Cal .Table & Dairy, 75 2's, 60 2½'s, 50 3's, 30 5's, 15 10's and 8 20s, per bale..... 1.75
Do 50-lb bags, ton.....12.00
Leslie's Sterilized, 75 2's, 50 3's, 40 4's, 30 5's, 15 10's, and 8 20s, per bale..... 2.25
Do, 50-lb bags, ton.....none
Leslie's, 50s 20.00
Imptd Liverpool, 50s, ton....20.50
" " 100s, ton....19.50
" " 200s, ton....19.00
Genuine Werrington,50s,pr ton20.00

H. R. H. Liverpool.

Bales of 75, 2s, per bale....
Bales of 50 3's, 40 4's 30 5's, 15 10s, 8 20s, per bale....
Bags, 50s, per ton.....

Worcester.

Worcester Dairy,bbl 320 lbs (5 bbls. 5.25)..... 5.25
Worcester Dairy, bbl 320 lbs. 10 bbls 4 75
Worcester Table, 140 2s, 100 1 bbl 5 bbl
3s and 60 5s 5.75 5.50
Worcester Table, 30 10s 5.50 5 25
Worcester Table, 50lb sacks.
Irish Linen ..... .90 85

Rock Salt.

Half-Ground, 100-lb sks, ton 9 50
" " 50s, ton.... 10 00
Stock, 100-lb sack, per ton. 8 50
" 50s, ton 9.00

Package Salt.

Leslie's Sterlized, 48 2's 2 75
" " 24 5's 2 00
" " 20 5's..... 1 50
" " 50 2's 2 40
R. S. V. P., 2s, 24 to case... 1 80
R. S. V. P., 3s, 24 to cs, pr cs. 2.00
R. S. V. P., 5s, 20 to cs, pr cs. 3 50
Log Cabin, 24 2s..... 1 70

Celery Salt.

Durkee's 1 doz in box 1.25

SOUPS

Anderson's 20 varieties 90
Campbell's, 21 varieties 90
Snider's Tomato 2 s 90
" " 5's 1 60



Van Camp's, 21 varieties. 90
Libby's 2's asstd 1 15
" 1's 1 40
" concentrated 1 's 1 60

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Franco-American.

	Qts	Pts
ck-Turtle, Ox-Tail, Con-		
omme, Bouillon, Julienne,		
Vegetable, Beef, Pea	3.15	1.80
icken	3.50	2.00
" Gumbo	3.30	2.00
een Turtle, thick	7.00	3.60
" clear	9.50	....
lligatawney	3.50	2.00
nato	3.15	1.80
orted	3.25	1.85

Truffles

6 glass, per doz	3.60
6 tins, per doz	2.75
tins, per doz	5.25
tins, per doz	10.45
tins, per doz	20.35

Yeast Cakes.

gic Yeast, case	1.20
ast Gem, case	1.15
eat Western	1.00
let's Magic	1.20
ast Foam	1.20

This Dept. is corrected by
lmann & Bendel; Pac. Vinegar & Pickle Works.

CATSUPS.

der's, qts. doz	3.75
" pts "	2.40
" 1½ pts, "	1.40

Griffon's.

pints, per doz	1.12½
ts, per doz	1.85
arts, per doz	3.25

Miscellaneous.

mpbell's, ½ pts, doz	1.15
inz, 10-oz	
12-oz	
17-oz	
ie Label, 25 ½-pts. to cs	
ie Label, 25 pts to cs	
ie Label, 12 qts to cs	
den Star, gal jugs, doz	
" " qt. jugs, doz	3.65
" " pt jugs, doz	2.35
" " ½ pt jugs, doz	1.40

Long's Fruit Catsup.

, 24 t o cs, case	4.75
Pts, 48 to cs	5.75
" 2, 5 and 8 oz, lb	1.60

SAUCES.

lbrook's, ½ pts	2.40
a & Perrin's, small	2.75
a & Perrin's, medium	5.00
a & Perrin's, large	8.25
cases, 5c per doz less.	
basco, McIlheny	4.00
basco, New Iberia	3.50
gal Worcester, ½ pt	.85
gal Worcester, pt	1.25
per, sprinkle top, ½ pt	2.00
erior Pepper, small	.90
erior Pepper, large	1.50
by's Manchester Sauce, 24½	
ints, per doz	1.20

HORSE RADISH.

nic Gems, doz	.95
ts, doz	.95
dium, doz	1.30
arts, doz	2.50
Gal. Kegs, gal	.78
al. Kegs, gal	.80
al. Pails, gal	.85
al Pails, gal	.90
ndard Kegs, 10s, keg	6.50
" " 5s, keg	3.25
" " 3s, keg	2.00

FRENCH MUSTARD.
(In bulk.)

	Cal. Home Brand	Stan-dard
, per gal	.35	.30
bbl, per gal	.37	.32
bbl, per gal	.40	.34
Gal Keg	.42	.36
al. Keg	.45	.38
al. Pail	.50	.45
al. Pail	.60	.55
ndard Keg, 10s	3.50	3.00
" " 5s	1.75	1.50
" " 3s	1.50	1.25

n Glass, Cal. Home Brand.

z, 2 dz to case, per doz	.95
oz, 2 doz to case, per doz	1.75

Standard.

z, small bbl	.80
z, Dusseldorf	.90

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16-oz, "	1.40

SAUERKRAUT.
Cal. Home Brand—Dry Pack

Bbl., 50-gal	15.00
½-bbl., 32 gal	10.50
¼-bbl., 15 gal	5.50
10-Gal Kegs	3.25
5-Gal Kegs	1.75
2-Gal Pails	.85
1-Gal Pails	.60
Standard Kegs, 10s	2.50

Department 24.

GROCERY SUNDRIES.

This Dept. is corrected by
Haas Bros.; Wm. Duff Co.

Axle Grease.

H. & L., per case	$2.00
C. & S., 2-doz case, per case	2.00
" 5 case lots	1.95
" 10 case lots	1.85
Frazer's, 2 doz tins, per case	2.25
Frazer's, 4 doz wd, per case	3.60
Frazers, 15-lb pails	1.00
Mica, 3 doz tins, per case	2.60
Castor Oil, 2 doz 1s	2.60
Universal, 2½, light	2.00
Universal, 2½, dark	1.75

Paper Bags.

Automatic, Self-Opening, 500 in pkg., List.

¼-lb	$1.00	8-lb	4.80
½-lb	1.20	10-lb	5.20
1-lb	1.60	12-lb	6.30
1½-lb	1.70	14-lb	8.30
2-lb	2.00	16-lb	9.00
3-lb	2.50	20-lb	10.00
4-lb	2.90	25-lb	11.00
5-lb	3.40	30-lb	13.00
6-lb	4.00	35-lb	15.00
7-lb	4.40		

Sizes 8 to 35 lbs.

Sugar Bags, broad bottom, lb .06

Discounts from above list:
Cheapest, 50%.
Eagle or Equal, 50%
White bags, 50%.
Lion, 40%.
Mikado (stripped) 40%

Bluestone.

Barrels, per lb	.12
5 bbl. lots, per lb	11½

BATH BRICK

Bristol, 2 doz, per case	.95
Powdered, 20 1s, per case	1.15
Powdered, 40 ½s, per case	1.25

CANDLES.
Admantine.

Adam, 14-oz., 20s	.11½
" 12-oz., 20s	.10½
" 10-oz., 20s	.09¾
Hotel, 40s, 12-oz	.10¾
(Wrapped ¼c higher.)	
Chippowa, 1 oz	.07

Torchlight

Stearic Acid, 12 oz, 20s	.10¼
" 14 oz, 20s	.11¼
" (wrap) 16 oz 20s	.13¼

Stearic.

Schneider's 14-oz., 20s	.14
Schneider's 14-oz., 40s	.13⅞
Schneider's 16-oz., 20s	.15¾

Parafine, Etc.

	Per lb.
1s, 6s, in cartons of 36-lb bxs	11
12s, in cartons of 36-lb bxs	11¼
½-lb, in cartoons of 25-lb bxs	11
1-lb cartons of 25-lb bxs	11
Colored, 1c higher.	
Beeswax, pure for churches	.35
Do No. 2	.27½
Do No. 3	.22½
Christmas, all sizes	.09
Do holders, per gross	.85
Wax Tapers, per doz pkgs	.80
Do Per gross	8.00
Night Lights, German, on pap & wd, per doz	.40
Do French, on tin, doz 85, 1	2

Werks

16 oz, S. A., 40s, (wrap)	.16¼
16 oz, S. A., 20s	.15⅞
14 oz., S. A., 40s, (wrap)	.14
14 oz, S. A., 20s	.13⅞
14 oz, Adam, 20s	.11¾
12 oz, Adam, 20s	.10¾
10 oz. Adam 20s	.09

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Standard Oil Company.
Electric Light.

	Per Set
6s, 16 oz., 20 sets	.11¼
6s, 14 oz., 20 sets	.10¼
6s, 12 oz., 20 sets	.09¼
6s, 10 oz., 20 sets	.08¼
12s, 12 oz., 40 sets (hotel)	.09¼

Granite Mining.

	Per Set
6s, 16 oz., 40 sets	.13¼
6s, 16 oz., 20 sets	.13
6s, 14 oz., 40 sets	.10¼
6s, 14 oz., 20 sets	.11¾
6s, 12 oz., 20 sets	.09¾
6s, 12 oz., 20 sets	.09¾
6s, 10 oz., 20 sets	.09
12s, 12 oz., 40 sets (hotel)	.10

Paraffine Wax.

	Per Set
1s, 14 oz., 25 sets white	.10½
2s, 14 oz., 25 sets white	.10½
4s, 14 oz., 36 sets white	.10½
6s, 14 oz., 36 sets white	.10½
12s, 14 oz., 36 sets white	.11

Colored, 1 cent higher.

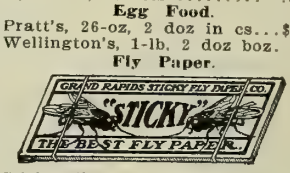
Radiant Paraffine Wax.

	Per Set
4s, 14 oz., 36 sets	.10
6s, 14 oz., 36 sets	.10
6s, 14 oz., 20 sets	.09¾
6s, 10 oz., 20 sets	.08

Egg Food.

Pratt's, 26-oz, 2 doz in cs	$4.50
Wellington's, 1-lb, 2 doz boz.	4.00

Fly Paper.



Sticky (holders gratis) $ 2.50



Tanglefoot, per case	2.50
Tanglefoot Holders, per case of 50	.35
Subert's, 40 5s, paper in box	.90

Fruit Jars.
(Net cash—no discount)

Mason's, pts, per gross	6.25
Mason's, qts, per gross	7.00
Mason's, ½ gal., per gross	10.00

Fruit Jar Caps

Porcelain, 6 doz to box, pr bx	2.80

Fruit Jar Rubbers.

No. 1 White, per lb	.60
"Gold Seal," cartons, per gr	.75
"Badgers," cartons, per gr	60
Red Ribbon	.75

Glue.

Le Page's, 1 oz per doz	.80
Le Page's, 2 ob., per doz	1.30
Le Page's ½-gill tins, per doz	1.50
Le Page's, 1-gill tin, per doz	2.00
" " Tubes, small, gr	12.00
" " " big, per gr	18.00

Cordage.

Basic price—Manila 15¾, Sisal 10¾, (5,000 lbs. ¼c and 10,000 lbs. ½c less.) All kinds advance on base price per pound as given underneath:

	Sis	Man
Rope, 1¼-in., (7-16 diam		
" 6 and 9 thr. (¼ and upwards)	basis	basis
" 12 thread (⅜ diam)	½	½
" and 5-16 diam)		
" Bale, 3 and 4 strand	½ less	basis
" " 2, 6, 8 st'nd	½	
Bath Yarn	basis	basis
Hop Twine, tarred	1	
Grape Vine Twine	1	1
Spring Twine		2½
Paper Twine, unoiled	½	2¼
Whale Line and Bolt		1

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Hawesr laid rope for well-boring	1
Transmission of Power	5
Lanyard and Tarred	basis
Lariat Rope, hd tw, unoiled, 3 & 4 st'd	1 1
Sash Cord in coils	

Cuttle Bone.

Birds', per lb	.30

Insect Powder.

Eureka, 10c size, per doz	.75
Eureka, 25c size, per doz	1.75
Eureka, 60c size, per doz	4.50
Eureka, $1.00 size, per doz	8.00
Buhach, 2-oz., per doz	1.15
" 4-oz., per doz	2.15
" 8-oz., per doz	3.75
" 16-oz., per doz	6.80
" 6-lb, per lb	.60

Matches.

Tins	1.65
Boys, doz boxes	.12
Swedish Safety, per gross	.65
Swedish Wind, 1 gross	.90
Vulcan Paraffine, 65s per gr	.55
Do 50 grs lots	.50

Diamond Match Co.'s.

Anchor, 200s	1.70
Do, 500s	4.00
Bird's Eye, 500s, gr	3.75
3 Noes Safety, 100s	7.75
Bees Wax, 100s	4.50
Globe, 100s	5.00
Domino, case	2.75
Red Top Safety	2.75
S. & C. Eastern Parlor 80's	4.25
S. & C., 200s	2.25
S & C., 300s	3.25
S. & C., 500s	4.25
Press, 100s, 5-gross case	4.75
Little Star, per case	2.20
Search Light, 100s, large, 1 gr	4.75

Paper, Wrapping

Butter, White, per ream	.20
Do Waxed, per ream	.25
Manilla, No. 2, roll, any size lb	.4⅛
Manilla, No. 1, rolls or flat	.05
Straw, per ream	.95
Do rolls, any size, per lb	.03½
Drab, per ream	.60
Do rolls, any size, per lb	02¾

Paper, Toilet.

Royal, 100 rolls of 500 shts	4.00
O Keyed, 5-oz rolls, per case	2.50
Royal, 8-oz rolls, per case	4.25
O Keyed, tablets, per caes	3.75
Pastime, tablets, per case	4.50
Union, per case	7.00
Lulu, pkgs, 4000 shts, per cs	3.75
Astoria, pkgs 450 shts, per cs	3.90
Windsor, pkgs 500 shts, per cs	4.00
Universal, pkgs 700 shts, pr cs	6.00
Great Eastern, pkgs 1000 shts, per case	7.50
Popular Rolls, 5 oz, 100 rols, per case	3.00
Daisy Rols, 9 oz, 100 rolls, per case	4.50
Express Rolls, 10 oz, 100 rolls, per case	5.00
Asbestos Rolls, 11 oz, 100 rolls, per case	5.25
Mammoth Rolls, 16 oz, 100 rolls, per case	7.50
Pyramidal, 2000 sheets, 50 rolls in case	7.5

"No-Meds"
(Cereal Laxative.)
48 cartons to case, per case. $12.00
Less 30 % discount to trade.
Varying cash discount dependi on quantity purchased.

Polishes, Shoe.
Day & Martin's.

Large, 6 dz to case, doz	3 0
Medium, 6 dz to case, doz	2.2
Small, 10 dz to case, doz	1 0

Mason's Russet Polish.

	Doz.	¼ Gr.	Gr
No. 2	.40	1.20	4.50
No. 3	.70	2.0	7.00

Comb Black Dressing.

	Doz.	¼ Gr.	Gr.
Large	1.50	4.50	18.00
Small	.80	2.30	9.20

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Combination Russet.

	Doz.	¼ Gr.	Gr.
e	1.50	4.50	18.00
	.80	2.30	4.80

Mason's Stove Polish.

	Doz.	¼ Gr.	Gr.
	.45	1.20	4.80

Polish, Stove.

g Sun, large pkg., per gr 6.25
5-gross lots 6.00
Small pkg., per gross.. 3.85
Paste,lrg, ¼ gr bx per gr 5.00
eline, No. 4 tins, per gr 5.00
No. 6 tins, per gr.... 8.25
Liquid, pt-tins, bx 3 dz 2.25

X-Ray Stove Polish.



3 doz. to case, per cs 1.50
3 doz to case, per cs 2.50
doz. free with each case.)

Polish, Metal.

ro Silicon, 1 gr in case
doz .80
intshine, ½ pts, per doz .95
intshine, pts per doz.. 1.80
intshine, qts, per doz.. 3.15
½ gal., per doz 6.00
1 gal tins, per tin .85
Metal Polish, qts 3.67
" pts 2.00
" ½ pts 1.25
Metallic Polish paste,
package, doz 3.35
package, doz 1.67
package, doz .50
eper's Friend, pwdr, gr.21.60

Seeds.

.15½
.07
.15
.17½
.11
.18
ground .06
whole .06½
sacks .06½
.06½
.10
.15
Cal .06
ravel, 2s, per doz .85
eed Mixed, 48 1s, doz .80
ibbon, 60 1s .6½

riginal sacks ½c less.

Sheep Dip.

10-gal tins, per gal.. 1.20
5-gal drums, per gal 1.20
s. 10 ½-gal tins, gal .95
s. 5-gal drums, per gal .95

Shoe Blacking.

	Doz.	¼ Gr.	Gr.
	.25	.75	2.80
	.30	.85	3.25
	.35	1.00	3.85
	.45	1.40	5.45

Shoe Dressing.

dz to cs, per gr 9.00
a, 3 dz to cs, per gr..12.00
, per gross 10.00
inola outfits of brush and
no charge.
paste, case of 3 doz 2.50
d brass scoops, no charge

Bixby's Polishes.

Polish, 1 doz in box.. .85
lish,3 dz bx.ham'r free 2.55
tin, 1 dz (sml comb'n) .75
hoe Satin Pste, 1 doz .80
hoe Satin Paste, 1 doz .40
Satinola Paste, 1 doz .80
Satinola Paste, 1 doz
x .80
combination, sml, dz .75
combination, lrge, dz 1.25
hite Cream, per doz .85
White Paste, per doz .80

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Jet Oil, doz .85
Jet Oil, 3 dz bx, 5 Bixola free 2.55

Bixby's.

"BBB," size M., ¼ gr. box.. 1.25
"BBB." size B, per ½ gr. box 2.50

Twine

Cotton, 4-ply, 100-lb bales, lb .27
" 3-ply, 100-lb bales.. .27
" 2-lb cones, per lb.. .27
Hemp, 8-oz balls,pr 3-lb pkg.. .27
Do, 4-oz balls, per 3-lb pkg .27
Sack, 4-ply, 12-lb pkgs, lb.. .27

Binder Twine.

Pure Manila,650 ft to lb,pr lb 14½
Manila, 600 ft to lb, per lb. .13½
Standard, 500 ft to lb, pr lb 11½
Sisal, 500 ft to lb, per lb.. .11½

Wax.

Fruit, 25 1-lb pkgs, per box.. 1.50
Mint Wax, per box 1.50
Japan, per lb .20
Beeswax .38
Pure Ref. Paraf., 40 1s, lb.. .10
Pure Ref. Paraf., 20 1s, lb.. .10

Wax Strings.

12-in., 10 pkg, 100 stgs each. 1.75
14-in., 10 pkg, 100 stgs each.. 1.90

Department 25.

WOOD AND WILLOW WARE
AXE HANDLES.

This Dept. is corrected by
The Heyman-Weilll Co.

Ex, 36-in., doz $2.50
No. 1, 36-in., doz 1.75
No. 2, 36-in., doz 1.35

Baskets.

	Per doz.
Cal., Open, Spruce, No. 3	.85
Cal., Open, Spruce, No. 4	.90
Cal., Open, Spruce, No. 5	1.00
Cal., Satchel, Spruce, nest,0-5	1.35
Cal., Satchel, Spruce, nest,1-5	1.00
Cal.,Satchel, Spruce,nest, 1-41	.71
German Market, nest of 4	1.25
Clothes, Oval, Wil., No. 2..	7.75
Clothes, Oval, Wil., No. 3..	9.00
Same, nest of 5 sizes	3.50
Japanese Telescopee, nest of 5, size 18x12x7	1.25
Same, size 20x13½x7	1.50
Same, size 24x15x10	1.90

Bowls, Wooden.

	Per doz
Maple, No. 1, 11-inch	.80
Do No. 2, 13-inch	1.75
Do No. 3, 15-inch	3.00
Do No. 4, 17-inch	4.75
Do No. 5, 19-inch	6.50
Do No. 6, 21-inch	8.50

Brooms.

	Per doz
No. 7 Special	4.00
Little Lady	3.65
Dandy	3.10
Cooks' Choice	2.35
Ladies' Pride, No 1	2.85
Toy, string	1.00
Common Whisk	1.00
OO Whisk	1.10
Leader	2.40
Flyer	2.90

Brushes.

	Per doz	
Dust	2.25	12.00
Scrubbing	.55	3.00
Dandy	1.50	5.75

Shoe Brushes

No. 415, black tampico No. 50 .95
No. 25 Mixed Center 1.75
No. 602, all black 2.00

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No. 335, black and white 3.50
No. 7, bristles 3.90

Stove Brushes.

	Per doz
551 tampico, handles	.90
No. 41, Black Bristle	1.90
No. 411, Black Bristle	2.25

Ox Fibre Brushes.

	Per doz
Cat, 10½x2½ in face..	1.50
Rat, 8½x2½ in face..	1.25
Mouse, 6¼x2½ in face	1.00

Can Openers.

King, doz .75
Sprague, doz .45

Carpet Sweepers.

Bissell's, per doz, 25.00 to 27.00
Standard, per doz 23.00

Cheese Safes.

Round, 22-in. each 2.25
Square each 4.00

Clothes Lines.

Sisal, 40-foot, per doz .90
Sisal, 60-foot, per doz 1.25
Cotton, 40-foot, per doz .80
Cotton, 60-foot, per doz 1.20
Sash Cord, 60-foot, per doz.. 1.75
Sash Cord, 90-foot, per doz.. 2.50
Wire Cord, 50-foot, per doz.. 1.40
Wire Cord, 75-foot, per doz.. 1.60
Wire Cord, 100-foot, per doz.. 2.10

Clothes Line Pulleys.

Galv. Iron, with eye 19.50
" " with hook .60

CLOTHESPINS.

Common, per box of 5 gross.. .70
U. S. Patent Spring, per gross .55

CORKS

Demijohns.

(Discount of 40% and 10%)

½ gal $5.75
1 gal 7.50
2 gal 13.50
3 gal 16.00
5 gal 24.00

Dust Pans.

No. 1 Japan, doz .75
Covered, doz 1.30
Janitor, doz 2.25

Dusters.

	Per doz
China, fancy colored	.80
Standard Turkey, No. 10	2.15
" " No. 12	2.90
" " No. 14	3.60
" " No. 16	4.60
" " No. 18	5.30
Janitor, extra heavy	13.50

DOOR MATS, COCOA.

	Per doz
Light, No. 1, 14x24	4.40
Do No. 2, 16x27	6.00
Do No. 3, 18x30	7.75
No No. 4, 20x33	9.50
Medium, No. 1, 14x25	5.50
Medium No. 2, 16x27	7.00
Medium, No. 3, 18x30	8.75
Medium, No. 4, 20x33	10.50
Extra, No. 2, 16x27	10.00
Extra, No. 3, 18x30	13.00
Extra, No. 4, 20x33	15.50
Extra, No. 5, 22x36	19.00
Keystone Steel Mats, sq. ft..	.30

Faucets

	Per doz
Cork Lined, No. 0	.45
" " No. 2	.45
Cork lined, No. 3, doz	.90
" " No. 4	.60
" " No. 6	.75
" " No 8	.90

Ironing Boards.

4-ft., per doz 4.40
4½-ft., per doz 5.00
5-ft., per doz 6.00
5½-ft., per doz 7.20

LAMP BURNERS

Opposition.

0 or E, per doz .65
1 or A, per doz .75
2 or B, per doz .85

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LAMP CHIMNEYS.

Electric—In Cartons.

No. 2, 6 doz in case, per doz 1.10

Lantern Globes.

Packed 3 doz in case

Aurora Rochester.

	Per doz
No. 1, 6 doz in case	.75
No. 2, 6 doz in case	.90
No. 3, 6 doz in case	2.00

Macbeath Pearl Top.

No. 1 or A, 6 doz in case..	.85
No. 2 or B, 6 doz in case..	1.05

La Bastie.

	Per doz
No. A, plain bulk, 6 doz in cs	1.22
No. B, plain bulk, 6 doz in cs	1.53
No. A, crimp bulk, 6 dz in cs	1.32
No. B, crimp bulk, 6 dz in cs	1.63

Common Chimney.

	Per doz
No. 0 or E, 6 doz in case..	.40
No. 1 or A, 6 doz in case..	.45
No. 2 or B, 6 doz in case..	.65

LEMON SQUEEZERS.

Ball, per doz. $0.85
Glass, No. 1, per doz .75
Class, No. 3 (for oranges) dz 1.25

MOPS AND HANDLES.

	Per doz
9-lb. Mops	1.35-1.65
12-lb. Mops	1.80-2.20
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per doz
Wood, painted, 3 hoops	2.65
Wood, varnished, 3 hoops	2.50
White Cedar, 3 galv. hoops..	3.25
Fibre	3.60
Galvanized, 8 quarts	2.05
" 10 quarts	2.30
" 12 quarts	2.55
" 14 quarts	2.90

SHELF PAPER.

	Per gross
Narrow, assorted colors	.12
Lace paper, per box	.30

TUBS.

White Cedar—No .0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Fiber—No. 0, $19.00; No. 1, $15.75; No. 2, $13.75; No. 3, $12.25.

Galvanized—No. 0, $5.85; No. 1, $6.95; No. 2, $7.95; No. 3, $8.85.

WASHBOARDS.

	Per doz
California, regular size	2.25
Little Lady, glass	1.85
Little Lady, zinc	1.10
Peerless, double	3.50
North Star	3.65
Crystal Glass	4.40

Washing Machines

Waverly	6.75
Matchless	5.85
Western	3.75
Majestic, family size, each	6.00
Snowball, family size, each	6.75
Leader, family size, each	7.00
Shelby, family size, each	7.75

WICKING.

	Gro
Lamp, 0 or E, ⅜-inch	$0.30
Lamp, 1 or A, ⅝-inch	.40
Lamp, 2 or B, 1-inch	.60
Lamp, 3 or D, 1½-inch	.85
No. 1, Rochester	1.50
No. 2, Rochester	2.25
No. 3, Mammoth	7.50
Junior Rochester	2.00
Stoves, 3-inch	1.50
Stoves, 3½-inch	1.90
Stoves, 4-inch	2.00
Stoves, 4½-inch	2.00

WRINGERS

Wood Frame

Two top screws; iron tub clamps

	Per doz
Royal, 10x1¾ inches	37.50
Challenge, "	21.00
King Special "	22.50
Empire "	30.00
Century, 10 inches	28.50
" 11 inches	31.50
" 12 inches	35.00

Iron Frame

Superior, 10 inches 29.50

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" 11 inches 33.00
" 12 inches 37.00
Crescent 27.00

Ball Bearing.

Hitchcock 33.00

MISCELLANEOUS.

Barrel Covers, 17-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in. (sugar barrel size), per doz..... 2.70
Brownies, per doz....75 1.00 1 25
Butter Ladles, plain, doz.... .45
Butter Ladles, clays, doz.... 85
Butter Spades, doz..... .40
Dishes, oval, ½-lb, per M.... 2.25
" " 1-lb, per M.. 2.50
" " 2-lb, per M.. 2.75
Dishes, wire end, ½-lb, per M 2.00
" " " 1-lb, per M 2.25
" " " 2-lb, per M 2.50
Egg Beaters, Dover..... 1.00
Measures, fiber, 4 pieces.... 1.50
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz.... 5.90
Lantern globes, in bbls....70@95
Mouse traps, 1 to 5 holes, doz .....45@60
Mouse traps, "Sure Catch," dz .35
Traps, rat, "Blizzard," doz.. .90
Nest Eggs, per doz..... .20
Oil cans, glass, wire cover, 1 gal, per doz..... 4.50
Oil Cans, 2-gal., glvnzd iron.. 2.15
Oil Cans, 5 gal., glvnzd iron. 7.50
Potato Mashers, per doz 45@75
Rolling Pins, per doz..1.35@1.50
Spoons, wooden.....30c, 37c .65
Step Ladders, each per ft., 14-22-40
Tacks, steel, asstd, 2 14-oz.. .25
Tacks, Common, 2 oz.. doz.. .11
Tapers, gas, 30 17-in. tgs.dz .35
Toothpicks, box 2.50, 2.75
Twine Holders, hanging, doz 3.00
Spittons, fiber, 13-inch..... 6.25
Spittons, fiber, 12-inch..... 5.00
Spittons, fiber, 9-inch..... 4.15
Whips, per doz, from 90c to 18.00
Window Screens, 12-inch, doz 2.75
" " 18-inch, doz 3.25
" " 24-inch, doz 3.60

Department 26.

STATIONERY

Corrected by the
Schwabacher-Frey Stationery Co
42-44 Sutter St., San Francisco

Blank Books.

Counter, 72 leaf, per grs.... 5.00
Counter, 90 leaf, per grs.... 6.00

Day and Ledger.

Cap, canvas, 200 pp., each.. .30
Cap, canvas, 500 pp., each.. 1.00
Crown Cloth, 150 pp., each.. .75
Crown Cloth, 300 pp., each.. 1.00
Cap, Im. Leather Bnd, 600 pp 3.20

Writing Paper.

Tanglewood.	Ream
Commercial Note, 5lb.....	.60
Commercial Note, 6lb.....	.72
Letter, 10-lb ex.....	1.20
Cap, 12-lb ex.....	1.44

Envelopes.

	Per M
XX, 5-in	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX,4-in.,Baronial cream or white	1.40@1.80
XX,5-in.,Baronial cream or white	1.60@2.00

Inks—Carter's or Diamond.

Black, 2 oz cylinder, p. gr.. 4.50
Red, 2 oz, 3 dz to box, pr bx 1.25
Black, 4 oz, per gr..... 7.20
" or Blue Blk, ½ pt,dz 2.17
" or Blue Blk, pt, dz.. 3.50
" or Blue Blk, qt..... 6.00

Lead Pencils.

	Gross
Cedar, rubber tip.....	1.25
Red pshd, mtl rbbr tip,I.X.L	1.65
Matchless	3.00
Yellow, pshd, rbr tip, round.	4.00
" plshd, rbr tip,hexagon	4.00
Black, plshd, rbr, tip, Nos. 1, 2, 3, 4, "Office" Hex.....	4.50
Carpenters, 3 dz to bx, pr bx	1.00

50

Steel Pens

	Gross
Railroad, 1 gross in box..	$0.40
Stub, ex fine, sml, mdn lrg	.40
Falcon	.40
Bank	.40
School, fine	.40
Spencerian Nos. 1, 2 or 3....	.85
Gillott's, No. 404.....	.50
Gillott's, No. 303.....	.90
Pacific Mail, cinkle plate....	1.00
Tuxedo	1.00

Department 27.

AMERICAN TOBACCO CO.

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb Cases)

Seal of N. C. 1⅝ oz foil....	68
" 3¾ "	61½
" 8 "	58¼
" 16 "	56⅛
" 1⅝ oz cloth	68
Seal of N. C., 3¾ oz clth pchs pouches	63¾ 68
Seal of N. C. 16 oz decorated tin canisters	58¼
Old Eng. Curve Cut, 1⅝ oz curved tins	74½
Old Eng. Curve Cut, 3¾ oz curved tins	74½
Old Eng. Curve Cut, 8 oz..	72
Old Eng. Curve Cut, 16 oz..	69
Continental Cubes,1⅝-oz tins	69¾
Monte Critso Slabs. 3¾ oz tins	74½
Van Bibber, sled plg, 1⅝ oz tins, 2½ lb cartons.....	70
Three Feathers, 1⅝ oz, 1¼ lb cartons, net.....	58¾
Pedro, 2½ oz foil.....	47½
" 2½ oz pouch.....	50¾
" 2½ oz assorted.....	49
" 16 oz decorated tin canisters	49½
Dixie Queen, 1⅝ oz foil.....	38¾
" 8 oz tins.....	42⅛
" 16 oz decorated tin canisters, 6 lb cartons, 30 lb in cases.....	42
Duke's Mixture, ⅝ oz sacks	40
Arlington, ⅝ oz foil.....	63½
Duke's Cameo, 1⅝-oz.....	41½
Duke's Cameo, 2½ oz foil..	47¼
Melrose, 1⅝-oz foil.....	66⅜
Fragrant Vanity Fair, 1½ oz foil	93
Red Indian Plug Cut, 1⅝ oz and 3¾ oz foil.....	39
Fashion, 1⅝ oz	38¾
" 16 oz canisters....	42⅛
Fashion Pail	42⅛
Bull Durham, 1 oz.....	62
" 1⅝ oz.....	62
" 3¾ oz	59
" 8 oz	57
" 16 oz.....	53
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb.....	24
Echo Plug Cut, 1⅝ oz(16-oz. to)	47¾
Red Bell, 1⅝ oz.....	40⅛
" 16-oz pails.	41⅛
Cornell Mixture, 3¼-oz tin..	83¼
Oriental Mixture, 3¼ oz tin..	93
Honey Dip Twist, 10 to lb..	43⅛
Grizzly, 16 oz, 24-lb cases..	54⅛
Five Bros. Pipe Smoking, long cut,paper pkgs. 3¼ oz, 5 lb cartons, 30, 50 & 100 lb cases	37
Pride of Virginia, 1⅝-oz, 3¼-oz and 8-oz tins, 2½-lb boxes, 10 & 25-lb cases...	75
Golden Cupid, 1⅝ oz foil, 25, 50 & 100-lb cases.....	60⅞
Sure Shot, 2s.....	33
Union Leader, 1⅝-oz foil....	37½
" 3-oz pouch....	39¾
" 8 and 16 oz canister	39¾
Union Leader, 16-oz milk can	39¾
Plaza, 1⅝-oz cloth, 5-lb cartons, case of 25 lbs, net..	37¼

Fine Cut Chewing.

Hiawatha, 2 oz, b'ght or d'k, 1-lb cart, 10-lb cs, per lb	59
Hiawatha, 5-lb cs, 1-lb carts	59
Hiawatha, 16 oz, b'gt or d'k, 5-lb pails, lb.....	59
Hiawatha, b'gt or dark, 10-lb pails, per lb.....	56

51

Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb pails.....	44
Rose Leaf, 10 to lb, bright or dark, 1-lb cart, 5-lb drums	67
Tiger, 1⅝ paraffine bags, 5-lb moisteners	41

Cheroots and All Tobacco Cigarettes.

Old Vir.Cheroots,3 in bundle.11.75
$12 in less than 1M lots.
Old Vir.Cheroots,5 in bundle.13.95
Bet. the Acts Little Cigars, 10s tin 8.25
Bengal little cigars, 10s, (10 per cent in free goods).. 7.30
Royal Bengal, 10 in pkg, 100 in carton.....11.50
Van Bibber Little Cig., bundles of 10, boxes of 100....16.20
Sub Rosa cigarros, 10s, cartons of 500, per M..... 4.00

Stogies, Etc.,

Less 2% for cash.

Star Pittsburgh stogies 1-10s. 5 for 10c.....15.00
Florodora little cigars, 1-10s, 3 for 5c.....12.25
Red Top Stogies, 1-10s, 3 for 5c 12.50
Red Label Stogies(Jenkinson)11.65

Cigarette Paper.

Vanity Fair, 50 pkg in box .97½
Wheat Straw,50 pkg in bx,net1.30
Wheat Straw, 100 pkg in bx net 2.55
Wheat Straw, Interlock, 50 pkg in box.....1.15
Wild Oats, 40 pkg in box.. .90
Red Seal, 50 in box..... .25
Zig-Zag, 100 in box.....2.50
Riz la croix.....1.95

Plug Tobacco.

(Subject to discount 2%)

Battle Ax, 16 oz, 5 cuts, 12 and 24 lb bts, net.....	39
Big Gun, 16 oz, 3x12 smooth, bright, 6 sp, 16 lb butts....	44
Boot Jack, 3x12, R & R, 5¼ oz, 8 sp, 1, 4 8 and 12-lb and 2-lb fancy wooden bxs, net.	87
Bullion, 1x6, D T Nines, 6 to lb, 20-lb cad's.....	50
Climax, 2x12, R & R, 16 oz, 6 sp, 6, 12 & 30 lbs (7 oz 7, 10½, & 21 lbs 48).....	45
Climax, 3x12, thin, 7 oz, 7 and 14 lb	48
Cross Bow, 3x12, 14 oz, 4 sp, 14 lb butts.....	38
Drummond's Natural Leaf, 5¼ oz, 5, 8 and 12-lb butts....	63
Gold Rope, 7 to lb, 3, 6 and 12-lb boxes	56
Gold Rope, 14 to lb, 4 and 8-lb boxes	58
Horse Shoe, 16 oz, Smooth, 6 sp, 8, 12 and 24-lb butts....	43
J. T., 2x6, 7 oz, R & R and Smooth, 2 sp, 10½ and 21 lb butts and caddies.....	39
J. T., 3x12, 14 oz, Smooth, 4 sp, 10½ and 21-lb butts....	39
Newsboy, P. P. br or bulk, 5s 8, 16 & 24 lb.....	40
Nobby Spun Roll, 7 to lb. 3, 6 and 12 lb boxes.....	57
Old Honesty, 3x12, Smth, 15 oz, 6 sp, 7½, 15 and 30 lb.....	44
Old Peach and Honey, 6 to lb, 8 lb boxes.....	43
Piper Heidsieck, 5¼ oz plugs, 2⅝x8 Pony Panel, 3-10c cuts, 4, 7, 14 lb.....	69
Red Cross, 12 and 24-lb butts, 18 oz, 3x12, embrossed 4 sp.	33
Saw Log, 2x12, R & R, 16 oz 6 sp, 24 lb.....	46
Saw Log, 3x12, R & R, 32 oz, 12 sp, 32 & 48 lb.....	46
Sledge, 16 oz, 4 sp, 3, 6, 12 and 24	31
Something Good, foil wrapped, R & R, 5½ to lb, 9, 13 lb butts	45
Spear Head, 16 oz, 6 sp, 6, 18 and 30 (7 oz, 48).....	45
Standard Navy, 3x12, embossed, 4 oz, 4 sp, 14 and 28 lb	38

52

6 for 10, 10⅔ oz, 24 lb butts.	35
Star, 16 oz, 12, 24 and 52 lb butts	45
Tinsley's Nat. Leaf, 3x12, 16 oz, 6 & 12 lb.....	54

Twist Tobacco.

Granger Twist,hand made light pressed, 12 to lb, 12-lb half bushels and 15-lb grained pails	45
Red Ribbon Twist, 10 to lb, 16 lb ½ bushels and 8 lb pecks	40
Honey dip Twist, 11 to lb, packed 5 lb.....	44

Smoking Tobacco.

Master Workman plug, 3x6, 10 oz, 10 lb cad.....	45
Finzer's Mixed Plug, 16 oz, 3x12, 5 sp, 5 and 10 lb....	32
Ole Varginy, 3 oz plugs 2x4 bright, 10½ lb boxes.....	42
Sickle plug, 15 oz 3x12, 5 sp 7½, 15 and 30 lb butts....	46

JOHN BOLLMAN & CO.

Cigarettes.

Net cash.

Fragnrant Vanity Fair.....	3.90
Duke's Cameo.....	3.90
Sweet Caporal.....	3.90
Virginia Brights.....	3.90
Pets (foil packages).....	6.12
Richmond Straight Cuts, 10s tin and paper.....	6.12
Cairo, No. 27 and 27a, (cork tip 7.50).....	6.50
Casino Gold Tip.....	9.00
Imperiales, 10s, 20s, 50s, 100s, with or without mouthpcs.	7.35
Sultans, 10s, 20s, 50s, 100s, Mais and Rice paper with mouthpieces	9 25
Abdallah, No. 3 gold tip.....	7.75
" No. 2.....	9.00
" No. 1.....13.00	
Princess Lillian, Cork tips...17.65	
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s.25.50	
" " No. 3, 10s, plain tips 17.60	
Egyptian Deities, cork tips..18.15	
Mogul, cork tip.....10.25	

High Grade Smoking Tobacco.

Less 2% for cash.

Imperial Mixture, 2½-oz tin	1.10
Plum, 1⅝-oz foil, net.....	.64⅛
Three Kings Mixture,3¼-oz tins	1.30
Yale Mixture, 1-oz tin, 1¼ and 2½ lb cartons.....	1.35
" 1⅝-oz tin, 2½ lb cartons	1.60
Yale Mixture, 3¼-oz tin, 2½ lb cartons	1.60
Lone Jack, 3¼-oz bags, net	1.17½

Wills' English Smoking.

Capstan, mild,med. or strong, 3¼-oz, per lb.....	1.60
Capstan, mild, med or strong, 1⅝ oz, per lb.....	1.75
Latakia, 3¼ oz, per lb.....	2.10

Sundry English Smoking.

Pioneer, 3¼ oz, per lb.....	1.45
" 8 oz, per lb.....	1.43
" 16 oz, per lb.....	1.40
Lambert & Butler's Log Cabin, 3¼ oz, per lb.....	1.30
Smith's Glasgow Mixture, 3¼ oz., per lb	1.70

J. B. PACE TOBACCO COMPANY

Scroll Tag, twist, 6 to lb (other sizes, 67).....	66½
" light pressed, all styles	73½
Scroll Tag, cable coil, 3 and 4 oz	76
Corduroy Spun Roll, 6-lb bxs	56⅛
Mastiff Plug Cut, 1⅝ oz pchs or tin foil pkgs.....	68
Mastiff Plug Cut, 3¼ oz pchs or tin foil pkgs.....	63
Mastiff Plug Cut,16 oz decorated tin	52½
Boston Smoke, 12s (24s, 48).	4*

53

SURBRUG CO.

Grain, 1⅔ oz patent can....	.70
Golden Sceptre, 1-oz, 1-lb cart, per lb.....	1.20
Golden Sceptre, 1⅔-oz, 2½-lb cart, per lb.....	1.20
Golden Sceptre, 3½-oz, 2½-lb cart, per lb.....	1.00
Golden Sceptre, 8-oz, 5-lb cart, per lb.....	1.00
Golden Sceptre, 16-oz, 6-lb cart, per lb.....	.95
Arcadia, 3½ oz, 2½-lb cts (1 1-lb cts 1.60).....	1.56
" 1⅔-oz, 2½-lb carts	1.60
" 8 oz, decorated tin.	1.55
" 16 oz, decorated tin.	1.50
Crescent Club Mixture, 3½ oz	.90

Cigarettes.

Milo Cork Tips 18.50	
" Plain " 18.00	
" Ladies' mouthpieces, 20s oval box.....	9.00
Egyptian Arabs No. 3 Cork Tips	7.40
King William, Egyptian, net	18.00
Turkish Delight, sanitary tip	7.00

JNO. J. BAGLEY & CO.

Net cash.

Gold Shore, 2½-oz.....	46¾

54

Lime Kiln cut plug, 2 oz....	59¾
" " 3½ oz.....	59¾
" " 8 oz tins.	66⅔
" " 16 oz tins	64⅓
Sun cured 2½ oz foil.....	49
" 2½ oz pouch....	51

WEYMAN BROS.

Less 2%.

Cut and Dry, 3½ oz papers..	32½

H. BOHLS & CO.

Fancy Mixtures.

White Navy Mixture, 1⅔ oz foil	.6.
White Navy, 3½-oz foil, 5-lb cartons	.63
White Navy, 16-oz foil.....	.60
London Dock, 3½-oz foil, 5-lb cartons	.80
Golden Gate, 3½-oz tin, 5-lb cartons	.85
Bright Virginia Pickings, 3½-oz tin, 5-lb cartons.....	.80
Gold Bar, 3½-oz tin, 5-lb cart.	.90
Great Blend, 16-oz box, mild, medium and special.....	1.15
Great Blend, 8-oz box, mild, medium and special.....	1.20

55

Great Blend, 3½-oz box, mild, medium and special.....	1.25

Cut Plug.

Seal Rock, 1⅔-oz tins, 2½-lb cartons 25-lb	.74
Seal Rock, 3½-oz tins, 2½-lb cartons 25-lb	.74
Seal Rock, 8-oz tins.....	.74
Peanut, 1⅔-oz foil, 5-lb cart	.38
Old Chief, 8-oz and 16-oz....	.46
Seven Up, 16-oz pail, briar pipe with each tin.....	.54
Seven Up, 16-oz pail, without briar pipe	.45
Seven Up, 2½-oz foil, 5-lb cart	.43
Seven Up, 2½-oz pouch, 5-lb cartons	.49

Long Cut.

case, per doz	1.80

R. A. PATTERSON TOBACCO COMPANY.

Less 2%.

Honest Labor, pch and tins, 2½-oz	.50
Lucky Strike, 1⅔ oz tins....	.75
" 3½ oz tins.....	.75

56

Patterson's Seal, 1⅔ oz foil.	.37
" 3½ oz pch..	.38
" 16 oz tin...	.41

SNUFF.

American Snuff Co.

French, Rappee, 1⅔ oz bottles, per 3 doz.....	2.30
French, Rappee, 3½ oz bottles, per doz.....	1.80
French, Rappee, 16 oz jars, per lb.....	.65
Maccaboy, 16-oz jars, per lb	.60
Irish High Toast, 16-oz self-sealing fruit jars, 12-lb bxs	.57
Scotch Lillenthal's, in bladders, per lb.....	.60
Scotch Lillenthal's, in weasands, per lb	.62
Horse Shoe, 16 oz glass jars, lb	.50
Horse Shoe, 2½ oz fibre cans	.51
Horse Shoe, 8 and 16 oz cans	.48
Horse Shoe, 1 oz and 16 oz cans	.56

Weyman Bros.

Copenhagen, 16-oz stone jars	.6[illegible]
of 2 doz. per gross.....	5.[illegible]
" 1-oz tin. carto	

CASH VS CREDIT.

Bitter Experiences of Minnesota Merchant Vividly Portrayed by Himself

When you ask me to write something about the cash system for the fall edition of the Trade Journal, you have touched the tenderest cord in my heart, and if I can do anything to relieve the broken nights' rest and the anguished mind of my fellow merchant, command me that I may obey.

For thirty long years I fed "dead beats" and tramps at the expense and comfort of my family, saying nothing of my distressed mind, whose only thought and ambition was to leave an honored name.

Bankrupt as a Result of Credit Business.

The panic of '93 found me with a debt of over ten thousand dollars, with a stock of $5,000, and notes and accounts galore, which my creditors took no stock in. I had some real estate, encumbered. My very homestead was mortgaged. Creditors wanted to receipt for me at 40 cents on the dollar. I informed them that I would pay 100 cents on the dollar with 8 per cent interest or die in the attempt. I asked them for three, six, nine and twelve months' time, they appointing one of themselves as trustee in the person of a very worthy gentleman, L. W. French, of St. Paul.

Installed the Cash System.

I started then and there to sell for cash and collect what I could. An old friend of mine, hearing of my distress, told me that he had $2,000 in the bank, and that I could have the loan of it on my private note. I told him that the offer came too late to do me any good, but that if he paid me the book account, which he had owed two years, it woud help me.

He got afraid of the banks and withdrew his money, and he afterwards told me that he never felt it slipping through his fingers, saying: "I owed $300 to one, and $200 to another, and so on."

Now this honest granger had the money of those unfortune merchants in bank, while they spent many restless nights, thinking how to meet their notes.

Paid All Debts With Interest.

Well, we paid all debts with interest, and, figuratively speaking, we did not know we owed it. We then saw the beauty of the cash system, and have continued it ever since.

The cash system, as compared with credit, is like unto the difference which the preacher places between heaven and hell; but, if the merchant who has sold on credit a life time ever goes to hell, he will believe it heaven, in comparison to what he has suffered on earth under the credit system.

While we sold on credit, we seldom or ever discounted a bill, but borrowed in one direction to pay in another, giving the most of our time to devising means to pay our past due notes. Now we discount every dollar, and have nothing to disturb our mind. All our time is given to our business. We enclose you an invoice, showing that we get 10 per cent discount if paid on receipt of goods, and we bought those goods 10 per cent cheaper than if we were in the habit of buying on long credit.

Small Cash Discounts Pay 18 Per Cent.

The smallest discount a merchant gets is on sugar, which is 1 per cent ten days. In other words, 1 per cent for the use of money for twenty days. Well, as there are eighteen times twenty days in a year, that will make 18 per cent per annum, and it is not an uncommon thing to get 2, 4, 5 and 6 per cent. Now, where is the business that pays those big interests? And is it any wonder that commercial agencies say that only 3 per cent succeed?

Now, is it not better for the retailers to do as the jobbers do—borrow the money if they are short—doing business beyond their captial? And no man ought to be able to borrow money cheaper than a man who sells entirely for cash, as there are no chances whatsoever taken in trusting him. There are some chances taken in trusting a bank or a jobber, as both take chances—the jobber in trusting the merchant and the banker in trusting the farmer. And, by the way, the latter is the best merchant on earth. If he has anything to sell, he wants the cash for it or its equivalent in trade, and if he wants to buy anything he wants it chalked down on the ledger of eternity.—**M. P. MORAN in St. Paul Trade Journal.**

"A NECESSITY."

Acampo, Cal., Aug. 22, 1907.

The Retail Grocers' Advocate,
San Francisco, Cal.

Gentlemen:—

Enclosed please find our check for $2.00 in payment for renewal of our subscription to the "Advocate." We consider the "Advocate" a very valuable paper and a necessary adjunct to our business. No merchant should be without it.

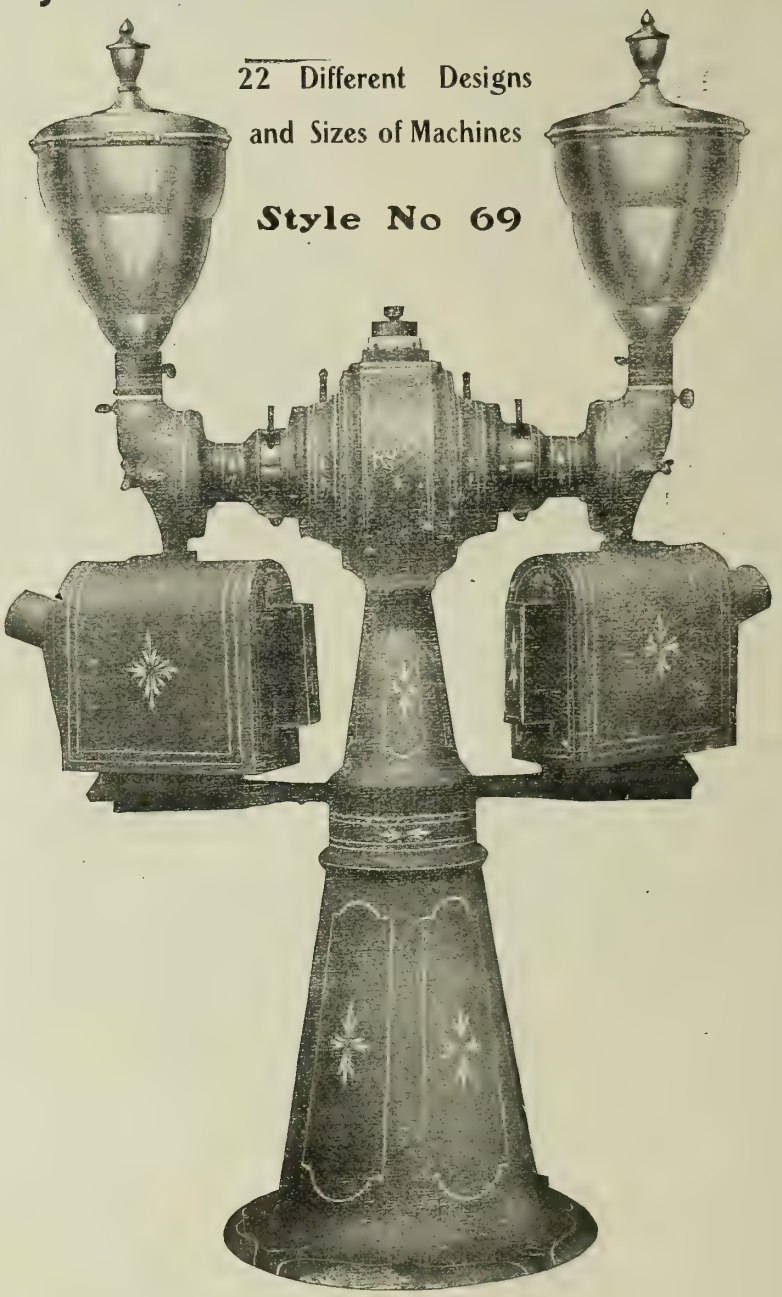
Yours truly,
DENEHY-HOWARD CO.,
By C. W. Howard, Mgr.

In Two Years the ROYAL ELECTRIC MILLS and Choppers have grown into the Largest Line of their Kind in the World.

You can push your own brand of Steel Cut Ooffee with a Royal Mill

22 Different Designs and Sizes of Machines

Style No 69



Royal Electric Mills cut the Coffee in even grains or particles. They do not crush.

Royal Mills are the only Self Cleaning mill in the world. No coffee is left in the mill to mix with the next Lot.

Royal Electric Mills Pulverize the coffee without Heating it. No other mill will do this.

Royal Mills are Equipped with New Patent Dust Proof Cans or Receivers. No dust, No chaff.

Write for our 36 Page Catalogue

BECK HARDWARE COMPANY

73 and 75 Clementina St., near 2nd and Folsom Sts.

San Francisco California

COUNTRY STORE ACCOUNTING.

By C. I. BERG.

Of Berg & Reishus, Rushford, Minn.

The keeping of books in a country store is usually done by the proprietor himself, or else by the cashier. If by the former, it is done by a system all his own. His one idea is to shorten his work and still be accurate as to results.

On the other hand, if the work is done by the cashier, it is usually done according to the rules and regulations of the nearest business college. Both are for the same purpose, to determine the exact nature of the merchants progress from day to day or from month to month. In our own particular case, we do our own bookkeeping. Our business is not large enough to employ a bookkeeper and cashier, and consequently we have to do it ourselves.

Duplicate Sales Books.

In the first place, we have duplicate sales or counter books, and let me add that a merchant that does not use duplicate sales books is certainly piling up a heap of trouble for himself. In every sale made the salesman gives the original slip to the customer and deposits the duplicate in our cash register.

We should not try to keep store with out a cash register. In one instance, we had an argument with a customer to whom we had sent a statement for a sack of flour, and when he disputed it we had the satisfaction of showing him the duplicate of his bill, signed by the clerk who sold him the flour; also showed, by the printed detail strip, that no cash sale was made on the day he bought the flour for the amount of his bill. He paid his account without another word.

Sales Filed Away.

Regarding the sales slips, we date all slips, especially charge, received on account and paid out slips, together with the printed detail strip; file them away in a box; these in turn are dated and kept in a small packing case in our store room and have proven indispensable in settling disputes in accounts. We keep a daily record of sales, both charge and cash sales, in a book for that purpose so arranged that each day's sales can be daily compared, without any necessity of looking over half a dozen other books, to determine how the daily sales compare.

Loose Leaf Ledgers.

Before we went on a cash basis, we used to do a good deal of credit business, and at first we kept our accounts in the old style double entry ledger. This ledger was soon filled up and in looking about for something better, we investigated numerous system, cards, clip and loose leaf, and finally decided on a duplicating loose leaf ledger. This system gave us excellent satisfaction and we were well pleased with it in every respect.

The items, as purchased from time to time, were entered on the right hand side of the ledger, and using a carbon paper, it furnished us with a duplicate.

Statement for Customers.

At the end of the month, or when a customer wanted a statement of his account or when the page was filled we would add up both debit and credit columns, transfer the figures to the left side of the ledger; tear out the original page to hand to the customer, file the duplicate in our transfer case, insert a new leaf and we were ready to begin again. No chance of a dispute; no need of making an itemized statement; everything posted to the minute.

That's about all there is to our bookkeeping. We kept a small loose leaf ledger for small individual accounts, as there are always little accounts of short time standing that one don't care to post in any ledger.

For Wholesale Accounts.

For our wholesale accounts, we keep a wholesale register that fills the bill as near as any we could find. This register also acts as our journal, a part of the book being a daily record of merchandise received.

At the end of the month we merely get the total of goods received and transfer this sum to the debit side of the merchandise account. The sales book mentioned before acts in the same way, the sum of the credit and cash sales of each week or month being transferred to the credit side of merchandise account.

As Few Figures as Possible.

In short, we condensed all we could and made as few figures as possible; it saves our time and brings the same result as if we kept a day book, a journal, cash book, wholesale ledger and journal.

That's how we kept books when we sold for credit. Naturally, doing away with credit accounts has lessened our work considerably, but we maintain the same system as regards our wholesale accounts.

I have not yet seen or heard of a system by which a person can tell, day for day, whether or not be is making any money. We keep hoping we are, and look for inventory time to tell us just what we have accomplished.

This is the sum and substance of our store accounting or bookkeeping. We don't pretend to think that is is ideal, but is saves time, we always have our business at our finger ends, it saves a good many disputes and that is all a more elaborate system could do.

Sacramento.—Plans for the formation of a creamery company, which will control the dairy output of Northern California, have been made, and with Chico as the headquarters the new organization will control the product of several thousand cows. Creameries in Marysville, Chico and Siskiyou county points have been secured and cattle are being shipped to these in trainload lots from various parts of the State. About 1000 head of dairy stock from Stanislaus County passed through this city within the last few days en route to the farms of the new corporation.

Stockton.—From now on it is expected that the local potato market will be much more active than it has been in the recent part. The early crop of Eastern potatoes is now about exhausted and much more of a demand is being made on local growers for new supplies. At the present prices, which range from $1.40 to $1.60 potatoes are moving much more freely and the market generally has a most promising outlook.

"Just a Shade on Others"

Weinhard

THE PEER OF BOTTLE BEER

California Bottling Co.

SOLE BOTTLERS

1255 Harrison Street

Phone Market 977

Weinhard is the delicious beer served at the Cafe San Francisco—
The Louvre—Tait's—and many other Cafes

GHIRARDELLI ON PROFITS.

Some Reasons Why Protected Prices Benefit the Retail Trade.

(Written Expressly for the **Advocate** by D. Ghirardelli.)

The manufacturer who has spent thousands of dollars in popularizing his goods realizes more than anyone else the necessity of having the trade secure a fair margin of profit for handling the same. It rests with the grocer to double the value of advertising to the consumer or to practically render it useless.

When the grocer gets a good profit on some article of recognized merit, such as Ghirardelli's chocolates and cocoas, he will keep it in a prominent place. Thus the house wife will be reminded of our attractive advertisement when she sees it and will ask for a package. The same grocer, when the house wife asks for a package of chocolate will hand over the Ghirardelli article, if it pays him fairly, and his hearty recommendation of it will remind the customer of what she has seen in the advertisements and will make her doubly willing to take the goods so recommended to her, and also preposses her in its favor.

Grocers Can Kill Advertising.

On the other hand, if the grocer does not get a fair margin for handling our goods, he will keep them out of sight so that customers will not be reminded of them and when they ask for Ghirardelli's goods, he would very likely advise the housewife to take instead some other article which he would recommend as just as good without regard to what its real quality would be because he would feel that he would be foolish to assist in the sale of an article which he was not properly paid for selling.

It was because we realized these facts that we were glad to fix and agree to maintain a fair retail price on our product when we realized that the grocers desired us to do this.

We would not consider it wise for a manufacturer to try to maintain a retail selling price on his goods in the face of any serious opposition on the part of the grocery trade. We felt that by so doing we would antagonize certain important factors in the distribution of our product, notably, department stores and advertising cut rate stores. If there was no corresponding enthusiasm on the part of the rest of the trade to offset the loss thus incurred, the manufacturer would find that he had gained no special advantage and at the same time he would be losing much business by antagonizing concerns that otherwise would handle his goods in large quantities.

Grocers Appreciate Assured Profits.

As a matter of fact, the question of maintaining a retail selling price on goods has in the past been seriously opposed by a certain class of retail dealers. Our experience in the maintenance of prices has shown that this class has been almost eliminated. Grocers now realize that it is for their advantage that a retail selling price is maintained and that the manufacturer who maintains these prices does so at a very considerable expense of of time, money and thought which is expended almost entirely for the welfare os his customers. The manufacturer's advantage I have outlined above.

To the advantage of having the dealer a satisfied distributor of his goods, is added the advantage of the additional prosperity which makes the dealer more likely to be in a position to pay his bills when Collection Day comes around.

Fixed Prices Welcomed.

When the matter of maintaining prices on goods was first broached to me I did not deem that it was practical, because I felt that any such action on my part would arouse opposition among some of the men whom it was intended to most advantage. The prompt and decided action of the State Grocers Association in bringing to my attention letters from numerous cities of California in which the retail grocers voiced their desire to have the price of our goods protected, together with the affective arguments of their Secretary Mr. Frank B. Connolly and his assistant Mr. Powers, converted me to the belief that the trade was right in desiring protection in this regard. I have therefore fixed a retail selling price on our chocolates and have found that my action was not only approved by the trade, but came as a distinct relief in many quarters since numerous merchants who have been selling at cut prices were glad to adjust their price as soon as they learned that none of their competitors could sell for less.

Cutters Co-operate Gladly.

I am pleased to inform you that it has very seldom been necessary for me to enforce our rule in regard to prices since they were established. In every instance where I have approched the offenders, I have secured courteous attention and a promise that the offense should not be repeated.

I wish to assure the grocers of California that I appreciate the hearty co-operation which they have given to the distribution of the Ghirardelli product in the past and that they can be sure that anything that will be necessary to insure a fair margin of profit on our goods will be done. Very truly yours,

D. GHIRARDELLI.

NORTHERN COMMENDATION.

Portland Cereal Millers Write Secretary Connolly Words of Cheer.

When sending "copy" for their full page advertisement appearing in this issue, the Albers Bros. Milling Co. Portland said to Secretary Frank B. Connolly:

"We wish to commend you on the efforts you are making towards bringing all the Retailers in your State into the Association. In our long experience we have found that wherever the Retailers are well organized in an Association, such as yours, that price cutting is practically done away with, and the Retailers are enabled to make a great deal better profit. The old adage, "In unity there is strength" is applicable to the Grocers' Association; in their unity there is also greater profits.

"Wishing you every success, we will be glad to assist you in any way we possibly can, etc."

BAY CITY MILLS

GROCERS!

TRY OUR PATENT (Extra Family) ROLLER FLOUR
YOUR CUSTOMERS WILL THANK YOU.



Bay City Flour Mills, First and Clay Sts., Oakland

MONTANA GROCERY SITUATION.

Prominent Grocer of Butte Details Conditions Surrounding Business in That Section.

By S. L. TRIPP.
Secretary and Treasurer, Tripp & Dragstedt Co., Butte, Mont.

Our style of handling the business is perhaps peculiar to this part of the country.

On or just before the first of the month families generally purchase all the staple groceries which they will require for the entire month, perishable goods being the only ones bought from day to day. This is a custom which is prevalent in mining camps, and no matter how metropolitan the camp becomes in time, the old custom obtains. It has its good points as well as its drawbacks. The rush of business for a week is nice to look at, but if trade is to lag for the remainder of the month the result is no better in the long run than an even business, of the minimum average sales.

Solicitors Cover Routes.

Over half of our business is secured by solicitors who travel regular routes, calling on an average of three times a week on customers who live at distances varying from four blocks to three miles from the store, which is almost in the center of the district. The remainder of the trade is either tributary or passing patronage which is attracted by displays of a particular item of which they are in need, such as a brand of flour.

Cash sales will average thirty per cent of the total in Summer and twenty-five per cent in Winter, owing to fresh fruit and vegetables display. This leaves the tributary or local credit trade only twenty-five per cent of the total. Goods ordered on the routes in the morning are delivered the same day and those ordered in the afternoon are delivered on the following morning, thus giving the order department almost continous work, as there are orders to work on as soon as the store is opened in the morning.

Fifty Employing Grocers.

Butte, with almost a hundred thousand population, has about fifty employing grocers. Two stores do forty per cent of the business, eight more have another forty per cent and the remaining stores exist mostly through class or social influence—not from any competitive ability. There are few grocers in Butte making more than interest on their investment—one hand will cover the large ones that are The reasons for this are easily located competition, excessive expense and many poor credits. The first and last faults could be remedied by co-operations, but the Butte merchant has never had a drouth or the cataloug grasshopper to eat up his business, so these conditions will have to prevail for the time being. Margins are smaller than in your cities and were it not for the bulk of the business done. existence would be out of the question.

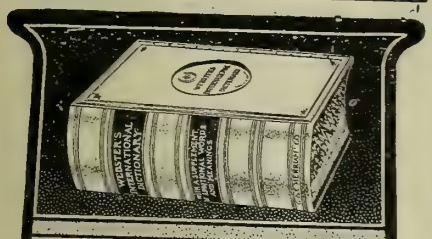
Market Fluctuations.

The market fluctuations of staples are not followed very closely by the retailer here. As an example, full pounds of seeded raisins, fancy, have retailed for 12½ cents right along, with special sales by some of the cutters at 11 cents. The recent advance in flour was not covered for over a month, just because a few stores had heavy stocks on hand and wanted to make capital out of the price. The larger stores buy heavily of futures, and as there has been nothing but an advancing market in the last year or two the practice of not following up advances promptly has affected only the hand-to-mouth buyer, whose average lot is no better here than elsewhere.

One word about help. The city, as readers probably know, is unionized from top to bottom, and no clerk can work unless he is a member in good standing of the Union. The raise of the minimum weekly wage for men clerks from $18.50 to $21.00, which is to be demanded soon and will without doubt be accepted by the employers, will result in the weeding out of all men who cannot earn their salaries and something for their employers. The standard of efficiency has been high, but it will go higher, as under the present conditions it takes a good man behind any counter to show $20.00 in profits at the end of the week.

In this short article we have tried to touch on a few of the peculiarities of the trade in Butte. If one were proficient and cared to go into the minute details, he could find material for a book.

Monterey.—The Sacramento River Packers' Association has closed down its packing house on the steamship wharf for the season as the salmon run is about over and the crew has returned to Black Diamond to take charge of the salmon run at that place, which will soon be on. The packing house has not done as much business here as in former seasons as the salmon run has not been so good this year. The Monterey Packing Co.'s establishment at New Monterey is still doing business.



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A SINGLE ORDER OF BOTTLES FOR

HUNTER WHISKEY

IF PLACED END TO END WOULD REACH FROM

BALTIMORE TO CHICAGO

THIS GIVES SOME IDEA OF THE MAGNITUDE OF ITS POPULARITY



CHARLES M. REYNOLDS CO.,
Agents for California and Nevada.
912-914 Folsom St., San Francisco, Cal.

IMPORTANCE OF STORE SIGNS.

Some Pointers About This Frequently Neglected Feature of Advertising.

By J. H. Mitchell, St. Paul.

Store signs are advertising. Let us get that point firmly in our minds at the start. Advertising can be good, bad and indifferent. The same is true of store signs.

Advertising is not expense. It is investment made with the purpose of bringing more returns. That is the way investment in store signs is being considered by progressive merchants right now. Everywhere there is a great awakening among merchants in every branch of trade to the fact that the store sign and the store front can, if presenting the right appearance, be made to pull business to the store.—

Merchants versed in present day methods are using every known legitimate means to attract buyers to their stores from a distance. Newspaper advertising, circulars, and other printed matter are sent to the uttermost sections of the trade territory of every live town to attract people to the store.

Market days are used to good advantage in getting people to leave the farms for a day and come in and look over the merchant's stock.

To Atract Visitors.

But when they arrive in town and are walking its streets what is the merchant doing to attract them to his particular store? He spends money to get them to the town, and that money is well invested. But is he doing anything with his store exterior which will attract into his store those many people who are likely to go by it into the store of a competitor unless the store front issues the right kind of an invitation.

People are visiting every town every year who do not know where any particular store is located. This includes new arrivals come to remain permanently and a procession of transient visitors. Store signs properly made and placed should attract attention from a distance in any direction.

There are trade making possibilities in the store sign enough to pay the best kind of returns on the investment. In no other part of the business can money be invested to as good advantage proportionately.

The store exterior is one of the best advertising mediums at the command of the merchant, and this medium has been used only in very small part when the store windows have been dressed to good advantage. Many people see them, but more will see the store signs year in and year out than see the windows. What kind of an impression do the store signs make on the public?

The Old Idea.

The old idea of the store sign is the same old idea that ruled regarding all kinds of store advertising until present day methods burst forth upon the merchant.

Under old methods the merchant carried his name in newspaper space simply to support the paper. As to what kind of an impression his newspaper advertisement made upon the people who saw it he never gave a thought.

But one day the merchant awoke. He realized that his newspaper ad and other printer's ink advertising used by him could be put to better use.

And for the same reason when progressive merchants right now consider the store sign question they consider it solely from the standpoint of making an impression upon the public that will be pleasing and that will make trade. They want signs that will make the people remember their stores. Signs that will do that are a good investment. They bring profitable returns.

The old way in buying a store sign was to buy the same kind of a sign that every other concern in town used. Uniformity and monotony ruled, not individuality so necessary to all affective work in and around the store.

Cost Is Reasonable.

Another thing, many merchants have thought about the advertising possibilities in good store signs but not being in close touch with institutions with good sign making facilities they have labored under the idea that the cost would be prohibitive. Gradually many of these are learning that the cost is reasonable and they also have the experience of other merchants to reinforce their ideas about the trade pulling value of the good sign.

Take the electric sign, for instance. There are many towns throughout the Northwest which use electricity for lighting purposes. Merchants from those towns will visit the Twin Cities and see the advertising value of the electric sign demonstrated to their utmost satisfaction. They remember best those houses which use the electric sign.

And as merchants investigate the matter thoroughly the use of electric signs in the smaller towns and cities grows rapidly. The results are very satisfying. Of course the increasing use of electricity for lighting has a great deal to do with this rapid advance of the electric sign but the fact that merchants are giving much thought to this matter is also an important element.

The First Electric Sign.

Almost anyone can imagine just what the people of a community say when the first electric sign is installed in a town. It is a new thing and it never loses its newness. Every night it flashes its story to people who talk about it wherever they go. By and by if another store gets an electric sign of different pattern, it also tells a story of individuality and enterprise. And the people in that section of the country remember and talk about the town whose stores have electric signs.

But the signs which talk in the day time are just as important. Whether they be on the front, the side, the rear, or on all sides of the store they ought to be attractive. They ought to stick out at the passerby and in their own way say, "Come here. You can see by my own appearance that this is a store of enterprise and good values."

Signs that do that make money for the merchant every day. In equipping his store with trade pulling signs the merchant needs expert advice just as he needs it in arranging his other advertising.

Usually the merchant was content with a sign painted on old style lines and judged more on cheapness in cost than on its attractiveness and trade making possibilities. The local painter or the traveling painter who lettered the sign did the best he knew how, but as his business was not sign making his ideas were few and each merchant found that he had about the same kind of a sign as his neighbor. It takes an artist and advertising expert combined to make signs adapted to the needs of each store.

The per capita tea consumption in the United States has not increased in fifty years. Then it was the same as now 1.3 pounds per annum. Imports last year to the United States from tea-producing countries, was 103,000,000 pounds.

Sanipure Milk

An Artificial Mother's Milk for Infants and Invalids. The only Perfect Substitute for a Healthy Mother's Milk—All Jobbers.

PACIFIC COAST
CONDENSED MILK CO.
Seattle, Wash.

JOHN H. SPOHN, Agents.
San Francisco, Cal.

CRACKER COMBINE PLANS.

Will Comprise a Hundred Plants And Employ 8,000.

New York, Aug 8.—The big cracker bakery combine, which will be known as the General Biscuit Co., and which will comprise not less than a hundred of the leading independent cracker bakeries of the country, has been definitely formed in this city and its temporary officers chosen. The formation, however, is as yet only temporary, and those most deeply concerned decline to give out any very definite information till the combination of plants has been more generally perfected.

The president is said to be a well known Western financier not at present interested in bakeries, but possessing large financial backing and unquestioned ability. The chairman of the executive committee is a New York banker, commanding large resources and having a reputation for executive ability and organization. The remainder of the board comprises practical bakers and financiers in about equal ratio. The corporation papers have already been drawn up and will be filed in a few days. The capital stock to be authorized will be $30,000,000, but for the present it will be issued only in sufficient amounts to absorb the plants desired.

The management at present in control proposes to take in only such plants as it deems best suited to its purposes and obtainable at what it deems reasonable capitalization. About 25 have already signed the papers to sell to the new concern, and a committee of appraisers and auditors is at present examining the contemplated properties, with a view to arriving at a basis of taking over. Other properties will be absorbed as fast as the new company and the present owners reach mutual agreements. It is not the intention of the new management to do away with the management or local business affairs of the several companies, but to leave things largely as they are at present and confine operations to the securing of economies, which are now lost by competitive operations along parallel lines. It is understood that bread baking, as well as crackers, will form a large part of the new company's business.

The new company, it appears, is the direct outgrowth of the Biscuit and Crocker Manufacturers' Company, which is the buying corporation owned by stockholders representing practically all the independent bakeries of the country. This company is the direct outgrowth of an association formed by H. B. Grubbs, of St. Louis, about five years ago for mutual buying of bakers' supplies. It succeeded so well that the association was incorporated into a stock company about two years ago, and Mr. Grubbs came to New York as its manager. Mr. Grubbs was asked about the new combination yesterday.

"Yes," he replied, "I know something about it, but I am not at liberty to discuss it or to give out any facts. The new company is the development of our association and not at all the work of any professional promoter. It started itself because our members found there were such advantages in association. You could no more have stopped it than you could stop the wind blowing. The idea evolved naturally and finally took form. I expect that by the time our committee has completed its work we will represent 100 bakeries, whose annual output is not far from $25,000,000 and who employ 8,000 hands. At present the formation is moving slowly and on strictly business lines. There will be no water in this corporation, but every dollar will represent real value, capable of carrying itself as a profitable investment. One thing I will say, however, to correct a misapprehension, and that is that the new company does not interfere with our purchasing company, which will continue as ever buying for the same plants whether they be owned by their several old proprietors or by the new corporation."

Marysville.—Experiments are being conducted by the Diamond Match Co. at Barber for the production of paper from wood fibre produced in the Stirling City experimental plant. Experts in the business have the experiments in charge, and much interest is felt in the outcome of these, as they may forecast the installation of a new industry in this city. The experiments are not being conducted to secure the production of a crude paper, but of a bond and the finer quality of papers. The results obtained so far are satisfactory to those in charge, but will be referred to Eastern experts, who will report to the directors of the company. With the directors and the report of the experts will rest the decision as to whether a plant for the manufacture of paper will be established here.

Remember that no matter what line you are in you owe a great deal to the trade paper, and treat it accordingly. If readers but knew of the expense, work time, and effort that it costs to produce the smallest trade paper in existence, they would marvel. If they realized what trade papers have done for them there would not be a single man in any line who did not subscribe for every one printed that catered to the interests of the lines in which he is engaged. It is a fact not generally appreciated that a trade journal benefits many members of the industry to which it is devoted who never read it, and many concerns obtain business from items printed in its news columns who never advertise in it. Both classes could derive much larger benefits if they would only read it and advertise in it.—"General Merchant's Review."

A prune seeder has been installed in the J. K. Armsby packing house at Visalia, and a force of women and girls are busily packing one-pound cartons of this new product.

BANKING INSTITUTIONS.

LOCARNO PARIS NEW YORK SAN FRANCISCO

Swiss American Bank

Of Locarno, Switzerland

San Francisco, Main Office
1452 Fillmore St.

CAPITAL $600,000

Branch
622 Montgomery St

SURPLUS AND UNDIVIDED PROFITS, $190,000

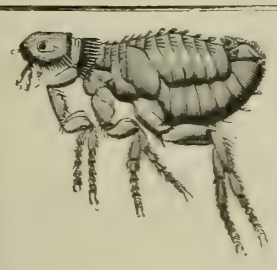
TOTAL ASSETS, $5,330,000

San Francisco Agents and Officers

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HENRY BRUNNER,
T. C. TOGNAZZINI.
CHAS. MARTIN CO.,
B. G. TOGNAZZI.

Officers.
CHAS. MAGGINI, President
A. A. MICHELETTI, Cashier.
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The Eureka Insect Exterminator

is a preparation of eight different drugs and is so well compounded that it actually destroys insects, yet it is harmless to the human.

It kills Fleas, Flies, Ants, Moths, Bedbugs, Roaches, Lice, Mosquitos, Etc.

Price list, page 28.

For Sale by the Wholesale Drug and Grocery Trade
JOSEPH FUSCH, Manufacturer.

1797 Bray Ave.
Fruitvale, Cal.

Phone Merritt 2962

Clerk's Corner.

ACROSS THE COUNTER.

By The Clerk.

You know, the longer I live the more assured I am that the man who puts his whole essence into his work behind the counter is getting awfully close to the dead certainty of either being his own boss or the boss's partner! I've seen it come about so often.

One of the best lessons I ever learned in behind-the-counter salesmanship was taught me unconsciously by a cigar merchant about a year and a half ago in his store.

I had often wondered how men like him made such big commercial successes in the smoke and other commercial lines. I'm inches taller than he, and my mirror tells me I'm every bit as handsome. Yet I am behind the counter working for the boss, and he is boss of a dozen or more of his own counter. So it is not size and looks that measure the weight of one's earnings.

Well, that day about eighteen months ago I was talking shop music with him when a fellow came in and, walking up to one of his assistants, showed him a new meerschaum pipe, and said something I did not hear. The cigar clerk started off rummaging through a lot of drawers on one side of the counter: then more drawers on the other side of the counter. But the thing he wanted did not turn up. The Boss then left me and asked the clerk what he wanted.

"You'll find them in one of those drawers," said the proprietor, whom I will call Bob, pointing in another direction. The clerk hunted again a few seconds, when Bob took a hand in the game. After pulling out some thirty more drawers and reaching to the back of numerous shelves, he pulled out a little cardboard box. It had taken about a quarter of an hour to find it, and the customer has begun to protest it was not worth so much trouble. And what do you think was wanted? A chalk button for the meerschaum pipe! A long old task for a nickel's worth of chalk. But the energetic Bob had only just started. Instead of handing the box of buttons over to his assistant, Bob asked for the customer's pipe, looked it over carefully, whipped out his pocket knife, cut down the edges of the chalk, and dropped it into the pipe bowl. The owner thanked him, apolgized for the trouble, and held out his hand for his meerschaum. But Bob was not just satisfied with that button till he worked it out of the bowl again. Then he cut away some more around the edge of it and replaced it cautiously in the pipe, and tapped it gently with the handle of his knife. And then he handed it back to his customer, who by this time was profoundly grateful.

Now this a simple act to make so much ado about. But what cigar clerk would hunt his store for a chalk button and about a cent profit? I wouldn't at least, not till then.

Here was a man worth many dollars a day spending nearly half an hour to spend a cent. Why? Because he made a practice of doing whatever came before him, and doing it—not half doing, it, or doing it fairlywell—but thoroughly doing it. It reminded me of Walt Whitman's eulogy of Grover Cleveland just before his last election: "I don't believe in him because he has any great shakes in himself, but because he has done his best; not your best or my best, but his best?" I tell you example is better than precept. When I got back to my counter after this insight into the clockworks of success-making, I never thought any request or desire of a customer too insignificant or unprofitable to attend to, and attend to energetically. It was a practical sermon to me that is registered indelibly in my brain under the caption of "Bob and the button."

Susanville.—Several months ago the local papers here announced the discovery of a natural deposit of soap, or, rather, of soap making material at Mud Flat, 15 or 20 miles from Susanville. The deposit is of a chalky appearance, but is very smooth, almost impalpable to the touch, and slightly oily. Last season a company of Whom W. A. McNaughton, a mining expert of Reno, Nev., is at the head, acquired possession of the land is now preparing to manufacture various articles for which there is great demand, such as polishes, toilet powders and last, but not least, soap. The deposit at Mud Flat is an extensive one. The soap-making material is covered by sedimantary soil to a depth of several feet in places, and, extending over several hundred acres, is also several feet deep.

Kent, Wash.—The Pacific Coast Condensed Milk Co. is contemplating the erection of an immense can-making plant costing from $75,000 to $100,000, to be one of the biggest plants on the entire Coast; location not yet decided on; building will be about 205x150 feet, and will be of reinforced concrete. All cans used by the company will be manufactured in it. Company now has factories in Kent, Mt. Vernon and Chehalis, Wash., and in Hillsboro and Forest Grove, Ore. Many towns will offer inducements for the location of this factory, but Kent will stand a good chance to secure it if she works.

Only five merchants out of each 1,000 at the age of 60 are self-supporting.

Cracker Jack

"The More You Eat
The More You Want"

The World's Greatest 5 Cent Seller

Dodge, Sweeney & Co.

Agents

San Francisco California

Are You Well Stocked With

THE

EGG-O-SEE COMPANY'S

CORN

FLAKES

If not Why not? Are we not Advertising in a way that will move the Goods for you? And are our Goods not backed up with quality as well? Push the goods of the manufacturer who helps you to sell them.

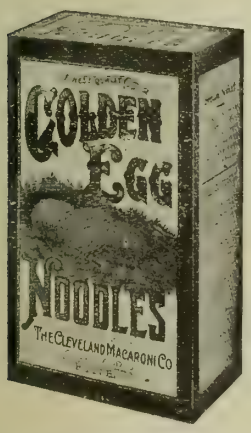
Egg-O-See and E--C--Corn $2.85 single case, $2.75 5-case lots

Every Jobber in the United States carries our Goods

Egg-O-See Cereal Co.

133 Hansford Bldg., S. F., Cal.

You take no Chances When you Buy



Golden Egg Noodles

Golden Egg Macaroni

Golden Egg Spaghetti

Golden Egg Alphabets

5c and 10c

PACKAGES ONLY



Guaranteed Under the Food and Drug Act of June 30, 1906.
Serial No. 415

Write us for Samples

B. F. STONE, Jr., & Co., 91 Sacramento St., San Francisco

Sales Agents **Phone Temporary 2024**

BUILDING WINDOW DISPLAYS.

Accessories Employed by Careful Merchants Who Study This Class of Advertising.

(Copywright by S. W. Roth, the Retailer's Journal.)

(We begin this week a series of articles on Window Dressing. The following interesting matter we take from "Art and Science of Window Dressing," by special arrangement with the author.)

Any man who can handle a saw and a hammer well can easily master the technique of window trimming. Of course the neater he does his work the better will be the effect produced.

Some of the accessories it is well to have made by an experienced carpenter. These may be used often. Some of them will come into use for almost any display.

Arches, columns and the like are part of a merchant's stock in trade when he takes to window trimming.

Boxes of various shapes and sizes are useful. These he can find in his own store.

Cheesecloth and other materials for draperies can be had at a reasonable price at almost any dry goods store. As the window dressers of to-day are using cheesecloth more liberally than they formerly did, it is well to bear the fact in mind. Experience has shown it advisable to use this material. Besides, it is cheap and can be had in almost any color.

Among the number of fixtures very useful in carrying out certain ideas some very simple are herewith shown.

Figure 1 is made from two wooden circles of equal size with slats nailed to the edges. These columns make good supports for arches, shelves and displays. It usually happens that it is necessary to use two of these columns—one on each side of the window.

Figure 2 shows a lattice frame which is useful in many ways. It is light and may readily be covered with cheesecloth and put into use in almost any part of the window. For grocers whose windows are open in the back this may be used for a background. Where the grocer has an open window he should have one of these lattice frames made to fit it, in order that it may be closed when he comes to making a display. It is light and may readily be put in and taken out.

Figure 3. It very often happens that it is necessary to have steps. These are useful in many ways, and as they may often be brought into requisition and are inexpensive it is wise for the grocer to add this fixture to his list. By making two frames as shown in figure 3, a board may be laid upon each of these steps. When covered with a suitable colored cheesecloth the fixture has a substantial look and serves well in showing almost any kind of goods.

Figure 4. This pyramid is made of two planks tacked together, each plank being in the shape of a triangle. This can be made of any size desirable, either as to height or breadth at the base. When well made these pyramids are substantial and will stand alone on any even surface. A number of these may be used in a window to show dried fruit or other small goods, which may be tacked on.

For the top of the background, below which is usually the curtain effect of cheesecloth the lattice or grill work effects prove very attractive. They are neat and simple in construction, which is a great point in their favor.

AAfter completing the cheese cloth back ground, fasten a

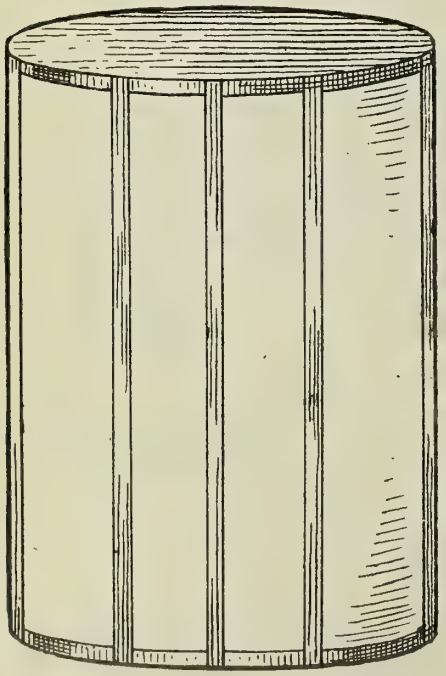


FIGURE 1.

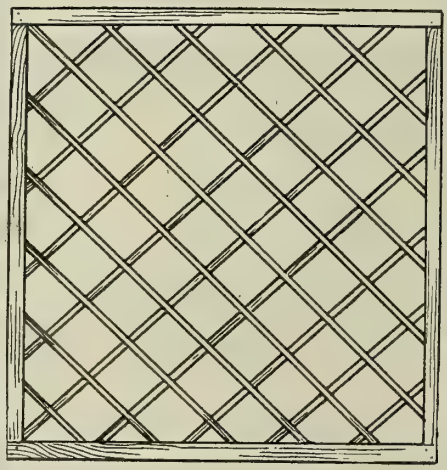


FIGURE 2.

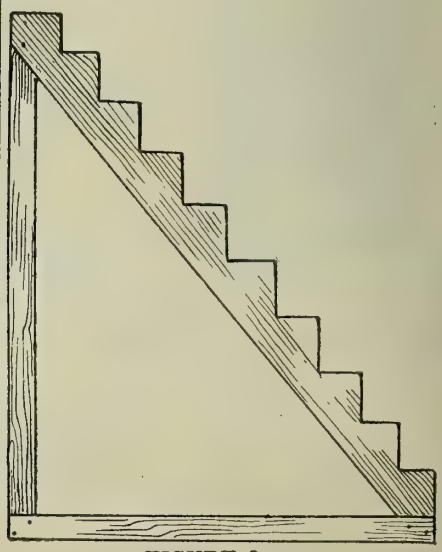


FIGURE 3.

1x2 strip across the back of the window, about 28 inches above the top of the cheese cloth. Next fasten a piece, 28 inches long, at each end, so as to form a complete frame, always placing the flat side of the strip out. Than cover the frame with 5 inch strips of cloth, so the raw edges will not show, and you are ready to begin with the grill work. **(See figures 5 and 6.)** Whichever size of grill you select be sure to have the meshes of even dimensions. The best proportion is 2½ inches square. White tape ½ inch wide, termed "25" line, is used to make the lattice or grill, beginning at either the left or right hand upper corner, (if figure 6 is used). Continue with the tape marked "As" until the frame is complete with vertical lines; then begin with the tape marked "Bs" and continue across. When finished the result will be as per Figure 5.

If Figure 6 is used, begin with the horizontal lines and when completed finish with the perpendicular.

To cover the tacks, plait a piece of cheese cloth about 3 inches wide and, after tacking it all around the frame, complete by tacking over the center of the cloth one line of tape, which will give a very neat finish. Signs may be fastened to the top of the frame after finishing or pined in the center of the grill.

The tape mentioned can be had in rolls of 10 yards or 1,000 yards. The former, of course, is the more expensive, retailing at 10 cents each, while the 1,000 yard spools wholesale at $1.65. White is the most attractive, although tape may be had in numerous colors.

Figure 7 represents a very useful stand, simple of construction. The size depends upon the size of the window. Neatly covered with cheese cloth of a suitable color it is a desirable fixture for the center of the window. All kinds of small goods may be shown on this stand.

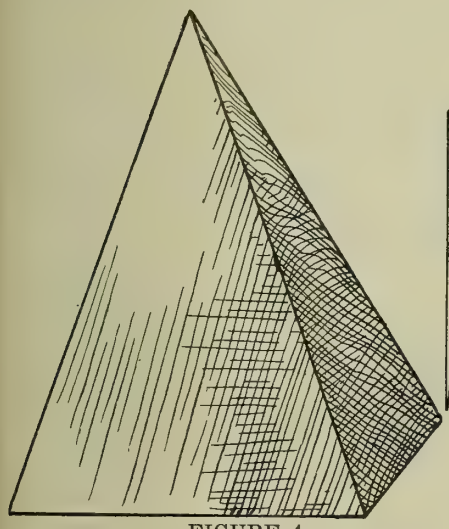


FIGURE 4.

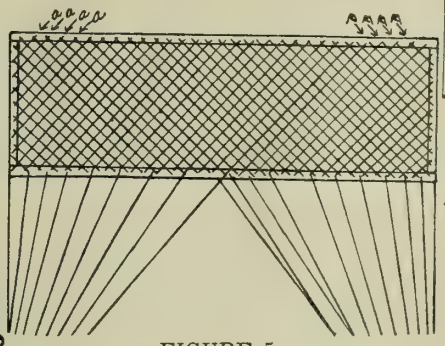


FIGURE 5.

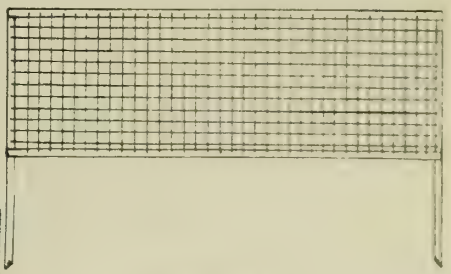


FIGURE 6.

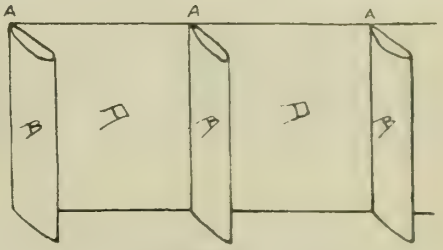


FIGURE 7.

Now is the time to run on

HUMBOLDT COUNTY BUTTER

GIVE YOUR CUSTOMERS

ALPHINE OR GOLDEN GLOW

And you will not have to listen to Kicks.

MONOTTI-LARIMER CO.

Phones Park 570 and 571. 707 Grove St., S. F.

ADVERTISING OR BULLDOZING.

Failure of Some Manufacturers to Remember the Retailer When Advertising Their Product Results Disastrously.

Advertisers—that is, advertisers who do any serious thinking along the lines of the psychological effects of advertising—will do well to consider some of the utterances of the Los Angeles "Commercial Bulletin," regarding the recent collapse of the "Force" and "H. O." concern. It may not all be accepted without debate, but it is worth considering for the thought it contains. Among the statements are these:

> The retail grocers of the United States, nearly 200,000 strong, contributed more than any other element to the $2,760,000 failure. The Force and H-O Companies reckoned without the retailer. They regarded him as a necessary though objectionable element in distribution; an element to be used but not respected. And they have failed.
>
> The consumer demanded Force and the retailer was forced to stock it. He bought at 4.25 to $4.50 a three-dozen case and sold it at two-for-a-quarter, making a margin of profit which would bankrupt him if it represented the margin on all of his grocery sales. For a time he was defenseless. The sales managers for Force depended on just one thing for their success—advertising to the consumer. They concluded that an advertising-made demand for Force represented all that was necessary.
>
> The lesson to be drawn from this by other manufacturers is that the retailer must be reckoned with. He is the biggest single element in the trade.
>
> He can dictate the manufacture and sale of things about as powerfully as any other class. He can buy what and where he pleases, and if he does not like one line he can turn it aside and take up some other more to his liking.

The Man Behind the Counter Sells the Goods.

Whether it be just to attribute all the troubles of the "H. O." people to the antagonism of the trade or not in this particular instance is immaterial for the purpose of this argument. But there is back of it a thought which every advertiser ought to consider—must consider eventually—if he is to get results from his advertising. That thought is that "the man behind the counter sells the goods," and it is as true of the jobber, perhaps more so, thanof the retailer. In modern advertising the manufacturers appear to have completely forgotten this fact and have gone mad on this one fad of "advertising to the consumer."

Demand Is Often Merely Curiosity.

That there is merit in advertising to the consumer, there can be no reasonable doubt. It is equally true that on a new commodity there is an educational effect from advertising to the consumer which is valuable in introducing the new goods. But, alas, the resulting demand is generally one of mere curiosity, which fades away about the time the grocer was stocked up. If there is any effect at all from advertising of that sort, it is as effective for the next newcomer as for the first. And in breakfast foods, which nowadays come trooping down the defile in daily phalanx, the invasion becomes to the average grocer an intolerable nuisance and graveyard for his capital. He is heartily disgusted with advertising-fed artificial demand.

Placing a Premium on Substitution.

Then there is the manufacturer who feels so confident of his ability to force the grocer to take his goods that he boasts of the fact, takes all the profit and doesn't care a rap for the grocer. He is using the fickle public as a bludgeon with which to bulldoze the trade into submission. He relies on the claim that his goods are "the only genuine," when, as a matter of fact, it is quite likely the self-

Save Time and Money by using the

P. M. B. CABINET SYSTEM

The shortest method of keeping accounts for retail stores

No Book-keeper, No Day Book, No Ledger, No Index to Find Accounts or Expensive Equipment.

Keep your accounts POSTED and BALANCED TO DATE shows EXACT AMOUNT each customer owes AVOIDS DISPUTED BILLS. Customer receives statement of account IN FULL with each purchase.

ALL DONE WITH BUT "ONE WRITING" OF THE ORDER

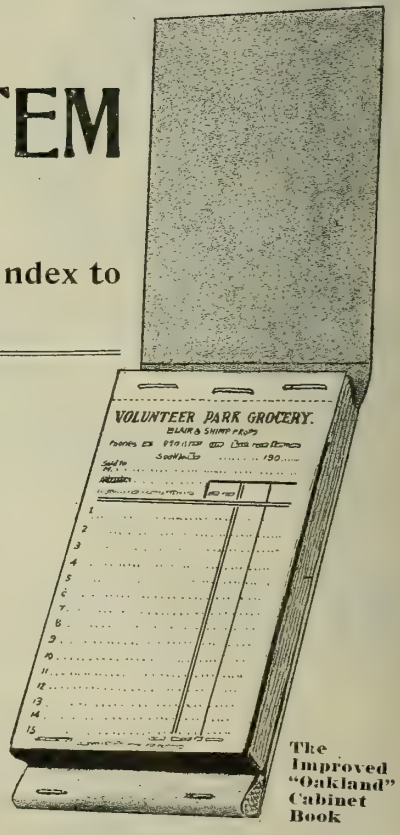
Ask for our illustrated circular which fully describes this system.

Address Department "A"

Pacific Manifolding Book Company

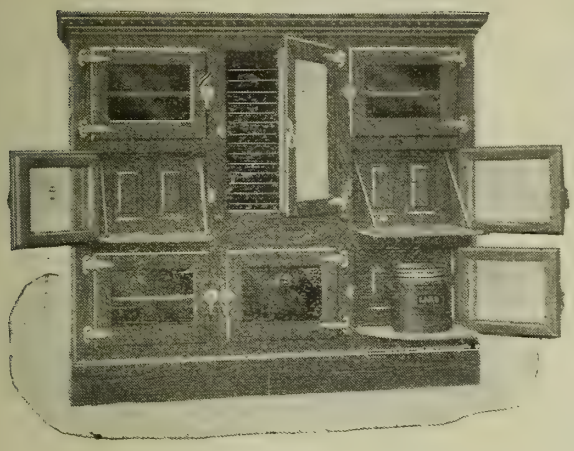
Main Office and factory:
7th and Powell Streets
Emeryville, Cal.

San Francisco Office:
125 Hansford Building
Phone Temporary 4097



The Improved "Oakland" Cabinet Book

FORT SMITH REFRIGERATORS.



STYLE No. 7686

E. Broderick	715 Fillmore St.,	S. F.
Rathjen Co.	Lombard and Fillmore	S. F.
H. Hellberg	Ninth and Bryant	S. F.
McCarthy Bros.	Bush and Baker	S. F.
Kohn Bros	1201 Turk St.	S. F.
F. Stuermer	18th and Danvers St.	S. F.
C. Stelling	29th and Church	S. F.
J. M. Hanley	2300 Sutter	S. F.
Maxwell & Streckenbach	1302 18th St.	S. F.
Fred Pielhop	249 Courtland Ave.	S. F.
Fay Gro. Co.	3rd Ave. and B St.	S F.
J. Vennekohl	1839 Eddy St.	S. F.
Southern Heights Gro. Co	1471 18th St.	S. F.
W. A. Rogers	900 I St., corner 10th Ave.	S. F.
H. Heitman	2248 Misison St.	S. F.
H. Dinslage	3375 Sacramento St.	S. F.
Miller & Lawlor	Guerrero & Clinton Park	S. F.
C. F. W. Miller	239 Brighton Ave., Ingleside	S. F.
J. Straub	101 De Montford Ave., Ingleside,	S. F.
J. Soltaro	Park and Central Ave.	Alameda
Martin Eggers	Fruitvale Av. & Boulevard,	E. Oakland
W. Zeller		Palo Alto

Sonoma Co. Fruit and Produce Co.	Santa Rosa	Drury & Bartholomew	Stockton
C. D. Fontana	Copperopolis	J. Rohrer	Stockton
Rossi Bros.	Stockton	Hall Bros.	Stockton

The Following Well-Known GROCERS are Using the Above Style Refrigerator

We make all Styles and Sizes for the Grocery Trade.

REMEMBER - - - - - - - - - - If We Make It It's Made Right

BECK HARDWARE CO.

SAN FRANCISCO — Phone Temporary 978 — LOS ANGELES

73-75 Clementina St. Near 2d and Folsom — 47 Central Avenue.

Cable Address "CLUFFECK." — Telephone Temporary 2860

William Cluff Company, Inc.

Wholesale Grocers...

Importers and Exporters of Cigars and Tobacco.

◆ ◆ ◆ ◆

Spear and Mission Sts.

San Francisco, Cal.

HAAS BROS.

Wholesale Grocers---

Importers and Commission Merchants.

100 CALIFORNIA STREET

(Corner Davis)

San Francisco — California

same goods are being sold by some grocer under another label. His tyrannical attitude merely places a premium on substitution by the g rocer at the first opportunity. And he has only himself to blame. He has really been a foe to the grocer and a deceiver of the public. And you can't fool all the public all the time.

Manufacturers Must Consider Distributors.

As against this, contrast for a moment a local advertising campaign which will become effective because it is natural and sound. If a manufacturer expects his products to take a permanent stand on the market he must reckon with two elements of trade—the wholesaler and the retailer—as well as the consuming public. The manufacturer who is a wise man will make his peace and friendship with both alike, and will share with each reasonable profit in payment for his share in marketing the manufacturer's wares. The wisest students of the art of merchandizing today have agreed that the true tide of success lies along the logical channel of the jobber and the retailer. Here and there an eddy which cuts out one or both may reach its goal, but the great, deep, irresistible tide runs smoothly in the recognized channels, and a cargo on such a stream will reach its goal more safely and surely than it will when threatened by rocks of antagonism.

The manufacturer who can win the co-operation of the jobber need have no concern about the fate of his goods. The jobber, with his corps of salesmen, his economical and co-operative facilities for handling many lines, his knowledge of local conditions, his recognized influence with the retailers, the obligation, perhaps, which the retailer owes him for past favors, his knowledge of financial circumstances—all these are the possession of the manufacturer who will win to his cause the jobber. It is far more value than any conceivable demand from the consumer that may last a few hours, or days, and then fade away with the advent of a cleverer scheme.

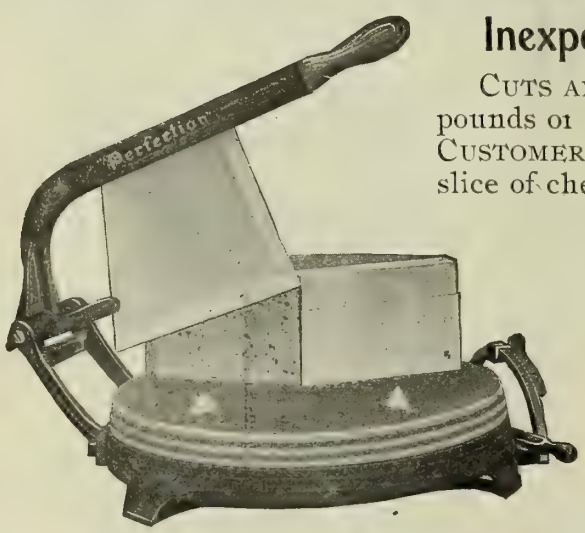
A Common Sense Method.

Advertising to the consumer, or even to the retailer, is well enough in its way, and may possibly be worth what it costs if applied with intelligence. But the average manufacturer rushes pellmell into a wild furore of billboard and barndoor advertising which amuses rather than convinces the public. He stands in front of the grocer's shop and yells in a tone of mingled egotism and defiance, without once thinking of going in and talking it over with the grocer seriously. **How much more effectively might he spend some of his appropriation if he would appeal directly to the trade, the jobber and retailer alike, select reputable, trustworthy newspapers which ACTUALLY reach the trade, print in them plain trade arguments, which will appeal to the grocer as a business man;** show him where his interests and the manufacturer's may alike be subserved, talk dollars and cents to him. If there is **real merit** in the goods and the proposition the intelligent grocer will listen. And, once won, an outlet of that kind will last a lifetime; many lifetimes. It was advertising of this stamp, backed by real merit in the goods, which placed some of the staples of the grocery trade in positions many years ago, from which no end of clap-trap clamor of recent times has been able to shake them. Any grocer can recall a score of them in a minute.

Advertising Direct to Consumer Much Overdone.

The great mistake made by the average large advertiser is that he spends his resources clamoring at the front door of consumption, totally forgetting that there is a back door which is quite likely to lead directly into the confidential office of the trade. Carrying one's eggs in one basket is a bad practice. There is more than one way to create a demand, and the perpetual campaign of advertising to the consumer has been very much overdone. Remember that "the man behind the counter sells the goods," and always will.—"Journal of Commerce."

The "Perfection" Cheese Cutter



Inexpensive Accurate Simple

CUTS ANY AMOUNT OF MONEY'S WORTH. Cuts in pounds or fractions of a pound. IT SATISFIES THE CUSTOMER BECAUSE She gets a fresh appetizing slice of cheese EVERY TIME SHE ORDERS.

IT SATISFIES THE RETAIL GROCER BECAUSE It cuts out his exact profit from every cheese.

ALL UP-TO-DATE WHOLESALE GROCERS AND Woodenware dealers carry them in stock.

IF YOURS HASN'T GOT IT, WRITE TO US,

AMERICAN COMPUTING CO.

Sole Manufacturers **INDIANAPOLIS, IND.**

Levenson & Co., San Francisco, Distributors

Pine and Front Streets

RELIES ON "WANT ADS."

Astoria, Oregon, Adopts Novel Method of Exploiting Its Opportunities.

Advertising a city through the medium of the classified columns of the leading daily, weekly and monthly publications of the United States, Canada and Europe is the original publicity plan undertaken by the Astoria (Oregon) Chamber of Commerce. The intention of this campaign is to appeal directly to the very man or woman who is sought as a new resident of the city at the mouth of the Columbia river.

Through such classifications as "Male Help Wanted," "Business Chances," "Farm Lands" and Investments," the Chamber of Commerce expects to reach idle capital, tourists and people who are on the keen lookout for opportunities to invest in the rapidly developing industries of the Pacific Coast country, or make their homes there.

Indicative of the scope of the campaign, these are a few of the publications that are now being used for a series of classified advertisements:

Chicago Tribune	Chicago News
Chicago Record-Herald	New York Herald
New York World	Boston Herald
Philadelphia Enquirer	St. Louis Globe Democrat
Minneapolis Tribune	St. Paul Dispatch
Pittsburg Dispatch	Cleveland Plaindealer
Kansas City Star	New Orelans Picayune
Atlanta Constitution	Colliers' Weekly
Outlook	Cosmopolitan
Everybody's	Sunset
Retail Grocers' Advocate	Pacific Monthly

Many Canadian papers are also on the list, together with the leading daily papers of Berlin, Paris, London, Manchester, Birmingham, Glasgow and Dundee.

Experiments on a small scale have been so productive of results that the Astoria Chamber of Commerce has Commerce has authorized a classified advertising campaign of almost world-wide proportions.

Telephone Market 228

REED PICKLE WORKS

MARY E. REED, Prop.

Manufacturer and Wholesaler

Specialties:

Dill Pickles, Sweet Pickles, Vinegar Pickles, Sauerkraut, Catsup, Horseradish, Mustard, Chow Chow, Sauce, Mince Chow, Olives, Mexican Hot, Vinegar, Salad Oil and Honey, Ammonia, Bluing, Etc.

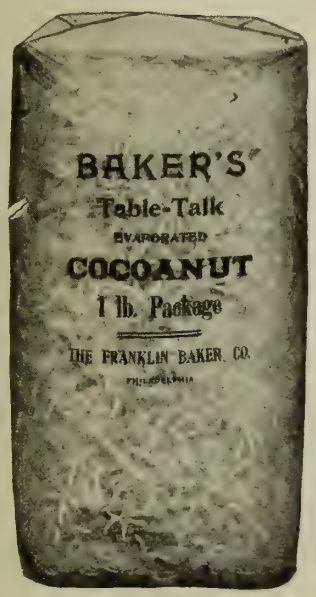
City and Country Orders Promptly Attended To

1507 FOLSOM STREET

Bet. 11th and 12th

San Francisco, California

We're Compelled to Use the Best Nuts.



There is as much difference in cocoanuts as there is in apples. We could make a good bit more money—for a while—if we would put a lower grade of nuts into

Baker's Cocoanut.

But if we did that we couldn't guarantee **Baker's Cocoanut** to keep its sweetness and color.. So we have to use the best grade of nuts to protect our guarantee, even if there were no other reasons.

BUY BAKERS' TABLE TALK BRAND

In Oil-proof bags, packed in 18-lb. Pails and 30-lb. Cases
Sold at Bulk Prices.

No loss in breaking up of the Shred.
No loss in over weighing.
No loss in evaporation.
No loss of time in handling.

Always clean, moist and fresh, and profits sure!

The Franklin Baker Company, Philadelphia.

Johnson-Locke Merc. Co., Agents, - San Francisco.

California's Best Advertised Product

GHIRARDELLI'S

Chocolates and Cocoa Satisfies Everybody

THE DEALER
Because it Cannot be Sold for Less than a Fair Price:

THE CONSUMER
Because it is always Pure, Fresh and of Full Strength.

In order to protect our Trade Mark and Also Protect the Dealers who Distribute our Goods, we have fixed the following as the minimum prices of the goods listed below:

Ghirardelli's Ground Chocolate, 1-lb. tins....30c
" Ground Chocolate, 3-lb. tins.....80c
" Cocoa, ½-lb. tins.....25c
" Eagle Chocolate, 1-lb. tins.....25c

(More may be charged when the dealer finds it necessary.)

We sincerely trust that the Retail Trade will appreciate our Good Will and will lend their aid in our efforts to maintain the above prices

D. GHIRARDELLI CO.

PRICE MAINTENANCE LEGAL.

Review of Decisions of Many Courts on This Matter.

PROMINENT AUTHORITIES QUOTED.

Strict "Anti-Trust" Laws Do Not Forbid Protection of Selling Price.

(By Frank B. Connolly, Director National Retail Grocers' Association.)

At the National Convention held at Cincinnati in 1905, I became convinced that the the National Grocers' Association should have a "Paramount Issue."

I can conceive of no policy that would interest and benefit all the retail grocers of this country, big and little, single store and buying exchange man, except a policy that would tend to insure a better profit in handling leading staples; that would protect the price cutter against the department store and the conservative man from the price cutter, through the activity of the manufacturer, who is the only one who has the **LEGAL** right to maintain prices by force.

Some manufacturers were already doing this. Many wanted to know what the retail grocers would think of it.

All the resolutions passed at Cincinnati, in my estimation, were of minor importance when compared with this plan.

Trade Press Approve.

I sent an article on this question to the "Trade Press Bulletin." In commenting on this the "American Grocer" of April 15, 1905, said: **"The manufacturer has the right to refuse to sell to those who cut his price and to demand of the wholesale trade that they refuse to sell firms that cut this price.**

"The manufacturer alone has that right.

"This has been the position of the 'American Grocer' for years on the ground that the interest of a manufacturer in proprietary goods does not cease until the identity of goods protected by patent or trade-mark was destroyed."

"The Inland Grocer" of April 15, 1905, says of my article:

"He makes a telling point in his suggestions that while jobbers and retailers cannot safely agree upon selling prices, the manufacturer of any article will be upheld by the courts in insisting upon a given price."

Combinations Are Punishable.

The Grocers' Association of Topeka, Kan., were sued for damages by a department store because their secretary wrote to a jobber in Kansas City demanding that this jobber refuse to sell goods to the department store. The grocers of Ennis and Waxahachi, Tex., according to my friend Julian Capers' speech, at the Dallas Convention, combined to raise prices and they were forced to disband and have since been unable to revive their association.

The plumbers' association of Toronto, Canada, and also of Toledo, O., have made the mistake of combining with the wholesalers to raise prices.

Individual Action Allowable.

All of these instances were in restraint of trade and in violation of the anti-trust laws.

We agree that a combination of two or more to raise prices is in violation of the law. But **when ONE man** (the manufacturer) says: **"My goods must be sold at the following retail prices:"** he is entitled to the protection of the law.

The following conditions in support of this I herewith give:

Federal Court Decision.

In re Green, 52 Fed. 104, it is held that a contract on the part of a retailer not to sell below a specified sum is a contract **not in restraint of trade** and one that would be enforced, and that an action in damages will lie for its breach. The opinion says, at page 118:

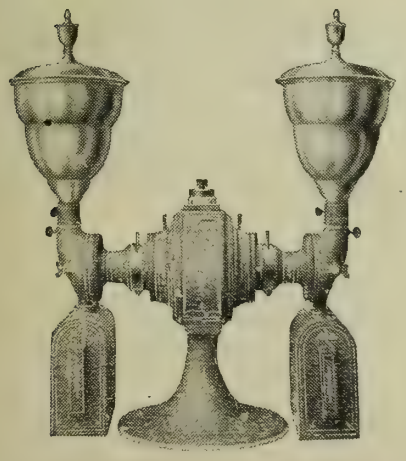
"The arrangement treated as a contract was founded upon a valid consideration, and only secured to the vendors a reasonable protection in their business."

New York Decision.

In the celebrated case of Park & Sons Co. vs. National Wholesale Druggists Association, 175 N. Y. 1; 96 Am. St. Rep. 578; 66, N. Y. Sup. 615, Honorable Alton B. Parker, Chief Justice, said:

"The manufacturer may name the price which the consumer shall pay for his article, which means that he can both make the price and enforce it by contract.

"The Sherman anti-trust law includes within its terms



IN TWO YEARS THE

Royal Electric Mills

Have grown into the Largest Line of its kind in the World

WHY?

BECAUSE—

1st. A ROYAL MILL cuts the Coffee into even granules, without crushing or grinding.

2d. A ROYAL MILL is self-cleaning, not a grain of Coffee is left in the mill to mix with the next lot.

3rd. ROYAL MILLS will Pulverize Coffee Without Heating, no other will do this.

Beck Hardware Co.

73-75 Clementina St., Near 2nd and Folsom Sts San Francisco.

any combination or contract which in any way may have a **direct and immediate** tendency to restrain trade, restrict competition or form a monopoly, no matter how reasonable such contracts, combinations or restriction may be.

"It is to be noted that this relates **only** to contracts whose tendency is directly and immediately to restrain trade. **It does not relate to contracts which are otherwise legal and only restrain trade incidentally.**

"Not all contracts that restrain trade are affected by the Sherman anti-trust law. It refers only to those which restrict trade between states or foreign nations. Of this class only those that **directly and immediately** affect such restriction are forbidden.

"Numerous decisions unite in agreeing that **an individual person or corporation can raise or lower his price at his pleasure. He may charge one customer more than another. He can give his goods to one man for nothing and charge another the full market price. He can even restrain trade or commerce with regard to his own product, acting as an individual.**

"The Sherman anti-trust law makes it illegal for two or more to combine to do such a thing. It provides as follows:

" 'Every contract or combination, in the form of trust or otherwise, or conspiracy in restraint of trade or commerce among the several states or with foreign nations, is hereby declared to be illegal.'

Must Be Direct Restraint.

"The United States Supreme Court states in the case of Addyston Pipe and Steel Company vs. U. S. 175 29, that Congress has power to prohibit contracts 'which **directly and substantially and not merely indirectly, remotely, incidentally or collaterally** regulate to a greater or less degree commerce among the states.' "

In the same opinion it is stated:

"Where the contract affects interestate commerce only incidentally and not directly the fact that it is not designed to affect such commerce is simply an additional reason for holding the contracts valid and not affected by the act of Congress.

One Not a Conspiracy.

"A single individual or corporation cannot sell any article without first fixing its price. When it fixes its price of the article it does not enter into a conspiracy of any kind, for **one cannot enter into a conspiracy with one's self.**

"Numerous discussions in regard to these facts have been recorded by the Appellate Division of the Supreme Court in New York, also the Court of Appeals.

"In the case of Walsh vs. Dwight et al., 58 N. Y. Sup. 91, it was held that **it was legal for a manufacturer to have an agreement with his customers to give them a rebate if they should refuse to sell his article or other similar articles at less than a certain price.** They held that such a contract was perfectly allowable under the provisions of the New York anti-trust law, which makes illegal **every contract or combination in the form of trust or otherwise whereby competition or the supply may be restrained or prevented for the purpose of advancing price.'**

"Cow Brand" Soda Case.

"This case is of special interest, since it turned upon the right of the manufacturer to restrain the price of Dwight's 'Cow Brand' saleratus and soda. Walsh, the plaintiff, had been supplying a similar article to the trade at a considerably lower price than that charged by the Dwight concern. The Dwight Company then made contracts with a large number of jobbers and dealers whereby they agreed to pay a rebate quarterly of one-half a cent per pound on all purchases of their 'Cow Brand' saleratus and soda in consideration of these various parties agreeing not to sell it at less than certain prices fixed by them.

"The Walsh people complained that the prices fixed by the Dwight concern were exorbitant and fictitious. They also stated that the contracts so prevented competition that their business was utterly destroyed and that they were prevented from competing.

Could Buy Other Goods.

"Nothing in the contract prevented the jobbers and retail dealers from purchasing and selling the goods of others than the defendants. The defendants simply offered the parties purchasing their goods to make a reduction in the price of the goods sold, in consideration of the purchaser agreeing not to sell the goods at a less price than that made by them, and not to sell the goods to other manufacturers at a less price than that which they agreed to sell the defendant's goods. It is difficult to see upon what ground it can be claimed such contract is illegal.

"That the defendants have the right to establish agencies for the sale of their goods and to employ others to sell them **at such prices as they may designate cannot be disputed.** Nor can it be disputed that the manufacturer of merchandise has the right to sell to others **on condition that the vendees in selling at retail should charge a specified price for the goods sold.**

Price Agreement Is Legal.

"If a dealer in goods of this kind, for his own advantage, agrees to confine his business to a certain line of goods, **and agrees with the manufacturer to charge a particular price for the articles which he sells in his agreement is not**

Do You Keep

TACOMA BEER?

NO: We Sell It

Furthermore It SELLS Itself

"THE LEADING GROCER"

TACOMA BOTTLING CO.
San Francisco
Agents for California

illegal, since there is nothing in the agreement to prevent others from negotiating with the manufacturers of other articles and selling their products to any one who is willing to buy.

"There is no law to prevent an individual from selling any property that he has at any price which he can get for it.. Nor is there any reason why an individual should not agree that he will not sell property, which he owns at the tiem of making the agreement or which he thereafter acquires, at less than a fixed price.

"The act makes illegal a contract or combination whereby competition in the state of New York on the supply or price of any article or commodity of common use may be restrained or prevented for the purpose of advancing the price. **This act did not have the effect of preventing a manufacturer from fixing a price at which his articles should be sold,** or from making an agreement with those parties who acted as jobbers or retail dealers of his manufactured articles, that they would deal exclusively in his merchandise and would not sell similar merchandise of other brands at less price than that for which his product was sold.

Manufacturers Cannot Combine.

"The act was evidently intended to **prevent manufacturers or dealers** in any commodity or articles of common use **from combining together to advance the price** of such article or commodity, by which combination the supply or price of the same would be restricted or regulated. But a contract by **a single manufacturer** as to the price at which his goods when manufactured should be sold by those selected by him for the purpose of sale or distribution **would not be a contract by which competition in the supply or price of the commodity would be restrained** or prevented.

"All of the manufacturers of similar articles could combine with these defendants in the sale of their goods, or the making of a contract such as was made by the defendants. The contract in question simply gave to such of their customers as choose to make the agreement with them an advantage as to the price for which those who refused to come to such an understanding had no share.

Some English Decisions.

"That such an agreement is not illegal has been cited by a long line of authorities. The principal one upon which these decisions are based is stated by Lord Coleridge in the case of Steamship Company vs. McGregor, 21 Q. B. Div. 544.

"The defendants have a right to endeavor, by lawful means, to keep their trade in their own hands, and by the

Ideal Tea Company, 17-19 East Santa Clara Street,
San Jose, Cal., Mar. 14, 1907.

Frank F. Wear, Oakland,

Dear Sir: Have been using coffee mills for over 20 years and had experience with nearly all of them. Always wanted one a "little better" for the mill is a great factor in maintaining coffee trade. Our last purchase was one of your No. 2121 Hobart's and we do not hesitate to pronounce it the best we have seen. Are particularly pleased with the **clean sharp cut** of the granulating burrs, something we have always wanted and never found so near perfection as in our **Hobart.**

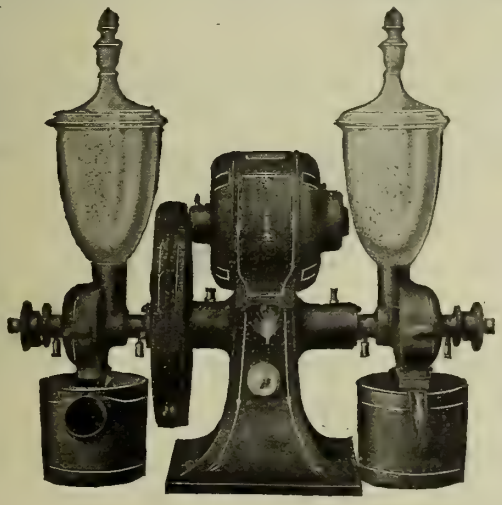
We "press the button," the Mill does the rest—and does it right, and its nail eating qualities stand alone. Would not consider ourselves up-to-date without it.

Respectfully yours,
C. M. SHELBOURN,
for Ideal Tea Co., San Jose.

Clean, Sharp-Cut and Nail-Eating Features



It Is Better to Buy a "Hobart" Than to Wish You Had.



A Word To the Wise is not Always Sufficient.

◆ ◆ ◆

Sometimes they have to be SHOWN.

Full Car-Load of assorted sizes, 1907 Model Mills to select from before advance prices go into effect Get your order in early as a car-load will not last long.

22 Styles and Sizes to Select from.

Hygienic Drip Pot

Upon application we will furnish information regarding our product that will assist you in becoming a recognized coffee

LEADER.

WRITE FOR CATALOG.

King of Electric Coffee Mills

F. F. WEAR

Dist Sales Agent Pacific Coast

Branch Office: H. B. DIBBLE, Manager
10 Marshall Square, Opp. 8th St. and Market
Phone Market 461 San Francisco

Headquarters, 137-139 Telegraph Ave., Cor. 18th St.
Phone Vernon 255 Oakland, Cal.

same means to exclude others from the benefit if they can. Among lawful means is certainly included profitable offers to induce customers to deal with them exclusively by giving them the advantage of profitable offers.

Kentucky's Severe Law.

"An interesting case bearing upon the subject under consideration came up in Kentucky when a certain wholesale grocer sought to punish the Wholesale Grocers' Association of that state, charging them with a conspiracy against him and the state.

"The Kentucky anti-trust law provides as follows:

" 'If any corporation or any partnership, company, firm, or individual, or other association of persons, shall agree, etc., in a pool, trust, combination, confederation or understanding with any other corporation, etc., for the purpose of regulating or controlling or fixing the price of any merchandise, articles or property of any kind, or shall enter into any pool, etc., having for object the fixing or in any way limiting the amount of any article or property, commodity or merchandise to be produced or manufactured, mined, bought or sold, shall be deemed guilty of the crime of conspiracy and punished therefore as provided in the subsequent sections of this act.'

"The court of Appeals of Kentucky, in the case of Commonwealth vs. Grimstead et al., 63 W. Rep. 427, upheld the constitutionality and validity of this anti-trust law. It also upheld the right **of the manufacturer to form agreements with dealers to maintain selling prices of their products.**

Need Not Sell Cutters.

In this decision the court stated:

" 'It appears that certain brands of various kinds of groceries of established reputation are protected by the manufacturers or the owner of the brands by **a refusal to sell** these goods **to anyone who will not agree to refrain from selling them upon a minimum price fixed,** from time to time, by the manufacturer or owner of the product.

" 'There does not appear from the testimony in this case, to be any obligation on the part of any member of the association to the other members to fix, control, or regulate the price of any goods. Their agreement is to maintain the prices on which in the language of the trade are called 'contract goods' or goods upon which the manufacturer puts a fixed selling price.

" 'The **manufacturer alone** regulates and controls the minimum price at which the jobber may sell all these goods, and this has been done by requiring the customer to agree not to resell the goods at a price less than that fixed.

" 'All that is necessary to decide here is that such an agreement with the manufacturer is not within the purview of the statute.

" 'It is not an error, therefore, for the Circuit Court to direct the jury to find the defendants not guilty and the judgment is affirmed.'

"In Whitwell vs. Tobacco Co., the defendant was a manufacturer of tobacco and the plaintiff a jobber therein. The defendant's method of doing business was to fix the prices of its goods so high to those who did not agree to refrain from dealing in the commodities of its competitors that their purchase was unprofitable, while it reduced the prices to those who did so agree so that the purchase of the goods was profitable to them. The plaintiff applied for a purchaser, but refused to so agree, and, upon his refusing, the defendant refused to sell him. He then brought action to recover damages for the refusal. It was held that he could not, that such an agreement on the part of a jobber was legal, and that the defendant had a right to refuse to sell to him unless he would enter into it. Judge Sanborn said:

Manufacturer's Right Upheld.

In Whitwell vs. Tobacco Co., 125 Fed. 454, on page 460, it is said: **"The manufacturer of goods may dictate the price at which the same may be sold** and an agreement entered into for the purpose of promoting the legitimate business of selling a commodity for which a market has been established, is not void as being in restrain of trade or otherwise illegal. 166 U. S. 290, 171 U. S. 505, 120 Fed. 721."

"That each party has a right to fix the price at which he will dispose of a commodity, and the terms and conditions upon which they are to be sold, and any such restricting is not illegal or in restraint of trade, but is a binding and enforceable contract. In re Greene, 52 Fed. 104, 115; 79 Fed. 625, 644; Walsh v. Dwight, 58 N. Y. Supp. 91, 93; 78 Ill. 589; 63 S. W. 427; 165 U. S. 578."

"The right of each competitor to fix the price of the commodities which he offers for sale and to dictate the terms upon which he will dispose of them, is indispensable to the very existance of competition. Strike down or stipulate away that right, and the competition is not only restricted, but destroyed."

Miscellaneous Decisions.

In the case of Lader v. Jayne, the right of the manufacturer to protect his price was conceded in the decision, also in the Banzai Silk decision.

Wherever a decision against fixed prices is rendered it is because a combination in restraint of trade has been proved, **never where the manufacturer alone does it.**

That Indiana Decision.

The National Retrail Druggists Association have just compromised a suit in Indiana in the Federal Court regarding the **TRIPARTITE** agreement between the manufacturer, jobber and retailer to fix prices.

We want the manufacturer **ALONE** to insist on the selling price—to instruct both jobber and retailer the price they must ask for his staples. This will stop price-cutting on well known staples.

The anti-trust laws would certainly be very unfair to the manufacturer if they prohibited him from protecting his trade and himself from a few vicious cutters who delight in selling some well known article for cost, thereby causing the legitimate dealer to refuse to carry it in stock.

Cutters Damage Goods.

It is not against public policy to demand damages from

Roethlisberger & Grasshoff

Dealers in
Imported and Domestic

Delicacies
Cheese
and Fish

* * * *

Sole Agents for Eagle Brand French Cream Cheese, Societe Roquefort Bee Brand.

* * *

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Cornrr Drumm and Clay Streets

San Francisco, Cal.

a cutter who does this injury to a well known brand or trade mark .

Many of the large manufacturers to-day are only selling to jobbers who they know will not break faith with them when they insist on their goods being sold at a uniform price to the retail trade.

The legitimate jobbers welcome a plan of this kind. Retail grocers who **KNOW** what the policy means also favor it.

It is not a plan where the manufacturer dictates how the dealer shall run his business, as it only applies to goods sold in the package or can and does not apply to bulk goods, which must lose their identity when emptied in the bin. Therefore each dealer can still have numerous **specials** if necessary to sell at cost or less than cost.

We feel that the National Grocers' Association should urge each affiliating association to teach its members to **"Push the goods of the manufacturer who insures you a profit on his goods. Cut out as far as possible all goods demoralized by cutters."**

Wisdom of Price-Protection.

The "Schilling's Best" Policy Explained and Its Logical Desirability Made Clear.

[Written Expressly for the Convention Number of the **Advocate** by A. Schilling & Co.]

Price-maintenance is profit-insurance. It prevents the sacrifice of a brand's popularity on the chopping block, and **protects the rights of the many from the exploitation and unjust aggression of the few.**

When one dealer in a community cuts the price of a well-known article, the popular inference might be that the other dealers are charging too much, are high priced, and they in turn feel that they are forced to cut to hold their trade.

Service, not price, is the proper basis for competition. Price maintenance makes for good service.

Good Service Versus Cutting.

Anybody can cut, but good service requires skill and business ability. Good service means safer and better business all round.

Good service is the true goal of all business. The more clearly that fact is seen, the more importance will be attached to the elimination of whatever works against it, and nothing tends more to demoralize it than cutting.

The manufacturer who does not protect his prices **simply eliminates the middleman, the grocer, from his consideration.** He welcomes cutting, for the lower the price at which his goods go over the counter the better value they are to the consumer.

Unfair Treatment of Retailers.

Such a manufacturer will even go so far sometimes as to advertise that grocers make too much profit. At the same time, the retail price will often not pay for the paper in which the grocer wraps the package. Then the grocer's only chance to make anything is to buy in big quantities in the hope that his competitor will not buy so heavily or, if he does, that he will not throw away the additional profit.

Such a policy benefits but two of the parties to every transaction—the consumer, through low prices; and the manufacturer through large sales. The dealers, the third party, are not given any consideration; they lose money since they are forced to render immense service for nothing.

Schilling's Three-Sided Partnership.

However profitable this policy may be for the manufacturer—and we know that it is profitable to some—we cannot make it square with our ideas of fair business.

We look upon the grocer, the consumer and ourselves as forming a three-sided partnership. We hold that what is the concern of one is the concern of all. In short, we take the ground that **the dealer is entitled to a fair profit for the work of distribution,** and that when a manufacturer wilfully so conducts his business as to compel the trade to sell his goods without profit, **he is a robber.**

Under these circumstances what can the dealers do?

Can they agree on a price and maintain it?

No: the law steps in and says that such an agreement is in restraint of trade.

Manufacturer Can Give Relief.

What can be done?

Exactly what we have done: **establish a retail price and ENFORCE it.**

Common sense teaches and the courts have held that a manufacturer has this right. We take the next step and hold that it is **our DUTY** to establish a price and protect it. Work and time and money are required to carry it out, but it can be done.

Since we inaugurated the policy of price-maintenance, blazed the trail and demonstrated its practicability, other manufacturers, Eastern and Western, have become convinced of its fairness and have adopted it.

GERMEA
FOR
BREAKFAST

Value to the Manufacturer.

All along, we have endeavored to secure the acceptance of the principle and to provide for its enforcement in a spirit of helpfulness, for the value of price-maintenance to the manufacturer is the value to him of having the dealers his cordial friends.

The law is made for lawbreakers, not for the law-abiding. But price-agreements are not made for a few cutters, but for the two hundred thousand victims of those few.

Faithfulness to the many requires that the few be restrained.

We shall in the future, as in the past, use all amicable means to protect our prices. We are, however, so thoroughly assured of the justice of our position and we are so thoroughly satisfied that the course we are pursuing is for the best interests of the grocery trade, that **we shall not hesitate to take extreme measures when friendly counsels do not prevail.**

What the Laws Require.

The California Cartwright law is strictly anti-trust. It prohibits two or more manufacturers from combining and in any way determining, or agreeing upon, or regulating selling prices in restraint of trade. For a number of retailers to agree or combine and agree upon certain selling prices, is in restraint of trade and is prohibited.

A sale of goods by an individual manufacturer to a merchant with the understanding that he offers the goods in accordance with his policy at a specified retail price, is not restraining trade—is not interfered with by the Cartwright Law. This is our understanding of the statute and it is the advice of our attorney, and we are governing ourselves accordingly—selling, as we have sold, in accordance with and subject to the conditions stated in our notification, by registered letter, to the trade, which notification has legal force and is binding on all dealers in Schilling's Best, wholesale or retail.

Retail Dealers Should Co-operate.

The grocer's attitude towards price-maintenance should, in our judgment, be that of active co-operation and support. He should give decided preference to those goods that are protected.

The pure food law has emphasized the importance of package goods, and they are growing in popular favor, justly. The package is the right way for the consumer; and for the grocer **when the profit is protected.** But when the profit isn't protected and when prices are not maintained, as is the case with many popular brands today, the situation is dangerous.

How long would the grocer remain in business if his sales were confined to the brands that are popular and unprotected?

It looks as though **price-maintenance** is coming to be **grocery-maintenance.** **A. SCHILLING & COMPANY.**

San Francisco, August 21, 1907.

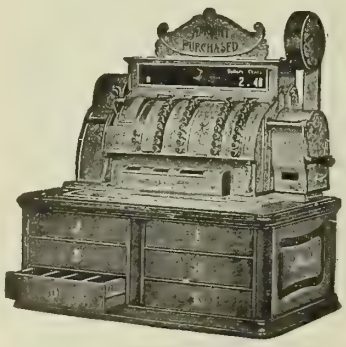
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252 FREMONT STREET

San Francisco, California

A Question of Saving Money.



If one store system will save you more money than another that's the one you should have, isn't it?

Since you bought your present cash register, even if you bought less than a year ago, we have brought out many improvements which increase the protection our registers give storekeepers.

One of our improved systems will save you enough in a short time to more than cover the difference in price between it and your present system.

We will make you a liberal allowance in exchange for your old register.

It is easy for us to show our new registers. One of our salesmen is near you. May we not send him to see you?

THE NATIONAL CASH REGISTER CO.

1283 Golden Gate Ave., San Francisco, Cal.

CONTROLLING SELLING PRICES.

Review of Advantages Accruing to the Manufacturer as well as to the Retailer.

[By H. Hauch of Alameda.]

The question of having manufacturers' control the retail selling prices of their various commodities has lately been forced to the front for the consideration of the trade by the vigorous manner in which it has been championed on the Pacific Coast, under the able leadership of Mr. J. R. Newberry of Los Angeles. Mr. Newberry was the first of the retail grocers to buckle on his armour in advocacy of this policy, and he has given freely of his abundant energy and valuable time to further this cause. It is to the credit of the grocery trade of the Pacific Coast that it has fathered and promptly accepted this movement, so full of promise for better conditions in the immediate future for the hard working men who are members of the grocery fraternity throughout the land.

Manufacturers Accepting This Policy.

The fact that the principle is already being largely accepted by the manufacturers of food products consigned to the Coast shows that its importance is being recognized in manufacturing circles and that the day for its general adoption is at hand.

Let us for a few moments look into the merits of the question under consideration from the point of view of the retail grocery trade and attempt to form a definite conclusion as to what the movement means for our trade in general. Then, if we agree that it is beneficial to our interests, let us both as individuals and as members of the Grocers' Associations, get behind it in all its bearings and make it the success to which the writer firmly believes that it is entitled.

Principal Benefits of the System.

There are several chief benefits derivable from the manufacturers' control of the retail price at which his products shall be distributed among the consumers.

First. It is the stability it will give to our trade if generally adhered to. We all know that stability is one of the main requisites for success in any line of human effort. With a fixed margin of profit on the multiplicity of proprietary articles handled by the grocery trade, it would be rendered comparatively easy to compute the earning capacity of any retail business, a thing impossible under conditions of unrestricted competition. This, in turn, would mean that it would be an easy matter to determine the basis of expense on which any business would have to be carried on in order to return a reasonable compensation to the owner of such business—a factor which today is

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in Popularity with Dealer and Consumer for

EAGLE BRAND CONDENSED MILK



50 Years



PIONEER BRAND EVAPORATED MILK (Unsweetened)

BORDEN'S CONDENSED MILK CO., Originators of Condensed Milk and "Leaders of Quality"

largely a matter of conjecture and, in a great many cases, explains the unsatisfactory balance sheets so common to our experience.

Second. The feature of the grocer handling the main staples of his trade at an actual loss, when expenses are taken into consideration, would be a thing of the past. Only too long has the grocer been compelled, through unintelligent and vicious competition, to distribute the products of the mill, such as flour and feed, packing house products like bacon, hams, etc., in many cases coal oil and a number of other articles at prices not only yielding no margin, but, during the course of a year's business, heavily cutting into the profits derived from the balance of his stock.

An Example of Successful Effort.

We, of California, at least of the Bay Cities, and our friends from Los Angeles are today enjoying reasonable margins on our flour business on account of having secured the principle of fixed retail prices on this article as well as on other mill products.

But we are not satisfied with the results already achieved. Intelligent selfishness leads us to demand that this principle, already successfully operating in numerous lines of goods, be extended until it covers at least the entire field of our regular staples. Each article handled by us will then carry its own legitimate share of the cost of distribution without infringing on the profits derved from our more profitable lines of goods.

Manufactureres Would Profit Largely.

Let us also briefly consider the question from the point of view of the manufacturer and see if in reality our interest in a successful issue of this movement are not absolutely mutual.

If we are not in a position to demonstrate to the manufacturer that it will pay him to protect the selling price of his commodity, we have but scant hope of success. It so happens, that by benefiting us through this course of action, he is benefiting himself still more.

We are all aware of the fact that one of the heaviest items of the selling expense of the manufacturer is advertising his product. This is true even in the case of goods with which the consuming public is perfectly familiar.

Why is this enormous expense incurred?

There is a double motive in constantly incurring this item of expense.

First.—The necessity of keeping the article before the public.

Scondly.—To offset by iths advertising the effort of the tradesmen to substitute a more profitable article in the same lines for the one carrying a lesser profit, resulting from the cutting tactics of a few retail distributors.

Would Make "Substituting" Unprofitable.

With a fixed margin of profit, satisfactory to the retailer, there would be no inducement for this attempt on his part to substitute and the trade once gained by a meritorious article would, to that extent, be safe. This would make possible vast reductions in the advertising expenses of such firms.

In a short article like this it is only possible to outline the arguments in favor of the policy advocated. I feel assured that, as the grocers familiarize themstlves more thoroughwith the question, the cannot but see that it embodies the most vital principle of all Association effort, and that they will give such enthusiastic support to the movement as will assure for it a rapid acceptance by all manufacturers of proprietary articles, thus laying firm and deep the foundation on which to build a solid and compact business structure, insuring the success of intelligent effort in our line of trade.

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Pure Italian Olive Oil

First Pressing - - "EXCELSIOR"
Second " - - - "SURFINE"
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Guaranteed Absolutely Pure

Packed in 5, 1, ½ and ¼ gallon tins, with Patent Screw Top.

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Constitution and By-Laws.

of the

CALIFORNIA RETAIL GROCERS' and MERCHANTS' ASSOCIATION.

Organized—November, 1900.

(As Amended at Convention of 1906.)

CONSTITUTION.

Article I.—NAME.

The name of this Association shall be
The California Retail Grocers' and Merchants' Association.

Article II.—PURPOSES.

The purposes of this Association shall be to foster and maintain a better social feeling among the retail merchants of California, and inspire confidence among the members of the trade.

To better the State commercial laws.

To correct excessive and unmercantile competition.

To remove by concert of action such evils and customs as are against good policy and sound business principles, whether it be cutting of prices, selling by wholesale houses at retail, improper house to house peddling, the distribution and consumption of adulterated and unwholesome goods, the use of fictitious labels, dishonest advertising, the use of dishonest weights and measures, or whatsoever the evil may be.

To discountenance all gift schemes and giving of premiums; and

To attain the results which experience has proved are not attainable by individual or divided effort.

Article III.—MEMBERSHIP.

Section 1. Any organization of retail merchants or any grocer or other person carrying on business as a dealer in the necessaries of life in the State of California will be eligible for membership in this Association, providing that no individual member will be accepted from a town in which there is an affilating Association.

Sec. 2. Honorary Members—Persons may be made honorary members by a two-thirds vote of delegates present at any annual convention. Honorary members shall pay no dues. They shall be permitted all the privileges of the floor, but shall not have the right to vote.

Article IV.—DUES.

Section 1. The fee of affiliating Associations shall be fixed at each annual convention at such sum for each member as the convention may direct.

Sec. 2. The fee of individual members shall be $3 per year.

Sec. 3. Each local Association that may be formed under the auspices of this Association shall pay to the Association $2.50 for a charter and copies of Constitution and By-Laws, and their per capita tax for the ensuing year.

Sec. 4. Where individual Associations are impractical, the merchants of the community may be organized as a branch of the California Retail Grocers' and Merchants' Association, the dues of individual members being fixed at not less than 50 cents per month.

Article V.—OFFICERS.

Section 1. The elective officers shall consist of a President, three Vice-Presidents, Treasurer and five Directors.

Sec. 2. Those officers shall constitute the Board of Directors.

Sec. 3. Five members shall constitute a quorum of the Board of Directors.

Article VI.—ELECTIONS.

Section 1. Officers shall be nominated and elected at the regular annual convention and shall hold office for one year and until their successors have been elected and have qualified.

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Wholesale Dealers In

Dairy Produce and Provisions

Butter, Eggs, Cheese, Canned Goods, Salt, Salt Fish, Etc.

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Cleaning Powder. And the Famous **Savoy Alkali Flour Powder.** Contains no grease. Especially for cleaning Marble, Tile, Linoleum and Paint Work

J. T. WILSON, Pacific Coast Agent.

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For Sale by All Dealers

Sec. 2. Officers shall be elected by a majority of the accredited delegates. The vote of any absent delegate may be voted by the chairman of his delegation.

Article VII.—CONVENTIONS.

Section 1. PLACE—Convention shall be held annually at such places as shall be fixed at the preceding convention.

Sec. 2. THE TIME for each convention shall be fixed by the Board of Directors at their pleasure.

Sec. 3. DELEGATES—(a) Individual members, whose dues may be paid, shall be entitled to vote, providing there be no more than two from any one community. (b) Each affiliating organization shall be entitled to two delegates at large and the following representation: One delegate for each ten members or fraction thereof up to fifty, and one delegate for each additional fifty members or fraction thereof. (c) Elective officers shall have all the rights and privileges of elected delegates and may be elected to office (d) Past presidents shall, ex-officio, be recognized as delegates at all conventions and have all the rights and privileges of elected delegates providing they are at the time in the mercantile business.

Article VIII.—FINANCES.

Section 1. All funds shall be received and recorded by the Secretary and transferred promptly to the Treasurer, who shall give a receipt therefor.

Sec. 2. The Treasurer shall disburse no moneys except on warrants drawn by the Secretary and signed by the President.

Sec. 3. No warrants shall be drawn on the Treasurer except by the order of the Board of Directors.

Article IX.—AMENDMENTS.

Any part of this Constitution can be repealed, altered amended, suspended or annulled at any annual meeting when two-thirds of all the delegates present at such meetings vote in favor of such proposition.

BY-LAWS.

Article 1.—DUTIES OF OFFICERS.

Section 1. President.—The President shall preside at all meetings of this Association and of the Board of Directors. He shall act as ex-officio member of all committees appointed and shall sign all warrants drawn on the Treasurer.

Sec. 2. Vice-Presidents—The VicePresident shall, in the absence of the President, assume all the duties usually required of him. They shall serve in the order of their precedence.

Sec. 3. Treasurer—The Treasurer shall pay without delay, from the funds of the Association, warrants drawn on him by the Secretary, when countersigned by the President. He shall give such bond as may be required by the Directors of this Association. He shall deliver to his successor in office all books and papers pertaining to his office.

Sec. 4. Secretary—(a) The Secretary shall keep accurate minutes of the transactions of the Association, solicit members and collect dues; also keep the minutes of the various committees when requested; file all papers entrusted to him officially, unless otherwise ordered; issue all communications, notices and other correspondence not otherwise provided for; sign or attest, as the case may be all certificates and reports issued by authorities of the Association.

(b) He shall keep a register of all members of the Asscciation, together with their accounts, and a regular set of books required for the proper conduct of the business.

(c) He shall countersign all orders drawn on the Treasurer over the President's signature.

(d) He shall give a bond subject to the approval of the Board of Directors to any amount that may be fixed by

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Exclusively Wholesale

The Leading Jobbers in Crockery, Glassware, Lamp Stock, Silverplated Ware, etc., on the Pacific Coast. Carry in stock the largest line of staples in Crockery and Glassware, China, Holiday Goods, etc., suitable for General Mercantile requirements.

Headquarters for Fruit Jars and Jelly Glasses

Merchants coming into San Francisco at the foot of Market Street, are directed to take Market Street Car and transfer at 10th Street to car going through to "Wholesale District."

"A Visit To Us Will Save You Money"

Anglo-American Crockery & Glassware Co.

SIXTH AND YUMA STREETS

San Francisco, Cal.

fares both ways for all meetings of the Board of Directors they may attend.

Article III.—COMMITTEES.

Section 1. The President shall, at the first meeting of the Board of Directors, appoint a Finance Committee, whose duty it shall be to audit all bills presented at monthly meetings and audit the books and the annual reports of the Treasurer and Secretary.

Sec. 2. Should any member of the Finance Committee be absent from a meeting, the acting President may appoint a member of the Board in his place for the time.

Article IV.—ABSENCES.

Section 1. Should an elective officer be absent from three consecutive regular monthly meetings of the Board of Directors he may be dropped from his position at the discretion of the Board of Directors and they shall have power to elect a successor.

Stockton.—Val Williams, a well known business man of this city, who has just completed a warehouse and grocery store on California street, near Anderson, was married at Fruitvale yesterday to Miss Wilhelmina Fullerton. Rev. Father George performed the wedding rites. Among the relatives of the bride who were present were Dr. W. J. Young, Dave and Malcolm Young, Tim Minehan, Will Young, Mrs. Getchell of Oakland and Miss Genevieve Hite. Miss Hite officiated as bridesmaid, and Malcolm Young as best man. The ceremony was performed at the Francescan church and was witnessed by a large number of the friends and acquaintances of the contracting parties.

Los Angeles.—Los Angeles capital is being used to open up an extensive salt works out in the desert, three miles below Amboy, on the Santa Fe Railroad, This is the plant of the Crystal Salt Co., owned principally by T. T. Jones of this city. It is expected $50,000 will be expended in plant and machinery.

them. The cost of securing such bond to be at the expense of the Association.

(e) At the end of his official term he shall deliver up to his successor in office all books, papers, moneys, or other property in his possession belonging to the Association.

(f) He shall be the custodian of all properties of the Association.

Sec. 5. Board of Directors. (a) The Board of Directors shall assemble at such time and place as shall be designated by the President.

(b) Special meetings shall be held at the call of the Chair or on the written request of five (5) Directors. At special meetings only such business shall be transacted as is designated in the notice.

(c) Ample notice shall be sent to all members of the Board of Directors of the time and place of all meetings.

(d) The Board of Directors shall pass on all bills and no warrants shall be drawn on the Treasurer except for bills that they have ordered paid.

(e) The Board of Directors shall have the power

1. To form and carry out plans for organizing merchants of interior cities.

2. To employ proper legal talent to draft laws that may be deemed desirable by the Association.

3. To employ a Corresponding Secretary and such other asistants for the Secretary as they deem essential, and fix their remuneration.

4. To take such other action as they may deem necessary that may not be in conflict with the requirements of this Constitution and By-Laws.

Article II.—EXPENSES.

Section 1. The actual expenses of the President, Secretary and Treasurer to all annual conventions shall be paid from the funds of this Association.

Sec. 2. Elective officers shall be allowed their railroad

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If you are interested in Cash Registers, See Us. We have a Large Stock of NATIONALS, practically NEW. Among them some of the large strip printers and check printers; also the Five and Six Drawer Registers. We sell these at about one-half the Trust price. We are the Exclusive Coast Dealers in Hallwoods—the best cash register on earth. Monthly payments to suit.

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SAN FRANCISCO PORTLAND SEATTLE TACOMA SPOKANE

PARROTT & CO.

MANUFACTURERS' AGENTS

SHIPPING AND COMMISSION

204 California St.

San Francisco, August 31, 1907

To the Retail Grocery Trade:

When our Salesman calls on you we want you to remember that our firm has been in business on this Coast for 55 years, having built up for ourselves a reputation second to none, for square dealing and integrity. Our dealings with you will always be through our mutual friend, the jobber. But, as manufacturer's agents, we realize that we must have your confidence in order to win success.

Yours for business,

PARROTT & CO.

REFERENCES

Missoula Merc. Co., Missoula, Mont.

Hennessy Merc. Co., Butte, Mont.

F. Dresser & Co., Portland, Ore.

R. H. Williams Groc. Co., Kansas City, Mo.

John F. Diehl, Santa Barbara, Cal.

S. T. McAfee, Council Bluffs, Iowa.

Johnson Bros., Inc., San Francisco, Cal.

Greenough Bros., Co., Spokane, Wash.

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Flesh's Patent Coolers and Counters,
Henry Troemner's Scales, Bins, Cans, Etc.
Electric Coffee Mills

REFERENCES

H. Jevne Co., Los Angeles, Cal.

Henry Siegel Co., Boston, Mass.

Goldberg, Bowen & Co., San Francisco, Cal.

S. P. Nissen Co., Oak Park, Ill

Burr Bros., Rockford, Ill.

J. J. Suess, Redlands, Cal.

Colorado Supply Co., Pueblo, Colo.

Finest Pickles Made.

Story of the Wonderful Development of a Once Neglected Pacific Coast Industry.

Pickle making on the Pacific Coast has been revolutionized since F. L. Matthes came to San Francisco.

Although Mr. Matthes had been in the pickle-making business for 22 years, he came here intending to go into the warehouse business. But the directors of the Pacific Pickle & Vinegar Works, all of whom have other large interests, learned of his experience in the pickle business and induced him to enter their corporation and accept the general management.

Mr. Matthes had learned that permanent success in the pickle business depended primarily on **quality.** With this must be employed **square dealing.** Then first, last and all the time must come **salesmanship,** the knowledge of how to get the trade interested in the goods and to make them feel safe in recommending the goods to their trade.

California made pickles had never rated high until Mr. Matthes took control of the Pacific Vinegar & Pickle Works, merely because the question of the maker was "How cheap?" and not "How good?"

On a "Quality" Basis.

This was a serious mistake. Pickles are a luxury. People do not eat pickles because they must, but because they want to. If they are tender and tasty, people eat more and come back again. They willingly pay a little more and the consumption increases rapidly when they once get the habit.

Mr. Matthes found he had to run counter to all the traditions of the trade. He knew pickles, however. He knew the needs of the trade. He knew what men could sell and he knows how to make dealers willing to buy. With the knowledge that he knew these things, he dared to institute new methods that made all the old timers stare. They are still staring, but now it is with amazement at the results accomplished instead of in surprise, because they thought the "new man" was making a fool of himself.

The development of the Pacific Vinegar & Pickle Works dates from 1901.

Process the Fresh Cucumbers.

At that time, the works were transferred from San Francisco to Haywards. Two important results were accomplished by this. Larger and better factory facilities were secured and a great saving effected in the matter of hauling. Even more important, the plant was in the very midst of the raw material and the pickles were processed almost as soon as the cucumbers were picked, thus insuring a crispness and flavor impossible from a cucumber that had grown stale and tough from having wilted for 48 hours or so.

One of the first problems faced by Mr. Matthes was the difficulty of getting the right kind of cucumbers. He knew what he wanted and he knew that the farmers of Alameda county did not grow them.

He started a revolution against haphazard cucumbers grown in haphazard style from haphazard seeds. Science replaced fool luck.

Seeds Secured by Scientific Selection.

Seeds were secured from all the cucumber growing districts of the country. The different kinds were tried out in various kinds of soil. The soil that produced the best results was analyzed and the seeds carefully classed.

The Pacific Vinegar & Pickle Works supplied each farmer with the seeds that their scientific experiments had shown would produce the best results on that man's soil. They induced the farmers to adopt their methods and follow their careful system of planting, cultivating and picking by guaranteeing them results nearly twice as great as they had ever hoped for in the former days.



California's

Choicest Product

TIPO chianti

Red or White

Produced by the

ITALIAN=SWISS COLONY

ASTI, Sonoma County

San Francisco Offices: Battery and Greenwich Streets,
New York Offices: N.E. Cor. West 11th & Washington Streets

As a consequence, the Pacific Vinegar & Pickle Works now has 1,317 acres of cucumbers under contract, whereas, 5 years ago, they could use only the product of 125 acres.

This has been rendered possible only by the building of an immense plant and the creation of an enormous demand. This is best expressed by the fact that where only 3 salesmen were required in 1901, it requires 29 to call on the firm's customers in 1907.

A Policy of Strict Honesty.

"We work on a policy of treating people fairly," said F. L. Matthes in explaining results. "We give the public the best pickles and condiments that can be made. We insure absolute uniformity of quality by using scientific formulas in making our pickles instead of guess work recipes. The public appreciate this and buy more.

"We give the dealer just what he pays for, both in quality and measure, and, knowing our own honesty, are willing to trust in his. They appreciate it and handle more of our goods.

In speaking of their proposition to give the dealer the free goods he is entitled to under a deal with the understanding that he need not take the goods ordered unless the free goods have proven absolutely satisfactory, he said:

Found the Trade Was Honest.

"Our first experience with this method was in 1904, when we announced through the **Advocate** that we would give a barrel of our vinegar free to each man who should order a certain number of barrels to be taken within a year. We further agreed that he could "money back" our vinegar to his customers and that if, for any reason, he was not satisfied with our goods, he need not buy those he had contracted for nor pay for the free barrel already delivered. We were ovewrhelmed with orders in consequence of this advertisement. We dealt honestly with the trade, and to their credit be it said, we did not encounter a single man who tried to "do" us.

"Our new 'Free Deal' on 'California Home Brand' tomato catsup is bringing the same results. We give one case free with an order for five and deliver the free case first with the agreement that the dealer need not take the five cases ordered if he finds the free goods unsatisfactory. I will be willing to stake my business reputation on the fact that we will not be made, in a single instance, to regret our confidence."

Mr. Matthes was asked as to how he dared claim that the "California Home Brand" pickles were of superior quality to any of Eastern production.

Pacific Coast Vegetables the Best.

"It's in the raw product," he said. "Our climate and soil are the best. The soil is a rich sediment that does not need artificial fortification. We do not have the extremes of heat and cold of the Eastern summer. The fogs take the place of the drenching showers, the moisture is near the surface of the ground, and all our vegetables have an even development that makes them thinner skinned, with smaller seeds and finer meat than those that are grown under the scorching heat of the Eastern summer with the constantly recurrent drenchings of summer rains."

A further insight into the methods of the Pacific Vinegar & Pickle Works was shown after the great disaster of April, 1906. They had an enormous stock of goods in their plant at Haywards. The damage there was almost nothing. They were able to deliver goods to the merchants of San Francisco as soon as traffic was possible.

Extend Credit When Banks Closed.

And they did it, **long before the banks opened,** and they put no harsh limitations on credit.

The man who was good before the fire got what he wanted and was given all the time he needed.

It is not to be wondered at, therefore, that the "California Home Brand" of pickles, catsups and condiments is not lacking "boosters" who are glad to sing the praises of the quality they know is there.

The resultant increase of business in the past few years has necessitated successive increases in the plant. The latest change came when the company increased its capital from $75,000 to $250,000 and the extra stock was

The California Paste Co.

Manufacturers of Macaroni, Spaghetti and all kinds of

ALIMENTARY PASTE

Carriers of tue well-known brands of

Royal, 1-lb Packages, and

Queen's Taste, 3-lb Cartons

New Buildings.

New Patented Machinery.

Patronize Home Industry.—No reason now for using Eastern or Imported Paste. Our goods are purer and better.

OFFICE AND WORKS

956 BRYANT STREET

Near 8th St., San Francisco

Tel. Market 1857.

promptly oversubscribed by the present stockholders. How these men rank will be understood in the commercial world from the fact that the directors are:

Simon Newman, president; John L. Koster, vice-president. Directors: W. B. Wellman, N. Ohlandt and Jas. H. Garrett. F. L. Matthes, general manager.

The company has recently purchased a tract of 10¾ acres adjoining its present plant. On this they are putting up two buildings of reinforced concrete, one 200x200 feet and the other 200x60 feet. The larger building will be employed to house one hundred 5,000-gallon pickle tanks

The output in 1906 aggregated 385 cars. The business for 1907 will a little more than double this.

They talk about "some pun'kins" down East. It will assuredly be admitted that this is "some pickles."

TAUGHT HIM A LESSON.

There is one man in town whose faith in mail order concerns has been blighted through an experience he had recently with a local hardware dealer. The prospective purchaser went into the hardware store and stated that he wanted to buy an ax. The dealer brought one out for his inspection, and, upon being informed that the price was $1.15, replied: "Why, I can get the same kind of an ax for 90 cents from a mail order house."

"All right," said the merchant, "I'll give it to you for the same price provided you will do the same with me as you would do with them."

The customer agreed and handed the merchant a dollar bill. The merchant handed him back 10 cents in change, and immediately asked the customer for 25 cents, which he would have been required to pay as express charges.

"Now how much has your ax cost you?" asked the dealer.

"One dollar and fifteen cents," replied the customer.

"Right!" said the dealer. "Now please give me 5 cents more for money order fee and postage." The customer meekly obeyed "Now how much has your ax cost you?" inquired the dealer blandly. The customer replied: "One dollar andtwenty cents."

"Not so cheap after all, is it?" said the dealer, tossing the ax back on the shelf, and he told the customer to call again for it in ten days, as that would be as soon as he could get it if he ordered it from the mail house.—Chelsea (Iowa) Independent.

MAKES GOOD.

Redwood City, Aug. 26.

Cal. Retail Grocers' and Merchants' Ass'n.,
1714 Webster Street, San Francisco.

Gentlemen:—

The "Advocate" makes good and is a credit to the efforts of her people. Keep busy.

STAFFORD BROS.



Every merchant can Weigh.
Every merchant can count.
Every merchant can measure.
Every merchant can gauge ?

The absolute necessity of having his own measuring instruments on which he can rely for protection is unquestioned. Oil and vinegar are frequently overgauged and unless a merchant has a set of gauging instruments he cannot tell whether he is paying for oil or vinegar that is charged to him at, say 52 gallons, when as a matter of fact the barrel will only hold 48 gallons. This is a trick frequently practiced as these concerns know that few dealers have measuring instruments.

The long stick is used to determine the actual capacity of the barrel while the small one shows the amount that is lacking in the barrel. Protect yourself as many readers of this paper have, by buying a set of the Advocate gauging instruments, which are sold at a nominal figure. It is advisable to have two sets, one for vinegar, molasses and syrup and another for oil if it is bought in barrels as one set should not be used to gauge both oil and vinegar or molasses.

We will deliver the gauge rods to you at your store at these prices, cash in advance:

1	GAUGE	and 1	WANTAGE	ROD	$1.45
2	"	" 2	"	"	2.80
3	"	" 3	"	"	4.20

Complete directions for using will be mailed free with each set.

Get a set of gauge and wantage sticks, then you'll know to a certainty when you buy what you get for your money.

Remit by postal or express order, draft or check.



SEND ORDERS TO

Retail Grocers' Advocate

1714 Webster Street San Francisco, Cal.

Schilling's Best

is at home wherever

grocers are

alive to their interests.

WILL FINE GROCERS WHO MAKE BAD DEBTS.

St. Paul Association to Impose Penalty on Merchants Who Extend Credit to Those Whose Accounts are More Than 30 Days Overdue.

By far the most drastic measure which has been taken to make retail grocers more careful with credits is the action taken by the St. Paul, Minn., association, which proposes to impose a fine on all of its members who extend credit to a customer where there is an account which is unpaid after the thirty days which the association says as a reasonable time for payment.

The resolution, which was passed by the association a few days ago, is as follows:

Whereas, the retail grocers are required to settle each Thursday with the commission houses and pay their bills for purchases in full, and are required to settle and pay bills made with the wholesale houses each thirty days.
Resolved, That the Secretary is hereby instructed to inspect the books of retailers and in all cases found where credit is given customers exceeding the period of thirty days, impose a fine of $5.00 therefore.

This action was brought about because members of the association have become so careless in collecting their accounts and so forgetful of what the association recommended that a more severe penalty should be handed those who are unmindful of the fact that collections must be made from consumers if it is expected that the bills of the jobber are to be paid.

Those who have followed the movement to look more carefully after credits and not to sell to those who do not possess the reputation of paying their bills will watch the outcome of the St. Paul proposition with interest.—**INTER-State Grocer.**

Telephone
Temporary 3610

Importers
Wholesalers



530-532-534 FOLSOM STREET

The First Wholesale Coffee House Established in Permanent Quarters after the Great Fire

To All California Grocers!

Gentlemen:

We beg to advise the retail grocery trade, and others interested, that we are first hand dealers in all kinds of Potatoes, Beans and Onions. Correspondence Solicited.

We can show you how to make some money.

Very truly yours,

SCHULTZ - HANSEN CO.

General ommission Merchants

Telephone Temporary 204

330-334 Drumm Street **San Francisco**

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Handle

Sperry Flour

and make a good

PROFIT

The most Popular Brand on the Market

FULL REPORT OF STATE CONVENTION.

THE RETAIL
GROCERS ADVOCATE

E. D. EDDY, EDITOR. SAN FRANCISCO, CALIFORNIA, SEPTEMBER 13, 1907. VOL. 12, NO. 36.

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(28 per cent Gluten)

GOLDEN POPPY
OAT FLAKES

GOLDEN POPPY
CEREALS

ENCORE PANCAKE FLOUR

Port Costa Milling Co., - 210 Battery Street.
SAN FRANCISCO.



Don't Fool Yourself!

Mr. Merchant, don't think that because you are Keeping the Books and doing the Posting Yourself that you are Saving Money.

You are HOLDING PENNIES before your eyes and HIDING DOLLARS.
YOUR STORE needs your ATTENTION.
YOUR CUSTOMERS need your ATTENTION.
YOUR TRADE PAPER needs ATTENTION.
YOUR TRAVELING SALESMEN need ATTENTION.
YOU ARE LOSING MONEY every Day by being so busy looking after little details that you can't take time to INVESTIGATE MORE IMPORTANT MATTERS.
THE McCASKEY ACCOUNT REGISTER SYSTEM takes care of every Detail of your Business with only ONE WRITING. All Accounts Charged, Posted and Totaled to the Minute, Ready for Settlement without Making Another Figure.
It don't Cost you Anything to INVESTIGATE.
Our 54-page Catalog is FREE.

WE CAN SHOW YOU
How Our Register Quickly Pays for Itself, and Continually Earns You a Profit.

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BRANCH AGENCIES: Los Angeles, Cal.; Sacramento, Cal.; Spokane, Wash.; Portland, Ore.; Seattle, Wash.; San Jose, Cal.
THE McCASKEY REGISTER CO., 34 Rush St., Alliance, Ohio, Manufacturers of the Celebrated Multiplex Duplicating Carbon Back Counter Pads, also Single Carbon and Folding Pads.

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You take no risk in Selling

RUMFORD

"The Wholesome"

Baking Powder

A guaranty of its purity is on file with the Secretary of Agriculture, Washington, D. C.

Best of the high-grade powders at a reasonable price.

It will pay you to push it.

Pioneer Brand

Cocoanut

Packed in

Cartons,

Pails,

Barrels,

Always Fresh and Sweet

Manufactured by

Pacific Cocoanut Co.

817 Sansome St.

San Francisco, California

Do You Sell Our

Y-E-A-S-T

Golden Gate Compressed Yeast Co.

Washington and Fillmore Sts.

THE
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Published Every Friday by the
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AND
MERCHANTS
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EARL D. EDDY, Editor and Manager.
Paul A. Carew, Assistant.
George E. Place, Trav. Representative.

TEMPORARY OFFICE
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Kelly-Clarke Co., 23 Market.
John H. Spohn Co., 50-52 Clay St.
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The C. B. Jennings Co., 41 Clay St.
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P. E. Lenfesty, 49 Hartford St.
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Pacific Ammonia Bottling Co.

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Globe Grain & Milling Co., Chestnut and Montgomery. Phone, West 1616.
Port Costa Milling Co., Battery St., near California.
Bay City Mills, J. C. Westphal & Sons, Prop's., 1st and Clay St., Oakland.
Phoenix Milling Co., Sacramento.
Sperry Flour Co., 112 Spear St.

GINGER ALE.
D. Steimke & Co., Union and Octavia.

INSECT POWDER.
"Eureka."

LYE.
"Red Seal."

MAPLEINE.
John H. Spohn Co., Agts., 52 Clay St.

McCASKEY ACCOUNT REGISTER.
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"None Such Condensed." Merrell, Soule Co.

MEAT SLICING MACHINES.
"Enterprise," 438 Market St.

OIL TANKS, ETC.
Beck Hardware Co., 604 Mission St.
F. F. Wear, "National," 137 Telegraph Ave., Oakland.

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Whittier, Coburn & Co., Sansome St.

PAPER.
A. Zellerbach & Sons, 421 Jackson St.

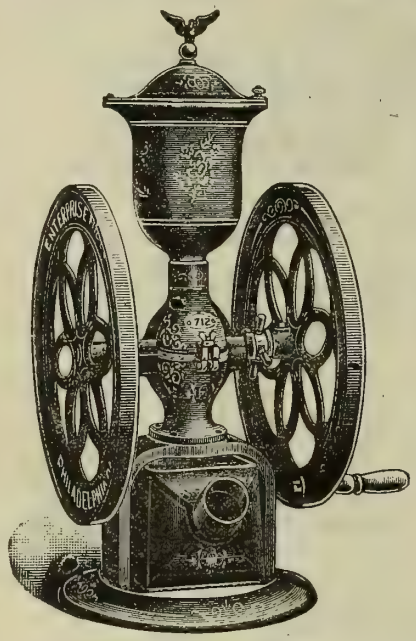
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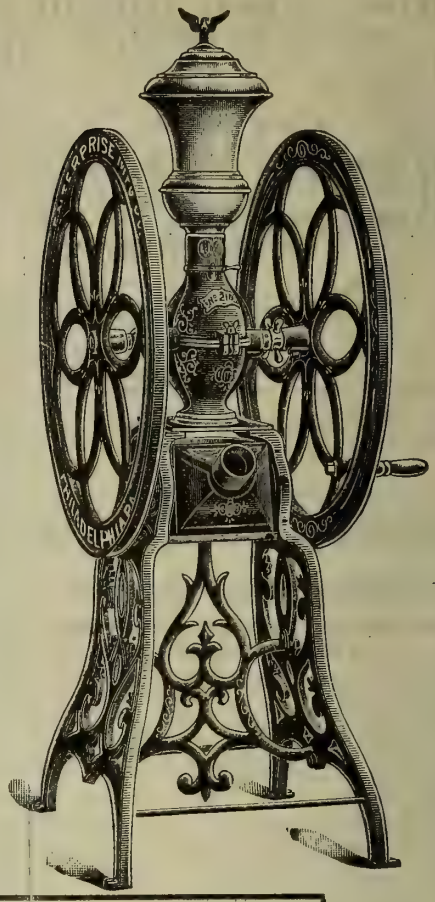
PICKLES, ETC.
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Reed Pickle Works, 1507 Folsom.

POLISHERS.
X-Ray Stove Polish, R. A. Holcombe Co., Agts., 50 Clay St.
U. S. Metal Polish, J. T. Wilson, Agt., 2871 16th St.

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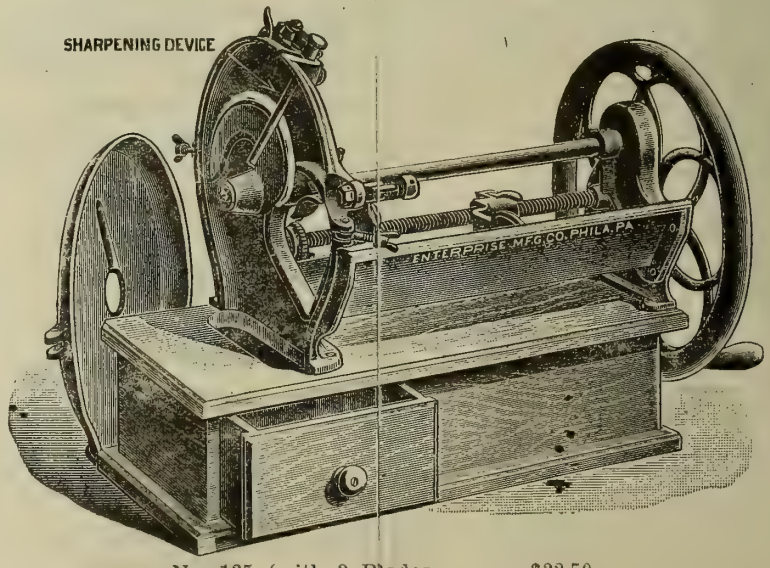
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Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

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Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump, and other specialties demanded by enterprising grocers.

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THE RETAIL GROCERS ADVOCATE

EARL D. EDDY, EDITOR. SAN FRANCISCO, CAL., SEPTEMBER 13 1907. VOL. 12. NO. 36.

BIGGEST CONVENTION EVER.

Sacramento Grocers Set a Record For Hospitality and Entertain the Largest Number of Delegates in the History of the State Grocers' Association.

FULL REPORT OF PROCEEDINGS

Never in the history of the California Retail Grocers' and Merchants' Association have the delegates been accorded such varied, elaborate and costly entertainment as that provided by the grocers of Sacramento for their Eighth Annual Convention, Sept. 10th, 11th and 12th.

The number of delegates and of cities represented was greater than at any previous convention.

The following is a list of the officers chosen at Sacramento on Thursday, Sept. 12th, to guide the destinies of the California Retail Grocers' and Merchants' Association during the ensuing year:

PRESIDENT—Geo. B. Doyle, San Francisco.
1st VICE-PRESIDENT—F. W. N. Aubry, Stockton.
2nd VICE-PRESIDENT—C. A. Mottaz, Los Angeles.
3rd VICE-PRESIDENT—H. E. Jones, San Jose.
TREASURER—C. B. Pearson, Stockton.
SECRETARY—Frank B. Connolly, San Francisco.

DIRECTORS.

A. A. JOST	**Sacramento**
W. C. LONGSTRETH	**Los Angeles**
J. W. KING	**San Francisco**
J. J. HUGHES	**Nevada City**
J. F. LIMPINSEL	**Placerville**
L. WARNKE	**Alameda**
H. K. DUNCAN	**Oakland**
L. R. ECCLESTON	**Fresno**
F. B. CONNOLLY	**San Francisco**



GEORGE B. DOYLE.
Newly Elected President of the California Retail Grocers' and Merchants' Association.

CONVENTION CITY, 1908, SAN FRANCISCO.

There were altogether 72 delegates.

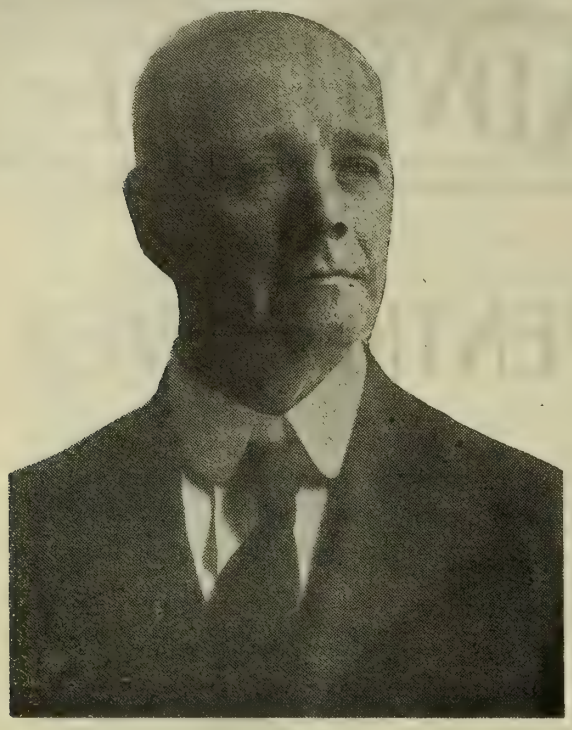
Twenty-one cities were represented at the Eighth Annual Convention of the California Retail Grocers' and Merchants' Association at Sacramento. They were as follows:

San Francisco.	**Eureka.**
Oakland.	**Vallejo**
Alameda.	**El Dorado County.**
Los Angeles.	**Tomales.**
Sacramento.	**Sebastopol.**
Stockton.	**Hurleton.**
San Jose.	**Igo.**
Nevada City.	**Redding.**
Modesto.	**Fair Oaks.**
Anderson.	**Watsonville.**
Beckwith.	**Rutherford.**
Crockett.	

Many of the delegates brought their wives. The pretty faces and costumes of the fair visitors added to the attractiveness of the hall. The ladies all took great interest in the various exercises and papers.

The first day was devoted to organizing and the submission of reports by the officers, which made clear to the

delegates the scope of the Association's efforts and the faithfulness with which the directors and officers applied themselves to the work for which they had been elected.



A. A. JOST,

To whom all credit is due for wonderful ability shown as presiding officer of the Convention. Mr. Jost was elected as a Director for the ensuing year.

The First Day.

President Jost called the convention to order at 2:30 o'clock with a brief speech outlining the causes that lead to the formation of the California Retail Grocers and Merchants Association in 1900. He told of the steps leading to the choice of Sacramento as a convention city and the work that had been done by the Sacramento Grocers to make good the promises made at the State Convention at Oakland in 1906. Mr. Jost then introduced Mayor Beard of Sacramento.

Mayor Beard thanked the grocers for the honor extended to the city of Sacramento by the acceptance of their invitation. Among other things, he said:

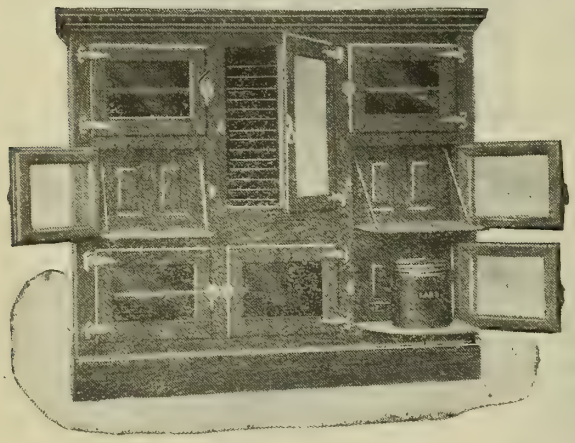
"Sacramento, like many other cities, has a California Pioneer Association, consisting of men who made California. The grocers are found among these sturdy, high minded men. The retail grocers in Sacramento are a prosperous class. This prosperity is due largely to industry, integrity, cleverness, devotion to duty and their organization. Their co-operation with other grocers throughout the State, though the central organization has also helped hem.

"We hope your stay in our city will be pleasant and that at some future time we will have the pleasure of entertaining you again and, perhaps, number you among our own citizens."

Mr. Beard's remarks were warmly applauded. Mr Jost then called upon Past President L. Warnke of Alameda to reply.

Mr. Warnke said:—"It is with a great deal of pride that I arise to voice the sentiments of the grocers of California in expressing their appreciation of the warm words of welcome of Mayor Beard. I represent not only my own community, but every man in the grocery business in California. For them, I say: "We thank you." As noon arrived and we entered the Sacramento valley, I knew the welcome awaiting us would be warm as the climate of the Sacramento valley is different from the chillier air of the cities about the Bay.

FORT SMITH REFRIGERATORS.



STYLE No. 7686

E. Broderick	715 Fillmore St.,	S. F.
Rathjen Co.	Lombard and Fillmore	S. F.
H. Hellberg	Ninth and Bryant	S. F.
McCarthy Bros.	Bush and Baker	S. F.
Kohn Bros	1201 Turk St.	S. F.
F. Stuermer	18th and Danvers St.	S. F.
C. Stelling	29th and Church	S. F.
J. M. Hanley	2300 Sutter	S. F.
Maxwell & Streckenbach	1302 18th St.	S. F.
Fred Pielhop	249 Courtland Ave.	S. F.
Fay Gro. Co.	3rd Ave. and B St.	S F.
J. Vennekohl	1839 Eddy St.	S. F.
Southern Heights Gro. Co	1471 18th St.	S. F.
W. A. Rogers	900 I St., corner 10th Ave.	S. F.
H. Heitman	2248 Misison St.	S. F.
H. Dinslage	3375 Sacramento St.	S. F.
Miller & Lawlor	Guerrero & Clinton Park	S. F.
C. F. W. Miller	239 Brighton Ave., Ingleside	S. F.
J. Straub	101 De Montford Ave., Ingleside,	S. F.
J. Soltaro	Park and Central Ave.	Alameda
Martin Eggers	Fruitvale Av. & Boulevard,	E. Oakland
W. Zeller		Palo Alto
Sonoma Co. Fruit and Produce Co.	Santa Rosa	Drury & Bartholomew Stockton
C. D. Fontana	Copperopolis	J. Rohrer Stockton
Rossi Bros.	Stockton	Hall Bros. Stockton

The Following Well-Known GROCERS are Using the Above Style Refrigerator

We make all Styles and Sizes for the Grocery Trade.

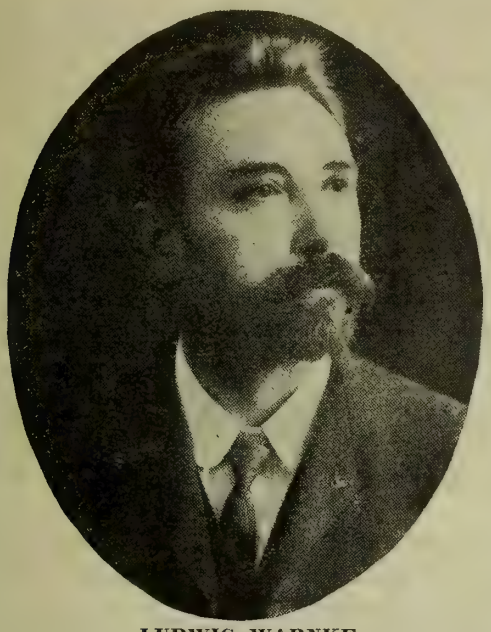
REMEMBER - - - - - - - - - - If We Make It It's Made Right

BECK HARDWARE CO.

SAN FRANCISCO
73-75 Clementina St. Near 2d and Folsom

Phone Temporary 978

LOS ANGELES
47 Central Avenue.



LUDWIG WARNKE,

Re-elected Director California Retail Grocers' and Merchants' Association for Ensuing year.

"Organization is a necessity for intelligent men. The grocers must be intelligent to succeed. The unfit fall by the wayside. The intelligent realize that they must unite to secure better conditions. The grocers have done much for the people. The Pure Food Law is a splendid work to improve the condition of the country. That is due largely to the efforts of the grocers.

"Many other things are the result of the efforts of the grocers to help their customers.

"Of course, we had also to look out for ourselves—for if we did not, no one else would do it. This is true of every organization. In the Grocers Association, the results speak for themselves."

Mr. Warnke briefly outlined some of the purposes and work of the State Association. He then again thanked the people of Sacramento, through their mayor, Mr. Beard, for the kind words and the palpable evidences of their welcome.

President Jost then delivered his annual report as follows:

LADIES AND GENTLEMEN:—There are times in men's lives when they can look backward and point with a measure of justifiable pride at the accomplishments which they have achieved within a certain period. One year ago, upon accepting the Presidency of the CALIFORNIA RETAIL GROCERS AND MERCHANTS ASSOCIATION, the highest position of honor and trust that you have to confer, I assumed the office with a determination that I would devote my best efforts to advance the interests of the ASSOCIATION, of which I was justly proud from the fact that in 1900, in the city of San Francisco, I was one of its Charter Members

ORGANIZATION WORK.

I have not been as successful as I had anticipated along the line of organization work. To accomplish this particular object it requires persistent and determined effort, necessitating a considerable amount of time which I found I could not spare from my business; but, notwithstanding this fact, as I have been ably and materially assisted by your Board of Directors and the Officers of our Association, so that we have some pleasing results to offer you.

ATTENDANCE.

Certainly the attendance of so large a number of intelligent and enthusiastic merchants, representing as they do all sections of this grand State of ours attest to the worth and interest manifested in an Association which has done so much for the elevation and advancement of the Retail Grocer.

DIFFERENT PLACES OF MEETING.

Immediately following the organization of the new Board, at the suggestion of your President the Board of Directors have met in turn in the different cities, and it has not only been a diversion but has in many cases been very pleasant as well as profitable, for it has helped enthuse and strengthen the different Local Associations.

NATIONAL CONVENTION.

With the indorsement of our Local Associations, your Secretary, Mr. F. B. Connolly, and myself had the good fortune to attend the National Convention of the Retail Grocers at Dallas, Texas, in January of this year. We took the Southern Route and after addressing the members of the Los Angeles Association, who entertained us at a banquet, we were joined by Mr. J. F. Paulding of the Los Angeles Association, and so we three had the honor of representing California, and the Convention had been in session but a short time before the California Delegation was in evidence, and certainly the very persistent and hard work of both Mr. Connolly and Mr. Paulding is worthy of commendation. On our way East we had outlined a program and Resolution, and when the resolution: **"The manufacturer should study his legal rights in the matter of naming and maintaining the minimum retail selling price of his goods"** was introduced, it immediately became the important measure of the convention. I, as one of the Committee on Resolutions succeeded in having it reported favorably but after the second day's fight which was indeed a battle royal—we were defeated by a small margin, developing the fact that many of our Eastern brothers were not yet ready and it was a matter of education. Subsequent to the Convention, upon our visit to St. Louis, Chicago, Milwaukee, Topeka, Denver and other cities, we found that it had awakened a deep interest and they were asking for information, which our Mr. Connolly was ever ready to impart, as he always had a good supply on tap, and we had the satisfaction of knowing that our Association was foremost in accomplishing many needed reforms, and we not only secured some valuable information but were also able to outline some thoughts which I think will be of great value to some of the older and larger Associations. As guests of the different Associations in the various cities we visited, we were certainly entertained in a hospitable manner.

MEMBERSHIP.

I am glad to say that we have materially increased our membership, and particularly is this the case with the individual mem-

Now is the time to run on

HUMBOLDT COUNTY BUTTER

GIVE YOUR CUSTOMERS

ALPHINE OR GOLDEN GLOW

And you will not have to listen to Kicks.

MONOTTI-LARIMER CO.

Phones Park 570 and 571. 707 Grove St., S. F.

bers who have joined the Association because of the benefits which are to be derived from the Association and its work.

FINANCES.

The question of Finance has always been one of the centres of attraction and in many cases has not shown any particular gain. It has been the policy of your Board of Directors to give you an economical administration and with care we have accomplished much good and at the same time have a healthy balance in the Treasury, as will be shown you by the books of the Secretary and Treasurer.

GROCERS' ADVOCATE.

At our last Convention in Oakland, in the discussing of finances it was suggested that if our Association could purchase a trade paper it would be a good investment and would greatly assist us in securing a much-needed and substantial revenue. As a result a Committee of five was appointed and with that end in view secured a one year's option on the "Retail Grocer's Advocate" for the sum of $10,000,000, to be paid for in yearly payments of $1,000,00, such sums to be derived from the earnings of the paper. This Committee was to remain in power for one year and was to manage and dicate the policy of the paper, but on account of sickness on the part of two of its members and the inability of another, owing to pressing business engagements, this Committee was disolved and a new Committee was organized, and later on Mr. J. W. King of San Francisco was chosen Chairman of the new Committee. Later on he will make you a complete and comprehensive report of the work accomplished.

I do not wish to criticise the acts of the purchasing Committee but I have not been able, after an earnest and careful study, to find wherein this publication was worth to us—or any Association—anything like the sum to be paid for the same. The Directors and myself have spent much time in trying to make the "Advocate" a success, and by a persistent and up-hill effort, ably assisted by the manager and editor, Earl D. Eddy, have within the past few months made considerable headway, and indications now point to a solution of the problem.

ACCOMPLISHMENTS.

The Asosciation has sent out a set of collection blanks urging its members to use the same, and the results obtained in many instances have been very flattering and a great deal of moneys collected which otherwise would have been charged to Profit and Loss. By a determined and united effort we have urged some of the manufacturers to make and maintain a price on their goods which will insure a profit to all who handle the same, and to eliminate the price cutter and unscrupulous advertiser. We have succeeded in placing our needs before our Legislative Body and they in their wisdom have enacted laws which will be very beneficial to every merchant, either within or without the fold. The Cartwright Anti-Trust Law has created some adverse criticism, but I think we will find it a blessing in disguise and much good will come to the honest and fair-minded merchant. The legal phase of the law has been passed upon the conclusions are that **every individual manufacturer** has the right to name the retail selling price of his goods and which are protected by his **Trade Mark.** Now it is up to the State Association to co-operate with the manufacturer who makes it incumbent upon the distributor of his goods that every person who handles his wares is by right entitled to and must make a profit thereon.

BETTER FEELING.

There is a better feeling existing between the manufacturer, jobber and retailer, as there is no fair-minded merchant but who recognizes that it is the retailer, particularly the GROCER who comes in closer touch with the consumer than any other person, and he in many cases dictates the brands of goods which enter into daily consumption. This being the case is it not business policy for the jobber to protect the rights of the retailer and to see that he is protected not alone in price but also quality represented by actual worth as to purity, weight, measure and count. The manufacturer, if he expects to gain favor with the consuming public as well as the jobber and retailer, must be up and doing. His goods must be uniform and up to the very highest standard of excellence, and after he has accomplished this fact he should name a retail price which will insure their use by the consumer and at the same time protect the distributor by a fair margin of profit, be he wholesaler or retailer.

EDUCATION.

This is an age of education and advancement. Our citizenship, our social standing, our commercial rating, our position in retail grocerdom is just what we make it. Let us study the needs of our trade, urging the buying and consuming of the very best goods obtainable. Let us be honest with our customers, our clerks and ourselves. Do not deceive yourself by thinking you can handle your business at a less percentage of cost than your neighbor and can therefore sell just a little cheaper than he can, for if you do it will only be a matter of time before your creditors will inform you that the Sheriff can handle your business better than yourself.

Count, weigh and measure the goods you recieve.

Do not overlook the additional expense of doing business.

Do not forget that it costs money to rear a family.

Remember that you are in a measure a servant of the dear public, but at the same time the public believes that the servant is worthy of his hire.

Merrell-Soule Co.'s

None Such Condensed Mince Meat

IT PAYS A FINE PROFIT

The consumer is willing to pay 15c per package (2 big pies) as they get "full value received" in quality and quantity.

Merrell-Soule Co., the manufacturers, were 24 years ahead of the U. S. Pure Food Law. Their plant was inspected by United States officials, and confirmed and passed as 100 per cent Perfect.

Can you beat it?

The Merrell-Soule None Such Condensed Mince Meat is from every point of view the best in the world. The consumers say so, and their competitors admit that None Such has 90 percent of the Condensed Mince Meat business, and it has obtained it, not because the goods were offered cheap, but because the quality was the best and the price reasonable."

Castle Bros., Brokers, San Francisco, Cal.

Gain the confidence of your trade by giving them the best of attention; always fulfilling your promises. Give them the best goods both as to quality and price, honest weights and measure, and if you extend them an accommodation in the matter of credit, insist upon the customer performing his share of the contract.

VACATION.

Do not forget that you as well as your customer are entitled to the much-needed vacation and can sit beneath the shady pines enjoying the murmuring and whispering of the breezes, of the moaning and groaning of the winds, as it reminds you of the mournful tale of some belated debtor who has failed to meet his obligations; or from some safe and vantage point behold the restless waters of the deep blue sea and can look in wonder and amazement as you behold the angry breakers following each other until they dash with merciless fury upon the rock-bound coast, columns of spray leaping Heavenward, and you can imagine the fanciful picture it presents as the foam of a raging billow, receding only to meet an incoming surge that may perhaps leap higher than before, and beyond and as far as the eye can reach dancing whitecaps all reminding one of the grandeur and handiwork of Nature and Nature's God.

Do not forget that the benefits and success of this ASSOCIATION are dependent upon each one of you and if this CONVENTION proves of benefit to you, put forward your best efforts for the success of this ASSOCIATION. Come to the Convention next year. Help organize a Local in your own town, if not already organized. Help your neighbor in your own town or adjoining one. Do something for once—be IT If you have a Local, attend. Go prepared to boost, to give some advice, to ask some question. Possibly some bashful member wants information but is afraid to ask for the same; and in conclusion permit me to thank the Officers and Directors for their attendance at the meetings, for their congenial fellowship and hearty co-operation, and I bespeak for my successor in office that same kind consideration.

At the conclusion of his report Mr. Jost then appointed the following committees:

Credentials: O'Connor, Stockton; Mottaz, Los Angeles; Jones, Sacramento.

Rules and Order of Business: J. F. Paulding, Los Angeles; L. Warnke, Alameda; Aubry, Stockton.

Auditing: Meacham, E. J., Tomales; Powers, Los Angeles; Trask, San Francisco.

President Jost then explained the purposes of the "Question Box" and advised members to put in pertinent questions. He urged the members to make use of the Question Box.

Secretary Frank B. Connolly then read his annual report as follows:

REPORT OF SECRETARY FRANK B. CONNOLLY.

This report, as Secretary of the California Retail Grocers' and Merchants' Association, I present to the Eighth Annual Convention with a feeling of great pride. We have accomplished more during the last year than our State Association has ever been able to accomplish in the past and our success is due greatly to the efforts put forth by the officers and directors that were elected at the Oakland Convention last year. The enthusiasm created at that convention was an incentive for every member of the Board of Directors to do all in his power for the benefit of our State Association and our success is the result. We were treated with the greatest hospitality by the Alameda County Association, for I feel that every delegate in attendance there was duly grateful.

The plans for our board to work upon, the laws selected to be asked for in our interest from the State Legislature and the acquiring of the "Grocers' Advocate" as our own property were the chief features of that contion. The committee very wisely selected—prominent members from all the different locals in the Sttae—and the result has been very gratifying. We decided to meet in the different cities that are represented on the Board except where distance made it impossible to do so.

October.

Our first meeting was held in Oakland, where the Board was organized, with an attendance of seven out of ten directors. At that meeting we sent a letter of thanks to all those who assisted us in making the Oakland Convention a success. A Legislative Committee and a Committee on the Maintainance of the Retail Selling Price were appointed and work during the year has been very successful.

November.

The next meeting was held in Stockton in November, with an attendance of eight out of ten directors. At this meeting plans were prepared urging the manufacturers to pro-



Absolutely Pure
A Cream of Tartar Powder, free from alum or phosphatic acid
Makes Home Baking Easy

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

Schilling's Best

is at home wherever

grocers are

alive to their interests.

The Universal Satisfaction of Hobart Electric Coffee Mills

Endorsed by Prominent Merchants Everywhere

Read What They Say:

None to Compare

Mr. Frank F. Wear, D. S. A., Oakland, Cal., Oakland, Cal., Mar. 2, 1907.

Dear Sir: Before installing your two-horse-power Hobart Electric Coffee Mill, in my business experience of thirty years past, I have used every kind of a mill and find that none of them compare with the Hobart, either in capacity or service. This is the only Mill for the up-to-date Coffee Merchant.

Respectfully yours,
J. A. HILL.

HAS MET EVERY REQUIREMENT

Hobart Electric Mfg. Co., Seattle, Wash., Sept. 26, 1906.

Gentlemen: We take pleasure in testifying that we have used your 2121 P Combination Granulator and Pulverizer and that the operation of this Mill has been entirely satisfactory. Since the opening of our warehouse in Seattle this Mill has been in constant use and has met our every requirement.

Yours respectfully,
GRAND UNION TEA CO.,
J. W. Hubacher, Local Mgr.

Severe Tests of Endurance

Los Angeles, Nov 20th, 1906.

Messrs. A. F. Anderson & Co., 210-212 N. Main St., City.

Gentlemen: Replying to your request for a statement concerning the satisfaction given by your "Hobart" electric coffee mill, same has been very satisfactory, having given us practically no trouble at any time since its installation.

We have subjected the mill to very severe tests, on one occasion grindign three thousand pounds of coffee in a continuous run of eight hours, during which time the mill was not shut down once. This evidenced both capacity and endurance, the requisite qualities of a good mill.

Respectfully,
McSTAY SUPPLY CO., By C. E. McStay, President.

Satisfaction At all Times

Mr. O. F. Martin, Agent Hobart Electric Mfg. Co.,

Dear Sir: I wish to state in reference to "The Hobart Coffee Mill" that it has given entire satisfaction at all times, and take pleasure in recommending it to any one who may be in need of a Coffee Mill.

Yours truly
J. A. HIGGINS,
Manager Meier & Ffank Co., Grocery Dept., Portland, Oregon.

SMOOTHLY AND ALMOST NOISELESS

A. F. Anderson & Co., City.

Gentlemen: We are pleased to state that the double hopper, 500 volts, ½ horse power "Hobart" electric coffee mill recently installed for us, is the best we have ever seen in a power mill. The mill runs very smoothly and is almost noiseless and it both granulates and pulverizes to the entire satisfaction of our customers.

Yours truly,
SUNSET TEA & COFFEE CO.,
Los Angeles, Cal.

More than Pleased

Portland, Ore., Sept. 29, 1906.

The Hobart Electric Mfg. Co., Troy, Ohio.

Dear Sirs: Being more than pleased with the working of your Mill, we can surely most heartily recommend same to any one looking for a good Electric Coffee Mill.

Yours very truly, MARTIN MARKS COFFEE CO.
Portland, Ore., Oct. 1, 1907.

Does the Work More Rapidly Than Any Mill Known of

READ WHAT ALBERT COHN SAYS:

Messrs. A. F. Anderson & Co., City.

Gentlemen: I have one of your "Hobart" Electric Coffee Mills in my store and am very well pleased with it. It gives entire satisfaction and does the work more rapidly than any other mill that I know of.

Yours respectfully,
ALBERT COHN.
Seattle, Wash., Sept. 25, 1906.

Perfect as a Granulator and Pulverizer

Hobart Electric Mfg. Co.

Dear Sirs: I have used one of your 2121 P. Mills since Nov. 1st, 1905. As a Granulator and Pulverizer it has given perfect satisfaction. Has not cost a cent to run it aside from the Electric Power to operate it. We are therefore pleased to recommend it to anyone in need of a good Mill.

Yours respectfully,
WM. S. MAYFIELD.

HOBART MEANS "The Good of the Old The Best of the New"

tect us in our profits and the secretaries of the different locals were asked to join the State Board in making these requests. The ground work for the handling of the **Advocate** was prepared and Treasurer Pearson and myself as secretary gave a bond of $1,000 for the faithful performance of our duties. At the suggestion of Mr. John W. King, the president and secretary, who by virtue of their offices were delegates to the National Convention, were urged to attend the National Convention at Dallas, Texas, and the State Board voted $50.00 towards the expenses of the President and Secretary with the recommendation to their local associations to make up the balance.

December.

The December meeting of the State Board was held in San Francisco, with an attendance of eight out of the ten directors. At this meeting the legislative campaign was prepared and in seeking a Field Secretary to attend the session of the Legislature in our interests we urged Mr. Powers to give up the management of the **"Advocate"** so that he would be able to devote his time for our benefit at Sacramento in securing the laws we asked for. The Board at this meeting took over the management of the **"Advocate"** from the **"Advocate"** Committee and **Mr. Earl D. Eddy** was selected as editor and manager of the **"Advocate."** Mr. Powers was selected to act as our Field Secretary at a salary to be paid out of the profits of the **"Advocate."** This enabled us to have the services of a first class Field Secretary at the Legislature.

January.

The January meeting of the State Board took place in Sacramento, with an attendance of six directors. At this meeting Field Secretary Powers presented us with samples of collection letters that we immediately adopted and got them out for distribution to our members. They have been one of our most valuable assets during the year. We have had many complimentary things said of the success they have achieved.

February.

The February meeting of the Board was held in Sacramento, also with an attendance of five. The majority of the legislative expenses were voted upon at this meeting and the resignation of Mr. Hauch as chairman of the **"Advocate"** Committee was received. At this meeting the directors insisted upon a change in the appearance of the **"Advocate,"** and it was accordingly done. A letter of thanks to all the Legislators who helped secure our laws was also ordered sent.

April.

The April meeting of the Board took place in Oakland, with an attendance of six directors. President Jost at this meeting presented the opinion of the attorney for the Sacramento Association on the Cartwright Law. Mr. John W. King at this meetign was appointed chairman of the **"Advocate"** Committee.

June.

The June meeting of the Board took place in Stockton, with an attendance of seven. The plans for the management of the **"Advocate"** were perfected and a nw set of books to be opened by an expert was also ordered. The Secretary was instructed to hire a public stenographer to do whatever work was necessary in the handling of this correspondence.

July.

The July meeting of the directors took place in San Francisco, with an attendance of seven. At this meeting the program for this convention was partially arranged and on receipt of a letter from President Jones of San Jose, our secretaries were ordered to attend their next meeting in San Jose.

August.

The August meeting of the Board took place in Oakland, with an attendance of eight. The proposition of Mr. Wear, representing the Hobart Manufacturing Co., was accepted, donating a pedestal coffee mill to be raffled at the convention. Secretary Connolly explained that he had made arrangements for National Secretary John A. Green to attend the convention and also visit Colorado, Oregon and Washington. Our pro rata of Secretary Green's expenses was allowed at this meeting by acclamation. Chairman John W. King of the **"Advocate"** Committee gave a complete report on the financial part of the paper, showing a **very satisfactory balance.** A committee was appointed to handle the raffle of the coffee mill. The collection letters were ordered printed to supply the demand for them. During the months of January and February the work of most interest to our association was done at the Legislature by Mr. Powers. We asked for four bills in the interest of the Retail Grocers and **we got all four of them.**

Laws Won.

The first, extending the Statute of Limitations from two to four years is of great importance to every merchant in the State of California and especially those of San Francisco who have many accounts from before the disaster. It gives the merchant **four years** to collect his bills and secure judgment, **instead of two as in the past.**

The second law, allowing the formation of Mutual Fire Insurance Companies, needs only the evidence of the excessive rates of insurance all over the State to-day to show us the great value of Mutual Companies.

The third, making the drawing of a check with intent to defraud, a state prison offense. A law that will save the merchants of our State many hundreds of dollars they have lost in this manner.

The fourth, an insertion in the Pure Food Law of a clause, providing that the retail merchant need only show a guarantee of purity to escape punishment, thus making the manufacturer responsible.

Our expenses for this legislative campaign were exceedingly light. Mr. Powers' salary coming from the **"Advocate"** and the active work done by the members of the Sacramento local association saved the necessity of sending many committees to the Legislature. After our success at the Legislature Governor Gillett saw fit to approve and sign every one of the four bills.

Our success at Sacramento was not only due to the efforts and aggressive action of Field Secretary Powers, but also the prompt action of the grocers and merchants in the different committees and local associations throughout the State.

Ghirardelli's Success.

We then took up the matter of getting a profit on chocolate, an article that was being cut by department stores. The Ghirardelli Co. of San Francisco, who manufacture the largest amount of chocolate sold in California, saw the necessity of protecting the grocers who distribute his products, and has successfully stopped the sale of them at cut-rate prices, thereby assuring us of a legitimate profit.

National Convention.

During the month of January, President Jost, Secretary Paulding and myself attended the Convention of the National Retail Grocers' Association of the United States at Dallas, Texas.

We visited the Los Angeles Association on our way there and found it doing its usual good work in protecting its members against the encroachments of price-cutters and trading stamp sharks. To offset the trading stamp companies, who were most actively engaged in Los Angeles at the time, the local association there had formed a stamp company of its own, which was one of the safest means of successfully combating this evil.

The National Convention was a very successful one and the efforts of the California delegates to get the National Association to pass resolutions for protected prices by the manufacturers, **while not entirely successful, was the means of bringing this plan before the entire country in such a way that more manufacturers see the necessity of this plan every day.** Our resolutions occupied about **half of the time** of the convention and the debates for and against the resolutions were quite heated, each side making a very earnest fight. However, after the vote was taken, the opponents of the plan knew that California was there. I feel sure that our resolutions will pass with hardly any opposition at the Boston Convention next May. I would suggest at this time that as large a delegation from California to the next National Convention as possible should be sent for this purpose.

President Jost and myself visited the Associations in New Orleans, St. Louis, Chicago, Milwaukee, Topeka and Denver as we proceeded on our journey. The associations as we saw them appeared to be stronger and better in this order. Colorado associations are working very successfully along the same line as California, Oregon and Washington are doing in the matter of profits. We found that the California State Association has a great deal to be proud of While the density of population in the Eastern States makes the membership a great deal larger, the way that our large local associations work to accomplish the plans outlined by the State Board shows the value of our State Association to its members.

Los Angeles Association.

The Los Angeles Association, the largest in membership today, has been a power for good. A great deal of praise must be given to Mr. J. F. Paulding, the man who does the planning and who has been exceedingly successful during the past year

San Francisco Progress.

The Associated Retail Grocers of San Francisco has done exceedingly well for the second year of its existence. It has been remarkable successful in securing profits, not only for its own members but for other sides around San Francisco Bay. The reason of their success has been the interest taken in the Association by the grocers doing a large business. It was their enormous buying power, concentrated one one object, that has made them able to accomplish it. Mr. Geo. B. Doyle, their president, who was also vice-president of the State Association, has devoted a great deal of his time and thought towards bringing this local to the efficiency that it now maintains. Mr. Jas. Irvine and Mr. John W. King, vice-presidents, have also devoted a great deal of their time and thought to secure this success. The Alameda County Associations have just reorganized under very bright prospects.

Sacramento.

The Sacramento Association has always been one of our mainstays and it is handled and guided by the ideas of the very best men in the business. Mr. A. A. Jost, our State President, has been the President of the Sacramento Association for several years, retiring this year in favor of Mr. E. Kilgore, another one of our enthusiastic workers.

Stockton.

The Stockton Association has been very successful during the past year and the two Stockton members on our State Board, Mr Aubrey and Mr. Pearson, are considered very valuable advisers. Mr. W. E. O'Connor, the secretary of the Stockton Association, plans the work that makes this organization one of our most successful locals.

Fresno, San Jose and Nevada Counties, and al lour small locals are being successfully handled.

Membership.

We have more individual members this year than we have had during any of the three years that I have been your secretary, which shows that our success has been appreciated by the individual grocers scattered throughout the State.

Legislative Funds.

During the Legislature these locals all contributed to our legislative fund in the following order:

Associated Retail Grocers of S. F.	$202 25
Alameda County Association	141 15
Los Angeles Association	100 00
Sacramento Association	75 00
Stockton Association	42 00
Nevada County Association	20 00
Redwood City Association	15 00
Fresno Association	10 00
San Bernardino Association	10 00
Bloomfield Association	2 50
Petaluma Association (Mr Hamilton)	5 00

Petaluma Organizes

In the early part of April the merchants of Petaluma sent word they would like us to help them organize. Mr. Powers and myself visited Petaluma and organized the Petaluma Merchants' Association, with 30 members. They have not as yet affiliated with our State Association, but intend doing

so very soon. With Petaluma, Sebastopol and Glen Ellen affiliating locals, we will have Sonoma County fairly well organized.

Cartwright Law.

At the last Legislature, the Cartwright Law, a very strict anti-trust law, was put on the statute books. Many have thought this would cause associations to disband and a period of demoralizing and ruinous price-cutting ensue, but such has not been the case, because we are compelled by the individual manufacturer to maintain his retail selling price on his products, the trade-mark and interest in which he still controls until it is consumed. **As an individual he does not violate the law.**

Financial Statement.

I herewith present a financial statement which will show sources from which our funds were derived during the past year and the purposes for which they were employed. Your Auditing Committee will find that they are correct by comparing them with the statement and vouchers of Treasurer Pearson, to whose fidelity and help the Association is very largely indebted:

Receipts.

Bal. from former Treasurer	$ 26.78	
Per capita tax and dues	718.00	
Donation to Legislative Fund	620.40	
Sale of Collection Letters	1.00	
		$1,366.18

Disbursemnts.

R. R. fares to meetings and Legislative expenses of officers and directors	$393.15	
Printing, postage, typwriting, Field Sec'y. Salary	328.86	
Return of money advanced prior to last convention	150.55	
Emergency Fund for Legislative purposes	25.00	
Part of expenses to conventions	150.00	$1,147.56
Balance		218.62
		$1,366.18

Conclusion.

In concluding my Annual Report I feel that circumstances are very favorable for the carrying on of the work that has been done, and as I have spent a great deal of my time as your secretary during the past three years, I now feel that it is proper that some one else take up my work. I have used every endeavor for the benefit of the State Association and have felt that all my time was well spent in bringing the membership and efficiency of the Association up to its present standard. I have had the greatest support from the different officers that I have had the pleasure of serving with, and while it will be unnecessary for me to mention any particular one who has assisted me greatly in this work, yet I feel it would not be right and proper for me to conclude without bringing to your attention the great work that has been done for the good of this State by our Field Secretary, Mr. A. H. Powers. It was his efforts at Sacramento during the last year that enabled us to be as successful as we were. Our President, Mr. Jost, has attended every meeting of the Board during the past year, and his thought and advise has been of great value to us. Vice-President Doyle has unselfishly given a gerat deal of his time towards the successful carrying on of our work as well as Vice-President Aubrey, Treasurer Pearson and the other members of the Board. To these I wish to extend my heartfelt thanks for the assistance given me during the year. In asking to be relieved of the duties of Secretary, I do so because circumstances compel me to. At the Dallas Convention of the National Association. I was elected a Director of the Executive Board for three years. I accepted this honor, knowing the necessity of having the Western States thoroughly organized; feeling that I could do a great deal toward that end, a great deal of my time is taken up in that work now. I am compelled to ask you at this convention to select another worker in the uplifting of the trade to be your Secretary. I have devoted a great deal of my time to this work, without compensation, because I felt that every merchant owes to association effort when he accepts an office of this kind to give it his ardent and enthusiastic support. I will, however, always do all in my power to advance the interests of the State Association.

Frank B. Connolly, Sec'y.

ELKS' HOSPITALITY.

Just after Mr. Connolly had completed his report, Mr. Hale of the Sacramento Association was recognized by President Jost. On behalf of the Elks Mr. Hale offered the freedom of their building to the delegates. This courtesy was greatly appreciated by the visitors.

Treasurer's Report.

Treasurer C. B. Pearson then submitted his report same being as below:

Mr. Pearson referred the convention to Secretary Connolly's Financial Statement, his report being embodied therein.

Report of Field Secretary.

To the Cal. R. G. & M. Ass'n in Convention assembled:

Gentlemen:—As business men, you all realize the necessity of keeping within the limits of your capital and credit.

We have no apologies to offer.

We point to the record of the year to show that we hame "made good" as far as our means permitted.

Our Success.

We, with the help of the **Advocate,** secured such active co-operation on the part of the grocers and other merchants of California, that we were able to secure the passage of four measures—some entirely on our influence and some with the co-operation of other interests.

2d—We established the fact at Sacramento that the merchants were organized and were a force that had to be considered.

3rd—We were able, with the aid of the **Advocate,** to engender and maintain an enthusiasm that can be turned into results as soon as we are prepared to undertake the steps necessary to secure the ends the Directors may deem wise.

4th—We have made of the **Advocate** a machine that can be counted on to pay $100 per month, at least, into the State Treasury during the next year if the Directors give it the same support that they have accorded it during the past three months.

5th—We have learned what the weak associations met to secure continuous success. This is a step towards success that we owe to several apparent failures.

Incidentally, I wish to state here, that a failure is really a success if the failure teaches the right way to do things. Our success with the legislature is a result of previous failures. Our success in assuring profits on certain staples is also the result of previous failures.

What Is Necessary.

The prime essential for success in an organization of business men is a business system that shows on its face that the returns will in all probability be commensurate with the expenditure.

The Field secretary and his co-operating secretaries should be able and **CAN** deliver to members the following:

1st—A set of collection letters.

2d—A card of prices that the manufact urer will maintain and that the member **MUST** promise to observe himself and to notify promptly the State Secretary of any cutting.

3d—A Delinquent List.

4th—The ability to act as a unite in bringing pressure to bear on the manufacturer to maintain prices.

5th—The ability to act as a unit in bringing pressure to bear on wholesalers or manufacturers guilty of abusing the trade to secure a correction of the abuse.

6th—Influence with the legislature.

7th—Influence at home.

Depends on Two Things.

A large part of the possibility of the above program depends on two things.

First—The **Grocers' Advocate** must provide (a) enthusiasm (b) a big stick; and (c) income.

Second—A safe and effective Collection Agency must provide (a) Collecting; (b) a Delinquent List; (c) income.

Third—The individual members must also provide an adequate share of the expense something they will be glad to do when they can see a full return for their investment.

A Collector System.

A Collection System, new to this coast. but with a record of 15 years success in Eastern States offers us one part of our requirements. Messrs Aubry of Stockton and Hanch of Alameda, warmly recommend it for results.

Your Field Secretary, investigated its methods. He went without special interest and with rather a prejudice against the Agency as a result of numerous unfavorable experience with other agencies. He found it something entirely different from any system he had known before and with a record for proven efficiency that convinced him of its worth. To this is added the fact that the agency does not promise to give something for nothing but insists that it wants to be well paid for what it does.

This agency is prepared to make the following **offer:**

1st—To print a delinquent list.

2d—To pay the Association 10c. for each bill, good, bad, or indifferent submitted to it for collection by the Association secretaries.

3d—To advance the costs where member desires suit brought.

4th—To give a bond guaranteeing the prompt payment of all moneys collected.

5th—To assist the secretaries in securing credit ratings.

6th—To charge only when collections are made.

It demands in return that members shall pay the same rates that all its other clients do.

These rates are as follows:

Each client must pay 50 per cent on the first $50 collected. On all subsequent collections the rate is 10 per cent.

The agency explains that the first bills received are always those that have been turned over to every collector on the map and insists that they make more money on the newer bills at 10 per cent than they do on the first bills at 50 per cent.

My advice is that the directors be instructed to investigate the agency in question with the idea of employing it should its proposition seem desirable.

With a central collecting agency capable of collecting in every remote corner of the State we could then go about organizing the State into districts, each district having a large city as the center of activity and with either that city or the State Secretary as the directing influence.

One distirct could include San Francisco and the cities on the west side of the bay, including San Jose and Los Gatos.

Another could include Alameda County and the east side cities to San Jose.

A third could include San Rafael and its neighbors.

A fourth, Martinez, and its neighbors.

A fifth, Santa Rosa and its neighbors.

A sixth, Sacramento and vicinity.

Stockton and vicinity; Fresno and vicinity; Santa Cruz and vicinity; Eureka and vicinity Chico and vicinity; Nevada City and vicinity. All these can be districted to advantage.

These matters must, of course, be subject to the judgment of the directors.

They are possible now. They would not have been possible twelve months ago.

Under the circumstances, I beg to submit the opinion that the past year has been the most profitable in the light of what we have learned as well as what we have done —in the history of the organization.

Aaron H. Powers,
Field Secretary.

The report of Mr. King, chairman of the **Advocate** Committee, was deferred until Wednesday morning, owing to that gentleman being unable to be present until that time.

FRESNO REPORTS.

At this juncture Mr. Connolly asked permission to read the following let-

ters, same being of great interest to the convention:

Fresno, Cal., Sept. 6, 1907.
California Retail Grocers' & Merchants' Assn.,
Sacramento, Calif.
Gentlemen:

We are very sorry to say that it will be impossible for us to send a delegate this year to the State Convention; however, in behalf of Fresno, I wish to extend to the 1907 Convention the best wishes for the success of this Convention.

There is one matter we would like to have brought up and that is the policy that the Standard Oil Company is pursuing in this vicinity and I understand throughout the State, and that is that a person can go to our local oil works and buy one can of Gasoline or any other product from them which they carry as cheap as the store-keeper himself can get the same for. They are at present canvassing our territory very thoroughly selling their numerous products, and our merchants are turning them down with a gentle hint why. Some action in regard to this such as a general movement throughout the State I think would bring the desired result and mean a great deal to the retail grocers.

Again wishing you the best of success in your present work, and believe us we heartily co-operate with you in all lines consistent for the welfare of the grocers, we beg to remain, Respectfully,

Fresno Grocers' Ass'n.,
L. R. Eclestor, Sec.

OREGON'S ENCOURAGEMENT.

Portland, Ore., Sept. 4, 1907.

California Retail Grocers Association,
Sacramento, Cal.
Gentlemen:

The grocers of Oregon greet you and hope that deliberations of this convention will bring you unbounded results. We look to your organization as the parent of the "fixed priced idea," and you have shown greater activity than anyone towards accomplishing what **we believe to be the only solution of price-cutting evil.** The California idea has become firmly rooted in the minds of the merchants of the Beaver State and **the results already have gone far beyond our expectations.** We hope that when the next national convention is held that we can send a delegation to Boston that will stand shoulder to shoulder with our California brethren in carrying on this fight. We congratulate you upon the present good you have accomplished through the passage of good laws and we trust that your future may be even greater than the past year's work has shown These are the greetings we send you from Oregon. Respectfully,

Chas. B. Merrick,
Secretary Oregon Retail Grocers' and Merchants' Association.

DENVER SENDS GREETINGS.

Denver, Colo., Sept. 4, 1907.
California Retail Grocers Association,
In Meeting Assembled.
Gentlemen; Greetings:—

We have just celebrated the Tenth Anniversary of the incorporation of this Association. We had a lunch at Albany Hotel, at which a representative body of merchants were present. The many things accomplished in Denver for the benefit of the general business were noticed. The outlook of the future as to this city considered.

The benefits to the general trade and to Denver in particular, of the Maintainance of the Retail Price by the Manufacturer of First Class Goods were brought out.

National Secretary John A. Green was with us and outlined for those present some of the matters which were before the National Association in his usual able and convincing manner, especially calling attention to the Parcel Post agitation.

We had present our mayor, representatives of various jobbing houses and manufactorys, and the press.

We desire to offer California hearty encouragement in the Association work, believing that it is right, just and very necessary for the benefits of the entire trade, and that a strong, loyal Association benefits the grocers in any city, and that anything that benefits a business in general must be of benefit to the individual.

Altogether a very enjoyable and instructive evening was passed.

Very respectfully,
The Denver Retail Grocers' Ass'n.,
S. W. Babcock, Sec.

SECRETARY GREEN INTRODUCED.

Mr. John A. Green, Secretary of the National Association of Retail Grocers, was then introduced to the convention. Mr. Green made a few remarks of great weight but reserved himself for his speech scheduled for Wednesday A. M. (which appears elsewhere in this issue.)

On motion at 4:15 p. m. the convention was declared adjourned until 10 a. m. Wednesday.

Visit State Fair.

In the evening the delegates and their ladies were entertained at the State Fair. The exhibition was complete in every particular and the grocers were much interested in the displays.

Egg-O-See Pierce was on hand at his booth and presented each of the delegates with a handsome aluminum-bound memorandum book.

SECOND DAY.

WEDNESDAY SEPTEMBER 11.

The Convention came to order at 10.30 A. M.

The various committees who were to make reports at this time were called on in the following order:

Committee on Credentials:. O'Connor, Chairman. After some discussion the various recommendations of the Committee were accepted and the various delegations given proper standing in the convention.

Committee on Rules and Order of Business.—Paulding: Chairman, submitted its report which was read and accepted.

Committee on Auditing, Meacham, Chairman, submitted its report setting forth that the books of Treasurer Pearson and Secretary Connolly were in perfect order accepted as read.

"ADVOCATE REPORT."

The chairman of the **"Advocate"** Committee then asked leave to present the following report, which was read and adapted:

Report of the Grocers Advocate Committee.
J. W. King, Chairman.

In the beginning, I wish to say that I took hold of the management of the **Advocate** on June 1st. Prior to that time, only desultory attention had been given to the paper and, although we had not invested a five cent piece and failed to assist the management of the paper as had been agreed upon at our last Convention, yet our interests were safe-guarded in every particular and we not only had a medium of publicity that enabled us to secure results at Sacramento worth thousands of dollars to every merchant in the State of California but we were able to secure the services of a capable Field Secretary who knew that the **Advocate** was earning money (although those earnings were at the time shown only by ledger accounts.)

At the convention at Oakland, numerous members told in fervid terms what they would do to help make the paper a source of income for our Association. Our experience of the last few months have shown that they could have done these things and more too if they had only made a slight attempt to redeem their promises. Only seven men, as far as I can learn tried to do anything. These men were A. A. Jost of Sacramento, H. Hauch and L. Warnke of Alameda, H. Duncan of Oakland and Geo. B. Doyle, F. B. Connolly and myself of San Francisco. Only Mr. Hauch secured any considerable amount of advertising for the paper by unassisted individual effort. The rest of us helped by putting in a word at the request of the management where it was known that a word would do us the most good. The fact that these slight efforts should have accomplished so much makes it easy for us to realize how much we could have done had we each of us given some systematic aid and particularly, if some help had been extended by the forces of Southern California.

On assuming charge of the management of the paper on June 1st, my first step was to put an expert on the books in order to have an accurate scientific review of the condition of the paper's affairs prepared for the Association. We found that while some of the accounts had been carelessly kept, that this was due to an attempt on the part of the management to do too much wih too little help and that every right of the Association had been honestly observed.

Few of our members realize what is involved in the running of a publication involving $10,000 a year. If it were a strictly cash business, it would be smooth sailing. But the business had, of necessity, to be done on a credit basis. There were many Eastern advertisers of unquestioned credit who had to be carried for from thirty to ninety days and nearly, if not quite, a thousand merchants whose subscription money was carried as an asset until bills could be presented to the merchants in question. Our Association had made no arrangement to finance this business of ours and, as a consequence, it was done by Mr Powers from whom we had secured the paper.

When I took control of the management of the paper, there had been earned enough to enable us to finance the paper without further assistance by Mr. Powers although our books show about $1,400 due for subscriptions on September 1st and somewhat more due for advertising, with $275.70 in our bank account and $166.94 invested in sundry property. Altogether, we have over $3,000 of assets that can be and WILL be turned into cash much of it in the course of the next 60 days, while our liabilities, outside of the money advanced to finance our paper by Mr. Powers (this amounts to $718.07 at the present time) is only $816.35.

While it is necessary for the **Advocate** to retain enough money in its treasury to meet its current bills as they come due, yet it gives me great pleasure to be able to turn over to our treasurer a check for $300 and to assure him that this is only an earnest of what is to come now that the paper has earned enough money to finance itself, if the members will only do their part in helping reap the harvest of profits that is at hand if we will do our share.

I wish to speak here of the work of the men who are chiefly responsible for the results I am able to report. I refer to Mr Aaron H. Powers and Mr. Earl D. Eddy and their assistant Mr. Paul Carew. Mr Powers as our Field Secretary, made use of the **Advocate** as a weekly circular for our Association and we all know how much the cheering and logical editorials of the paper affected US, as individuals in keeping up our faith in our organization and in the possibility of ultimate success for efforts, a confidence that is absolutely necessary if men are to be induced to continue ENTHUSIASTCALLY in any work [illegible] for the Association engendered by the **Advocate** is, in my opinion of much greater value to us than the money the paper has earned, although that return will, I am satisfied, make it possible for us to get results in the future that were impossible in the past merely because we [illegible] essential to work the splendid machine that had been created after seven years of continuous effort on the part of those men who realized how much could be [illegible] bringing a measure of the [illegible] chants who needed it, not so much for their own guidance as [illegible] great class of men who do not know the

rudiments of successful merchandising along lines that scientific observation has shown marks the difference between success and bankruptcy.

With Mr. Powers watching the Association's end of the paper, we would still have failed of success had we not had the services of Mr. Eddy. This young gentlemen had worked among the jobbers as a broker for some years and was well and favorably known by them. He brought to our service a mind trained in business methods as well as an enthusiasm that has made him devote a larger measure of time and effort to our work than we could ever have paid for. The Points to Watch department, the market reports, the price lists and several campaigns for better methods, such as honest weights and measures, etc, we owe to Mr. Eddy. We also owe to him much of our advertising which he has secured, assisted by the influence of our organization and as a result of a consistent and persistent follow-up system.

Mr. Carew has been the "Detail" man. To him has fallen the work of gleaning the Eastern Trade papers to learn things that would be of value to the grocers of the Pacific Coast. The numerous other things necessary to get together what would be of the most interest to the **Advocate's** readers have also been entrusted to him as well as much of the responsibility for the publication of the paper.

In conclusion, I wish to call to your attention that it would have cost us a great deal of money, instead of none at all, if we had tried to get out a publication on the lines of the **Advocate.** While we might have succeeded in getting out a paper that would have earned us more money in the



JOHN W. KING.

beginning, we could not have produced a publication that we would have been sure was read by every man who got it EVERY week. This one fact marks the **Advocate's** worth. It should also be borne in mind that the creation of another sheet by us for purposes of revenue only would have destroyed the **Advocate** through the efforts of whose management the State Association was brought into existance and by whose untiring efforts and unstinted expenditure of money and brains at critical periods, our organization was able to tide over trying periods and achieve results that would have otherwise been beyond our reach. These facts, as a matter of course, involved an implied obligation which I am very pleased to know we will in a measure be able to satisfy with much profit to our organization.

Our agreement with Mr. Powers, as manager of the **Advocate Publishing Co.,** involved the payment on our part to the **Advocate** of 12½ per cent of the net earnings of the paper during the first year of our holding of it. At the end of that period, we were to have the right to purchase the paper for $10,000 paying the money out of the earnings of the paper and paying 6 per cent interest on the money due, the sum of $1,000 to be payable at the end of each year.

Mr. Powers has prepared a proposition that will be greatly in the interest of our organization and I would suggest that the new Board of Directors be given full power to act in the matter of the **Advocate** when the time for a new contract arrives on October 1st.

Respectfully submitted.
JOHN W. KING.

Letter From Newberry.

Mr. Connolly asked permission to read a letter just received from J. R. Newberry of Los Angeles, (at present in the East.) Mr. Newberry said:

"I am very sorry that I could not make my report to the Convention in person. The past two months have been spent by myself in the Eastern markets and individually I have attended both the Wholesaler's Convention, one held in Chicago and the other in Baltimore. I attended both of these Conventions strictly as an inspector to listen and to learn and I found many things that are of vital interest to us as a State and to our local organizations; both Conventions reiterated their former position, making the qualifications for membership in their organization as men or firms who sold to wholesalers and retailers only.

Now, I wish to say that the rank and file and probably 75 per cent of the wholesalers that were represented in numbers in Chicago and Baltimore also are firm adherents to the spirit, as well as to the literal meaning of their qualifications. The question comes now for us as retailers—not as we had supposed to have a definition of a wholesaler, but the fact of it is for us to examine ourselves and find out what is a retailer. As I said before, I believe a majority of the men who are in the wholesale trade today in numbers give the definition of a retailer as a man who sells goods over the counter to the consuming trade. There is another and a minority that claim the right to sell section houses, logging camps, boarding houses, restaurants, hotels and deem them as retailers.

Now, I feel that the Convention at Sacramento should take a decided stand upon this matter and if the retailers of this country and the retailers of the Pacific Coast will want a stand that they should take, let them appoint a committee and make the matter very plain and let there be a decision reached on this to know just what the true meaning of a retailer grocer is. I believe that a majority of the jobbing distributers of this country want to work in absolute harmony with the retail trade and are willing to discuss this matter and settle the lines between the two factors. This, in my mind, is the only difference between the two factors—the wholesaler and the retailer that keeps up any friction whatever. There is a unanimity practically of opinions that the two factors should work absolutely in harmony and I believe they can and will, but this one friction point is between them. Let every effort be made to solve this problem. With any united effort on the part of the retailer the jobber will gradually acquiesce. I know from a positive fact that the manufacturers of this country are willing to work with both of the factors in the distributing trade, but are very anxious that this point should be settled. When this question is settled, then the question of fixed prices can be easily handled.

The great education idea is moving a great deal faster in the Eastern country than you have any idea. The eyes of the entire American nation are looking towards California and are wonderfully sanguine of the success of the fixed price proposition. No manufacturer of any prominence here but what considers it not an inovation, but in the line of progressive American commercialism and that it is bound to win and we have a proud distinction of being the solvers of this great problem with such men as A. Schilling & Co., Bishop & Co., and C. P. Grogan who made a gallant fight in the olive oil proposition. Manufacturers are willing to now endorse this problem very freely. They were first afraid of the Cartwright law. This is now becoming a much talked of law and old Ohio is not only furnishing Presidents, but is is furnishing a solution to the commercialism which is bound to sweep the country. Be of good cheer, the dawn is breaking for the independence of the retail grocery business and with that comes its responsiblity, for we then must make a success of the "open door". An old saying and a true one: "In order to drive the rats out you must let the sunlight in" and the more you explain this proposition the more enthusiastic are manufactureres to support us. It is and will be a great success. Yours,

J. R. NEWBURY by J. F. P.

PROFITS AND SPECIAL SALES.

Mr. W. E. O'Connor, Secretary of the Stockton Association was then introduced to the convention. Mr. O'Connor spoke at length on "Profits and Special Sales" his remarks being as below:

In assigning to me the subject "Profit and Special Sales" the State Board of Directors did not consult me or give me a chance to say whether or no I would be willing to handle this subject. When first I learned that a subject of this character had been assigned to me, I protested to the local members of the State Board against taking hold of it, fully realizing that there are a large number of members who are much better qualified than I am to do the subject justice. At the following meeting of the Board my protest seems to have received little or no consideration, for on the return of the Stockton representatives on that august body, I was informed that the Board did not see fit to re-assign the subject. This left but one course open to me, and that was to bow my head in gentle submission to the wishes or dictates of my superiors.

I did not, in writing these notes receive from this body of gentlemen of whom I have spoken, any information as to what they desired to bring out at this meeting, or on which side of this question they desired me to take issue, and since they did not see fit to give me the necessary information, I did not consult them relative to what they expected of me.

I have taken up the matter briefly and endeavored to bring to the surface what appears to me the most logical conclusions, and with your kind permission I will offer a few pages for your consideration and criticism, attaching thereto the necessary apologies for my shortcomings.

Harmonious Aanalysis Imposisble.

The subject "Profit and Special Sales" seems to me to be one that does not permit of a harmonious analysis. Profit means not only the difference between the net cost and the net selling price of an article, but it also means a wide enough margin between the above extremes to enable the merchant or speculator to meet all contingent expenses connected with the handling of same, and have added thereto a sufficient sum which shall be designated as a profit. The foundation on which nearly every great manufacturing institutions in this country was built, is that every article manufactured must show a reasonable margin or profit. The man who engages in either merchandising or manufacturing must know to a minimum, just what the production of each and every article he makes or handles has cost him, otherwise unless fortune has smiled on him he will soon find his way to financial embarrassment and oblivion, as many of our mushroom growths of commercial institutions have recently found.

The men who have success are the men who have gone into business on a profit making basis, fully conversant with the various details connected there-with, alive and keen to take advantage of all channels open to successful operation, and equally keen to strengthen all points of a perceptable weakness.

Department Stores Cited.

In handling the "Special Sales" end of this subject, we may justly expect opposition from its exponents, and they will point with pride to the great merchant kings of America's great metropolises who have achieved unbounded success along the lines of great "Special Sales" advertisements. They will deduce from this millionaire list of successes, such names as Marshall Field, John Wanamaker, Wm. T. Stewart and many others. These men were a success beyond a question of doubt their genius was a marvel and they possessed of the most

fertile brains of their time, but gentlemen of this convention they were **not** exclusive grocers and did **not** make these successes by giving "Special Sales" as grocers only. If they gave a special sale on groceries they had a multiplicity of other lines on which they derived long profits when compared with the general profits, made by grocers.

Charged to Advertising.

The losses sustained under a system of this character is generally charged to advertising.

How many men have you seen who have made a success by giving special sales on groceries where he is an exclusive grocer?

It is true you can point too a few, but if these few are a big success you will find on investigation that they are making an extremely long profit on many articles they handle other than those covered by the "Special Sales Ad" in order to recoup some of their losses. The advocacy of special sales means the destroying of the profits or selling prices on every article touched by this system. A merchant in a city or town can run special sales and make a partial success of it, provided the other merchant sit idly by and not meet the competition he offers, but if Jones runs a special sale ad, all the Smiths and Brows in business can do likewise, and when they have finished their cut-throat policy and reduced everything to almost cost, they may get together and shake hands and say to themselves "We have been engaged in a nice piece of foolishness."

Associations Opposed to Sales.

The policy upon which this Association with its numerous affiliating organizations was builded will not permit of "Special Sales". It is not the purpose of this organization to make exorbitant profits on any article, but it has been established as a sound principle among the majority of the Affiliating Associations "That every article according to its sale must carry its share of profit giving returns."

The man in the grocery business who adheres to the special sales policy is an enemy to all organized efforts on the part of the grocers to better their conditions and bring their chosen vocation up to the standard of commercial equality to which it justly belongs.

Failures Everywhere.

From one end of the State of California to the other, in almost every City and Town, can be found the skeletons of the once prosperous special sales artist in the grocery business, they prospered during the green spring of their youths, but as the sun of time reached the mid-summer of their careers, and turned into the shadows, of the fall, they began to wane and to wither, soon they will be no more, financial embaressment will have wiped them from our midst, and in their stead will have come a wiser, better, and a more intelligent lot of men, who are steadfast in their belief in the principals of righteousness and unselfishness. You show me one dozen advocates of "Special Sales" and I will show you eleven stores filled with cheap trashy goods that are partly used for this very purposes.

Harmony Destroyed.

Harmony, good will and unity cannot exist among grocers where these are those in a community who take advantage of their fellow competitors by slaughtering the price of an article thorugh the medium of "Special Sales."

Those who make use of this "Special Sales" plan of building up their business are not in harmony with that "live and let live" policy that has become so general among the best class of business men of this day. Their was a time not many years ago when a merchant, as an individual, was justified in the adoption of most any competitive measure, for in his field of industry he found a regular dog in a manger proposition to go up against: he found that the grocery man was one of the biggest slaves of a self-cultivated system of iniquity that it was possible for him to be, he kept his place of business open every night of the week until 9 or 10 o'clock, he want only desecrated the Sabbath day, that day that God had set aside for rest and worship, he recognized as holidays neither the birthday of Christ, the birth day of the New Year, the birth of this Republic, the birthday of our Golden State or the day of General Thanksgiving: these are some of the iniquities that in a great measure are the results of Brown offering special sales to-day, Smith offering special sales to-morrow, and Jones offering special sales the next day, thereby creating a feeling of rivalry and hatred, and a desire to go the other fellow one better on any proposition he may make. Looking over the field and comparing the conditions that were, with those that are, we must confess, whether we are an advocate of 'Special Sales" or not, that the present harmonious, intelligent and interchangeamle system of information now in operation under the present plan of organization and affiliation cannot **long** endure, if one, two or three merchants in a community are permitted to bait the trade by a special weekly sale of staples at cut rate prices.

Taking all the bad traits of business of which we may complain, there is none that can equal the "Special Sales" system, it has done more to rob the dealers of their just profits than anything that they have yet encountered, it has done more to create enemies where friendship and harmony should exist, it has done more to demoralize the fixed or established selling price of articles than anything else. So notorious has this "Special Sales" proposition become in times past, that many of the manufacturers of unperishable goods have established a price at which their wares must be sold. This latter policy is to-day striking terror to the "Special Sales" artist and taking from him many of the bludgeons with which he has clubbed his weaker competitors.

ADDRESS OF JOHN A. GREEN.

The hour of 11:30 having arrived Mr. Jost, in a few well chosen words introduced **Mr. John A. Green, Secretary of the National Association of Retail Grocers.** Mr. Green made an address which we hope every reader of the "Advocate" will carefully read and absorb. In a very forceful manner Mr. Green portrayed to the convention many points which will unquestionally have a most salutary effect upon those who were fortunate enough to hear it. Mr. Green said:

I bring to you the greetings of the Entire Eastern States as well as the officers of the National Association.

When invited by your officers and Mr. Connolly to make a visit to your City, I realy could not see where I could afford the time to make the visit, but I assure you it gives me the greatest pleasure to be with you and tell you briefly of the work as it is progressing in the several states it has been my privilege to attend.

Vermont's Progress.

Soon after the National Convention I made a trip through the entire East, beginning at Vermont, where they organized a new State Association under the most favorable circumstances.

There were present at that meeting over 100 delegates; a delegation from Canada (to see how the American managed their conventions) and myself being the visitors

It was surprising with what anxiety and interest the merchants of the State gathered together and discussed the different problems that seemed to interest each, and I think that for a new beginning, Vermont is doing herself wonderfully proud.

Massachusetts Results.

It was my privilege next to attend the Massachusetts Convention, this being the third. Having attended the two preceding ones, could well mark the growth of the Association.

I was very pleased to see that the calibre of the merchants had improved as well as the numbers.

There were at the Massachusetts Convention representatives of the very best retail houses in the State, as well as the Vice President of the Wholesale Grocers Association, who delivered a remarkable address asking for the co-operation of the retailer with the wholesaler, and that a committee be oppointed to meet with the wholesalers and talk over the several things that were of mutual interest.

This, you realize, is quite an advance of the position which we held a few years ago.

New Hampshire and Maine.

The meetings in New Hampshire and Maine were fully as interesting and as full of encouragment.

Kentucky.

My next visit was into Kentucky. They have no State Association in Kentucky, but I am sure before the National Convention that we shall have a State Association in that State.

North Carolina.

The North Carolina convention which convened at Greensboro was, I think, the largest attended of any convention it has been my privilege to attend during the last year. The hall was full at the three sessions the first day, and two sessions the succeeding days of the convention lasting three days.

Much good has been done indeed by the merchants of North Carolina to improve their condition along the lines of Railroad rates, Credit rating, and indeed everything that tends to elevate and improve the retail business in the State.

New York.

The New York State convention was a splendid success. Some of the most remarkable addresses were made at that convention that it has been my privilege to listen to, the most remarkable being that of Mr. L. J. Callanan, giving his experience as sixty years a grocer, a most remarkable record of a most remarkable man

The convention at Pennsylvania held on the 20th to the 23rd of August was very largely attended, there being 200 associations represented by 250 delegates. What proved to be the best part of the convention was the experience of the delegates and the qustion box. These two numbers brought forth much discussion, and the debate at all times was lively on all questions brought before the convention. The officers with one exception were all relected. Mr. Albert Kaiser of Philadelphia being again elected President, serving every year since the organization was effected. The addresses were well thought out, and will result in much information for the benefit of the trade at large.

I addressed the convention on the second day of the session.

Legislative Accomplishments.

It is with much satisfaction that we look on the accomplishments of the past year. The efforts put forth by some of the Missouri Legislator to repeal their Garnishment Law met with defeat through the influence of the merchants of the State of Missouri. The same influence were at work in the Ohio Legislature and met with the same fate.

The passing of the Wife's Liability Bill by the New York Legislators only to be vetoed by Governor Hughes was another accomplishment that the Merchant's Association might well be proud of. Pennsylvania got their Bill to the Governor, who vetoed it Nebraska, Iowa and California all were successful in getting their Garnishment Bills through the Legislature, and the passing of the National Pure Food Bill with the Guarantee Clause was all that we could have wished for.

Lack of Appreciation.

How little you know of the sacrifice of time and efforts put forth in your be-half Could the merchants of any State realize the benefit derived and the efforts and sacrifice of those who have their matters, in charge, I am sure there would be a much different feeling, and a more enthusastic support of the officers than at the present time.

Watch Your Legislators.

Be sure that the men who seek your franchise for a term in the Legislature are men after your own way of thinking, who have the welfare of the merchants at heart

Necessity of Organization.

Now Gentlemen I assure you it affords me the greatest pleasure to be permitted to appear here to-day and talk to you on the necessity of organization.

As I look into your faces and know with

what expectancy you have anticipated this meeting, the question comes to me as to how best can I present to you the good things that will come out of organization, and to make you see them as I know them myself from my years of practical experience. That there is a great change taking place in the business world of to-day we all realize. That new methods are being thought out, new conditions springing into existence, large corporations being organized for self-protection, and great trusts being formed to control every situation in the world.

The retail interests have been slow to awaken to conditions as they exist.

Co-operation the Keynote.

We have made great gains during the year. Have increased in membership, importance, and influence. Our National Association has the confidence of the jobbers and manufacturers, but as the years roll on, we are confronted by new conditions and problems which must be met and solved. Many of them of such magnitude as the individual cannot cope with, and can be brought to a successfull issue through associated effort only.

Here lies the strength and benefit of the association, but the measure of our **strength** and the success of it depends entirely on the **loyalty** of our members.

Co-operation, gentlemen, is the key-note to-day in business of every kind. Men in all branches form themselves into bodies for the purposes of mutual protection, and where this is done, the purpose is laudable and successfull.

We should not relax in our efforts to confine the distribution of goods of all kinds to the retail trade, and not have it diverted into other channels to be made leaders of.

The perfection of the idea that we ar in businss for a living and not to kill off our competitors, fills us with a spirit of friendship and good will towards our competitors We should join hands and help one another, instead of destroying.

Organization Imperative.

Those of us who have studied, and are familiar with the situation as it exists, believe that the future welfare of the retailers of the United States demands that they be thoroughly organized. That the retailers should work in conjunction with the jobbers and manufacturers. That there should be a feeling of friendliness and co-operation between ourselves and these two larger interests.

Without our organization we are pworeless. No matter what the influence of the individual may be, that influence is shown of its strength when not co-operating with each other. But through our organization and our united efforts we expect to be able to accomplish almost anything undertaken for the benefit of the retailer.

Every man wants, to, and does exert influence, but the concerted action of a well organized body of men, will, if wisely directed, make for the best order of influence and attain the maximum power.

Organization, in the sphere of business, has been the dominant idea for a decade. By and through it wonderful accomplishments have been made. Many of the so-called trusts have reached the zenith of their strength and prosperity within this period, and while it is a debatable question as to whether or not some of them are against the public welfare, yet they nevertheless offer an indisputable evidence of the effect of concentrated effort and purpose.

Benefits many.

The benefits to be derived from organization are many. If there was no other thing accomplished than the getting together, the exchanging of ideas, discussing the several topics that are of vital interest to you as merchants, it would pay you ten fold.

Proven Results.

While our organization is still in its infancy, the results are so far reaching and stand out so prominent that it might be well for a few moments to draw a comparison. Take for instance:

A few years ago the Grocer was an unknown quantity in the business world. He was considered no better than the average laborer, working sixteen or seventeen hours a day, and I am afraid some are still at the old way of doing business, having not one moment for self culture or the pleasure of his family.

To-day we find the grocer in the front ranks of the business men of the country, as much sought after, as much respected, his opinions accepted, and above all these, his influence for all that is good is being felt in every part of this fair land.

What brought all this about? **Organization.** And to those men who in every community have sacrificed time, money and personal influence for the good of their fellow merchants we owe much.

Came to Encourage.

I came here to encourage you in your good work.

This coming together is what you need. The interest you show in your work speaks well for the future organization in your City and State. The strength of your organization lies in Association. The coming together, elbow touching elbow, heart to heart talk. This will lead to friendship. Business competition will really become business association as it were. This organization, this association, this friendship will lead each of you to sacrifice for one another's interests, believing that the good of one is the benefit of all. (Applause)

Power of Doing Good.

The retail merchant's power for doing good and moulding public opinion is unlimtedi He has it in his power to exert a wonderful influence in his community. Every house is open to him.

A great many people will take his opinion for granted because of his integrity of character and business principles.

Take a man who has these characteristics embodied in his make-up, and you will find emenating from his personality, a quiet, goodly influence, that will permeate the entire neighborhood.

It is men of this kind who are raising the standard of morality and the higher the standard of morality, the safer it is for you and me to do business. The more we extend our organization, the more influence we wield.

Radicalism Opposed.

We must not be too radical, but rather conservative, meeting business propositions with cool, deliberate judgment, so that we can at all times command the respect of both the manufacturer and jobber. But let me tell you, we can never wield the influence, or command the respect as long as we hold out our right hand for money and undertake to adjust with the other.

Unbounded Possibilities.

Your organization, Gentlemen, has unbounded possibilities in the next few years. All cannot be done at once, but once we can show to the manufacturers and jobbbers that our principles are right and broad and just, backed by an organization that is a unit, then only will we be able to enforce our demands.

Such organizations as these show the strides of civilization in modern business. It is only a short time since, when the policy of the business man in any line was "Every man for himself." Not so to-day.

Helping the Other Fellow.

Through our organization we are helping the man who is not as agressive as we are. You help one another, and in helping one another, you help the whole body an dthe general citizenship.

A great army without effecient generalship would not be successfull; but the association that can stamp itself indelibly on eht community in which it lives, will be impressive and nowerful, and to make these conditions, I repeat we must act in unity.

Centralization of Capital Menace.

What I said to you through the Trade Press about the Centralization of Capital making great inroads into the retail trade of every city, town, and village of the United States is more true to-day that it was at that time, and you will more fully realize now my warnings to you of its intent to use its influence in the Congress of the United States with your experience of last winter in your efforts to defeat the Parcels Post Bill, and its never ceasing endeavors up to the present time.

The Retail Trade came nobly to our assistance, and responded liberally both in our efforts in be-half of the Pure Food Law, and as against the Parcels Post.

We are soon to elect men to represent us in Congress.

We should know that the man who represents us does not cater to the element that is antagonistic to the interests of the business men.

The aspirants for National political honors will soon be busy mixing with the people. Courting the friendship and good will of all, especially the business man, whose influence he realizes to be of much importance.

Then will be the time for everyone approached to make it his duty to secure from the different candidates a promise to assist in any legislation for the interest of the retail merchant, and to oppose any legislation looking up to the encroachment of the Mail Order evil.

Make Your Influence Felt.

Then will be your opportunity to make your influence felt.

More can be done at this time to secure protection to the retail interests with less effort and more assurance of success than can be done in the six months session of Congress.

If we had taken this precaution a few years ago, such a Bill as the Henry Bill would never have made its appearance. The Amendent to the Bankruptcy Law making it impossible for anyone to take advantage of it to defeat a credit for the necessaries of life would have been passed. The Dixon Bill giving the retail merchant the right to attach the wages of a civil service employee for the necessaries of life would have been a law.

Competition Necessary.

We have no doubt all of us felt the effects of unjust and unnecessary competition, and yet competition, to a certain extent, is the life of trade. Without it we are apt to grow selfish and arbitrary. It is a spur to urge us on to energetic application to business, and without it, I fear many of us would languish and die, but I believe co-operation through our association will remove all serious obstacles out of our way.

Human nature is not perfect, neither are all merchants absolutely truthful, but it is a known fact that the merchant whose business methods are far from the ideal, becomes a better and more reliable merchant when he has joined the association. So that through the association we expect to better our conditions along these lines.

It is possible for us by working upon broader principles and along generous and helpful lines to break down prejudice and build up friendship without abating one whit our efforts to secure business and make a reasonable profit.

Dictation by Consumer.

For years the retailer has had practically nothing to say in regard to how he should conduct his business. The consumer dictating entirely his methods, never considering the cost.

Things are gradually being changed, so that now the merchant, through his organization has begun to realize that he and not the consumer should manage his affairs. New methods are being installed, certain eration and exchanging of ideas of the merchants of the different associations.

It is but a short time since it was almost considered a crime to ask man to pay his account when due and mre so to inquire into his credit.

We have almost outlived this condition, but unfortunately there is enough left to make it uncomfortable.

Bills Before Congress.

Let us consider for a short time two of the bills before Congress that are of the utmost importance to the retailers of the United States, namely, the amendent to the Bankruptcy Act, and the Parcels Post.

Bankruptcy Act.

Through a discussion in regard to the Bankruptcy Law, some points have recently been brought out that might well be placed before you for your consideration.

(Continued on page 43.)

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

PIONTS TO WATCH.

FLOUR
Further advances in Eastern and Middle Western States as well as in Oregon and Washington warrant the assumption that local millers will follow suit shortly.

CANNED CORN
A good speculative buy at present figures.

OYSTERS
An abnormally short pack this season—this means a scramble for goods if purchasing is too long deferred.

CORN STARCH
We understand that an advance in this commodity is progrommed.

PURE FOOD GUARANTY
The State Board of Health is getting ready to make close investigations of food-stuffs offered for sale in California. See that you have all guarantys and thus avoid prosecution.

DRIED FRUIT
It looks like a good time to buy—the market is quiet in most lines. October usually brings activity which means advances.

MACARONI
Grocers are warned against purchasing Macaroni colored with anything other than eggs and so guaranteed. The State Board of Health has already commenced its Pure Food crusade.

FREE DEALS.

Fairbanks Gold Dust.

With five and a half boxes at 4.65 one-half box free. Size 24x72. With ten boxes at 4.60 one box free. With 25½ boxes at 4.55 two and one-half boxes free. With fifty boxes at 4.55 fiv boxes free. Above deal is good for but a short period.

Malta Vita—One case free with five.

Rex Lye—One case free with five cases.

Rumford Baking Powder—Five per cent discount in five case lots; one case free in ten case lots.

Jello—One case free with each 12 cases. Deal limited to 48 cases. Ice cream powder made by the same company may be assorted with Jello in making up orders.

Parsons Ammonia.—½ case free with 5½ cases, 1 case free with 10 cases.

Cal. Home Brand Catsup.—5 case Lots, $2.25 per doz. and one case free; 10 case Lots, $2.20 per doz. Two cases free 25 case Lots, $2.15 per doz. and 5 cases free; 100 case Lots, $2.00 per doz. and 20 cases free.

Murdoch's Starch—10 case lots assorted or straight at list, one case corn starch free. Crates of sixes count for two cases.

X-Ray Stove Polish—5c size, 3 doz. $1.50 with 6 free; 10c size, 3 doz., $2.50 with 6 free.

Bromangelon—One dozen free with each gross ordered. No free goods with orders for less than one gross.

Frazier's Axle Grease.—One case free with ten

COFFEE.

C. E. Bickford reports under date of Sept. 3rd:

The active demand noted in our last circular continued during August, the month's deliveries totaling 33,678 bags against 26,000 bags in August last year. A steadily hardening tendency in prices of mild coffees in all markets has tempted buyers to deviate from their hand to mouth policy, and buying has been considerably more spirited than for the past several months. The arrivals in this market to date now exceed the total receipts of any previous year. Deliveries however have fully kept pace with the heavy arrivals, and are well above the average deliveries to the same period of the past five years.

July-August receipts of Santos and Rio have been light and below the average of the past 4 years for these months. The New York market has been steady during the month, although trading has been light. Spot Brazil coffees show a decline of $\frac{1}{16}$c since August 1st, while Central American and other mild coffees are quoted from 3/8c to ½c higher there.

RICE.

Crowley, La., Sept. 1.—"The Rice Journal" says:

The end of August finds harvest just beginning in the Gulf Coast rice belt. Only the earliest of the Honduras rice has been harvested and threshed, but the Honduras generally is getting ready for cutting and the first week in Sep-

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo County

PHOENIX FLOUR

The Whitest **The Best**

Made in Sacramento, Cal.

Up=to=date Machinery

Modern Ideas Coupled with the Thirty Years Experience at the same Location Has Taught Us What Kind Of Wheat To Blend.

RESULT: = PERFECTION

Agencies at Oakland, Eureka, Placerville, Red Bluff and Reno.

PHŒNIX MILLING CO. Sacramento, Cal.

B. E. BRYAN, Oakland Agent, 17th and Wood Sts.
Phone Oakland 8254

FOLGER'S GOLDEN GATE COFFEE



is a great help to any grocer because it gives such complete satisfaction. It will aid in building up a permanent coffee trade among housewives who want the best.

The quality of Folger's Golden Gate Coffee is always the same—smooth—rich—aromatic.

Ask our salesman the next time he calls, or write us, for quantity discounts.

J. A. FOLGER & CO., San Francisco.

Specialists in High Grade Goods.

tember will see the harvest well under way. By the middle of September mill receipts, what at this time are inconsiderable, will begin to assume large volume.

Only generalties as to quality and yield are safe at this time, and guesses as to the acreage are really idle, although it may be stated that the general impression is that the Louisiana acreage is approximately that of last year, while the Texas acreage is larger by from ten to twenty per cent.

The quality of the early rice, as shown by the first receipts is usually good. The yield is also above the average.

Market conditions are favorable The mills are not rushing into the market as eagerly as in some farmer years, seeming to desire to wait until the price of clean has become reasonably fixed. The telegraph strike may hinder the movement of the crop a little if it continues.

The general outlook for rice, especially for the produces, never appeared better than it does at this time.

M. Phillips & Co., report under date of Sept. 10:

The market for the past week has been active owing to the demand of local and out of town jobbers who have had to replenish their stocks. Assortments are badly broken, there being very few choice grades in stock. Cable advices from Japan note an advance of 10c over previous quotations.

Domestic Japan Rices are becoming very scarce and prices have advanced ⅛c.

A few sacks of New Crop Rice have been received by two mills in Crowley but this will not be milled for a week or so and will be taken up at full prices by nearby dealers.

We will have no New Fancy Head Rice to offer for shipment from mills before Sept. 15th and it will take at least thirty days before cars can be brought through from the South.

Japans will be marketed about thirty days later.

DRIED FRUIT ETC.

Under date of Sept. 7. "Cal. Fruit Grower" says: "While the amount of new business passing in cured fruits is not startling, the general tone of the market is firmer this week than it has been since the sulfur excitement began some weeks ago. Peaches are back to the point where they were prior to the easing off of the market following the uncertainty of the situation over the matter of sulfuring, and packers have advanced their prices to growers several points during the past ten days. When confidence in the future of the situation so far as sulfur is concerned began to return and packers went into the fields to buy, some little business was done on the basis of 9c to growers. This was followed by increased offerings on the part of one packer over another of¼c at a time until at this writing growers are back to 10c basis again and sales being made at that figure. A number of the packers found themselves short some small quantities and have been taking peaches under cover to fill these requirements at prices ranging from 9 and 10c, as noted. Asking prices now for packed goods are on the basis of 10¾ and 11c for choice yetllows in 50s.

Other lines of cured fruit remain without much alteration or animation except apples, which are firmer but not quotably higher than last week. Figs are going out from Fresno in carload lots.

The prune market shows indications of increased strength this week and values are on a little higher plane. What few old prunes there are left are steadier and not subject to such a wide range of values as heretofore; 1907 crop are quotable ¼c higher than one week ago.

Santa Clara growers are generally asking 5c, and at least one sale at 5¼c is among our reports. But a small proportion of prune crop remains still in first hands, and we do not learn of many packers that are long any considerable amount. The prune market looks at this juncture to be in good shape for the future. Some packers are not quoting Santa Claras at the moment and do not care to do so until they know they will have the goods in hand when needed. Speculation is an unknown term this season, and dealers have for the most part bought and sold simultaneously.

The raisin crop is getting on to the trays in Fresno County, and should the weather prove at all favorable for curing, raisins will be ready for shipment early this year. Quotations do not show any material change since last week with the exception of a slight hardening in seedless in some cases and perhaps in 4-crown loose. Most seeded quotations are on the basis of 8¾c for fancy No. 16 with choice at 8¼ and 8½c. These figures, however, are subject to variation as to packer.

A little rain fell in the Fresno district the other day, but so very little as to be of no consequence. The ultimate size of the raisin pack this year will depend much on the weather. Reports continue to come from New York of a curtailed production in Smyrna Sultanas this year and consequent advance in quotations. All such reports that come to our notice advise more or less of their lack of confirmation, but the same advices continue to appear. The Greek currant retention has been fixed at 35 per cent this year in currants on 66,000 tons and in cash on the balance of the crop, and the market in Greece is reported firmer in consequence.

PRUNES.

It is reported fros San Jose that prune drying is under way, and as receipts at the packing houses will be heavy by September 1st most of the packers are making arrangements to get under way at that date. The feeiing in prunes continues strong, though orders are no more plentiful than they have been for some weeks past. The total crop of California will be less than was anticipated some little time back owing to the very heavy dropping in many of the outside districts, particularly San Joaquin valley.

BANKING INSTITUTIONS.

LOCARNO PARIS NEW YORK SAN FRANCISCO

Swiss American Bank

Of Locarno, Switzerland

San Francisco, Main Office
1452 Fillmore St.

CAPITAL $600,000

Branch
[illegible] Montgomery St

SURPLUS AND UNDIVIDED PROFITS, $220,000

TOTAL ASSETS, $5,500,000

San Francisco Officers

HENRY BRUNNER, President — ALFRED MONOTTI, 2nd Vice-Pres
T. C. TOGNAZZINI, 1st Vice-Pres. — A. A. MICHELETTI, Manager.
OTTO OTTESEN, Asst. Cashier.

ACCOUNTS OF BANKS, FIRMS AND INDIVIDUALS RESPECTFULLY SOLICITED

RICE

Buy Right Direct from the Mills
Save Jobbers Profits

Largest ExclusiveRice Dealers on the Coast

NEW ORLEANS RICE MILLING CO., 104 Front St., San Francisco
Samples Mailed on Request

DATES.

The new crop of Hallowee dates is expected to be considerably shorter than that of last season.

HONEY.

..Los Angeles.—The Southern California honey crop is seriously hampered by unfavorable weather. To date the product in the hives is computed at much less than last year. In the event of continued cloudy and chilly weather the season's output will be greatly lessened. Spot stock has been about cleared off the market and a short yield will exert a decided change on future prices. The request for honey is increasing, and added interest is exhibited in the occupation of cultivating apiaries.

CANNED GOOD.

..Under date of Sept 7 "Cal. Fruit Grower" says: "The rush of **peaches** which came in all at once this year on California packers is abated. Many canneries are still wrestling with the help problem. **Tomatoes** are beginning to demand packers' attention, and under favorable weather conditions a good sized pack of this vegetable will be made. Some business is being done by California canners in this line at 82½ and 85c with reports of some sales as high as 87½c for immediate delivery. Canners generally have booked all the fruit business they can take care of, and the chief interest lies in the proportion of deliveries of the various grades and varieties that can be made.

Eastern markets report canned fruits very firm, both for California and eastern goods, with very little spot stuff offering anywhere. Receipts of peaches at Baltimore continue light and the pack will be very small. The eastern tomato market shows practically no substantial changes in the situation. Owing to the scarcity of raw material packers are not at all anxious and are in many cases not quoting. Canned corn, which was for so many, many months weak and cheap, has been improving of late and a better feeling is now noted through the unfavorable crop outlook in many sections. Guessing on the 1907 pack places the probable output at 6,500,000 to 7,500,000 cases, which is way below any since 1903. Corn and tomato packing East will be a question of weather, and as packing started late, the season will be a short one. Maryland canners have been paying from $12 to $18 a ton an even, in Baltimore, as high as $27 recently for raw tomatoes. Think of it.

CORN.

Corn is still in good favor, with prospects of only a moderate pack, and a carry-over much less than for several years. Any snaps in the corn line should be picked up, and the buyers of these snaps stand in to make a good profit on their speculation.

The Maine corn crop is reported to be in good condition and a full pack is promised provided frost holds off.

COVE OYSTERS.

Cove oysters promise to be a mighty hard commodity to find in the near future. The pack was abnormally small this year, and it looks as though there will be a scramble pretty soon to get the goods to supply the country trade which cannot get fresh goods.

CORN STARCH.

There has been a sharp advance in prices on corn starch and dextrine in the East owing to the rise in corn.

MACARONI.

The State Pure Food Commission has issued a notice to the effect that macaroni colored other than with eggs cannot be sold in that State, and has begun the prosecution of a Fresno manufacturer under the California food law.

IMPORTED FISH, ETC.

New York, Aug. 30.—Strohmeyer & Arpe Company report:

Greer's Washing Ammonia

It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

310 Sacramento St., San Francisco
Telephone Temporary 3898

Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast.
SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer,** Trade Mark.

"Don't Drop This"

Don't rush away. Sit still, get a pen and order.

"MAPLEINE"

No matter how busy you are—**DO IT—HERE**—is what it will do when you open the case, it will sell.

It will sow your name broadcost and bring new customers into your store.

You talk first; the customer will talk afterwards, and by getting everybody talking about your store,

WHAT'S THE RESULT?

MORE BUSINESS.

EXACTLY!

Got an article in your store that will do it? "No."

Unless you are the wise merchant who keeps re-ordering Mapleine,

THE SAME

Will happen to you if you don't drop this and rush away.

HOW 'BOUT IT?

Want more business; then get busier.

JOHN H. SPOHN, Agt.,
50-51 Clay Street.
San Francisco, Cal.



Crescent Mfg. Co., Mfgrs., **Seattle, Wash.**

Holland herrings.—The market is slightly lower than last week. Shipments are arriving quite freely and demand is improving.

Scotch herrings. — Notwithstanding the large catch, prices are keeping up very well and are unchanged from last week. Quality is particularly nice although large fulls are scarce. Most of the herrings run small this season.

Norway herrings are being offered, but it is too early to take them over as they would spoil before arriving here. Weather is still too warm.

Imported sardines. — There is no change in either the French or Portuguese situation. There is no catch nor any stocks neither here or abroad and there is virtually nothing offering.

½ Boneless sardines.—Just a few have been packed and are held at high prices.

Stockfish.—Prices are unchanged and ought to go lower as the catch this season has been considerably larger than last.

Anchovies.—None are being offered as yet from Norway, as the catch is very poor.

Norway smoked sardines.—Catch is poor and most packers of well-known brands are unable to take further orders for this season. This may not be able even to fill all their contracts.

French, Belgian and Italian Peas are scarce, especially the finer grades and purchases are certainly advisable before the season's pack is sold out.

Olive oil continues high and the finest grades of olive oil are very scarce and high. We are receiving only small lots, which hardly supply the hand to mouth demand.

DOMESTIC SARDINES.

Sardines are in light supply and exceedingly strong, with the market here inclined to follow the advance named by eastern packers.

IMPORTED SARDINES.

Imported sardines are still exceedingly scarce, as there is no catch in France, Spain or Portugal. In Norway the catch continues light and very little packing is being done.

CANNED SALMON.

The situation in this line is extremely strong. By a perusal of the dispatches printed below an excellent idea may be secured of the conditions viewed from a jobbing standpoint:

New York, Aug. 30.—The Journal of Commerce says: Except in one year opening prices on red Alaska salmon have never been so high as that announced yesterday on the 1907 pack. The exception was the quotation of $1.50 made in 1906.

The jobbing trade, although looking upon the 1907 prices of $1.15 f.o.b. as unusual, appear to be well satisfied with it, as in view of the advance talk of a very short pack of higher figure was generally looked for.

It is admitted by most, if not all jobbers, that the price named, which is 20c higher than the opening quotation on the 1906 pack, is warranted by the conditions of supply and demand.

The new goods will come on an absolutely bare market, for it is not questioned that the little that is left on the spot will go out clean within the next few weeks.

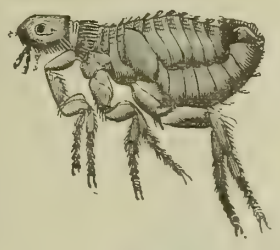
There is some difference of opinion as to how short the pack of Alaska red salmon will be as compared with that of last year, the estimates of the probable shortage varying form 500,000 to 700,000 cases.

According to some reports the total quantity that will be available for distribution in the United States will not exceed 750,000 cases, including all brands.

The English markets, it is authoritatively stated, have ordered and confirmed 200,000 cases of Association brands. This is the first time in two years that English buyers have been in the American market, and their purchases this year, which are attributed to the close clean up of stocks in England, are excepted as an indication that a radical change has occured in the sentiment of those markets.

One reason given why a higher price than $1.15 f.o.b. was not made on red Alaska salmon of this season's packing is the lack of adequate warehousing facilities on the Pacific Coast, which made it necessary to market the pack more quickly than usual.

If all of the orders that have been booked subject to approval of price are confirmed, and the indications are that they will be, it is intimaed that packers will not be able to deliver in full. The Corby Commission Co., representing the Kelley-Clarke Co., of Seattle, who were first in the field, yesterday, with opening prices said in announcing their quotations: "The present situation on salmon is unprecedented; Columbia River is short over 50 per cent; there has been an almost entire failure of sockeves on Puget Sound and in British Columbia, and the pack of red Alaska salmon is at least 500,000 cases short of last year, which, taken in connection with the almost entire depletion of spot stocks, means that there has not been sufficient salmon packed during this season to supply the world's normal requirements, and that before the 1908 pack salmon is available higher prices will obtain than ever before in the history of the industry. While we appreciate the fact that the crop of "Wolf!" so far as salmon is concerned, has been heard times innumerable in the past, the present situation



The Eureka Insect Exterminator

is a preparation of eight different drugs and is so well compounded that it actually destroys insects, yet it is harmless to the human.

It kills Fleas, Flies, Ants, Moths, Bedbugs, Roaches, Lice, Mosquitos, Etc.

Price list, page 28.

For Sale by the Wholesale Drug and Grocery Trade
JOSEPH FUSCH, Manufacturer.

1797 Bray Ave.
Fruitvale, Cal.

Phone Merritt 2962

BAY CITY MILLS

GROCERS!

TRY OUR PATENT (Extra Family) ROLLER FLOUR
YOUR CUSTOMERS WILL THANK YOU.



Bay City Flour Mills, First and Clay Sts., Oakland

speaks for itself, and 'a word to the wise should be sufficient.'

The opening prices made yesterday on Puget Sound sockeye salmon are also 20c a dozen higher than those of last year, being $1.65 for talls, $1.80 for flats and $1.10 for half-pounds f.o.b. common shipping point o nthe Coast. The pack on the Sound this year has been almost a failure, the total output being estimated at 80.000 cases, against 183,977 cases last year, 820,914 cases in 1905, 107,943 cases in 1904 and 158,802 cases in 1903. The entire 1907 pack of Puget Sound Soceyes is reported sold, and no new business is being accepted.

Bellingham, Wash.—Prices for sockeye as well as all other grades of canned salmon will be high this year. The pack has been so short that almost the entire output of the canneries on the Sound has been sold or the orders placed subject to the prices to be named. Last Thursday E. B. Deming, general manager of the Pacific American Fisheries, and representing the Deming-Gould brockerage firm, announced the opening prices of canned goods. Deming estimates that only about half as many cases of red fish have been packed as expected. On the Sound 80,000 cases of sockeyes were packed and 52,000 on the Fraser River. In Alaska the returns show that approximately 1,000,000 cases of reds were packed. The Alaska figures cover the Bearing Sea and all the fishing districts in the far north. Each case contains four dozen pound-cans. Following is a list of prices for the season compared with the prices of last year:

	1907.	1906.
Sockeye, talls	$1.65	$1.45
Do flats	1.80	1.50..
Do ½-pound flats	1.10	1.00
Cohoe, talls	1.00	.85
Do flats	1.15	1.00
Do ½-pound flats	.80	.72½
Alaska red, talls	1.15	.9o
Do flats	1.35	1.15
Do ½-pound flats	.95	.85
Pink, talls	.80	.75
Do flats	.90	.85
Do ½-pound flats	.67½	.....

Deming says there will be no profits made on the sockeye salmon this year, even if they are sold at the rate of 7.20 a case for the best varieties. The expense of getting the fish has been so heavy that the profits have been eaten up in the packing.

LIMA BEANS.

According to Los Angeles advices, reports that have gone out that the lima bean crop of that section will fall short of that of former years are premature. The outlook, on the contrary, is for a bountiful crop. There are more acres in lima beans than in previous years, and according to the advices above quoted the yield ought to be larger than the record breaking crop of 700,000 sacks which was harvested last year.

Santa Monica.—The harvest began Monday, and the farmers find that the crop will be much better than expected, better than the crop of last year.

WOODENWARE.

All lines of woodenware are still on the upturn, and further advances are predicted.

CALIFORNIA WINES.

The crop this year is better than that of last, according to expert opinion, and there are prospects for a large mash of the fruit at the various wineries. The grapes are ripe, and if not picked very soon would spoil. The rates on the wine grapes from all points in the State to the various California wineries have been reduced 20 per cent by both the Santa Fe and Southern Pacific railroads at the request of wine manufacturers. The traffic officials for the railroads have been advised that the shipments of these grapes will probably be very heavy this year, owing to the large crop. This is the biggest reduction in the wine grape tariff in many years.

There is less wine in California at present than for a long time past, owing to recent large shipments East and the great losses in the San Francisco fire. The manufacturers are looking forward to a large vintage this year.

THE NATIONAL FORESTS AND THE LUMBER SUPPLY.

A point in the industrial progress of the United States has now been reached where development of the country is made, not in the fact of the forest but with its essential aid. The old process of exhausting the supply of timber in a region and then seeking new fields is practically over. Already the lumber industry is turning back on its tracks. A quality of timber is eagerly sought in the Lake States which a few years ago was ignored as utterly worthless, and in the South the whole pine region is being gone over in a close search for the old field pine, a tree once despised but now bought up at prices much higher than those formerly paid for the magnificent timber of the virgin forests.

A publication just issued by the Department of Agriculture, entitled "National Forests and the Lumber Supply," defines the important part which the National Forests are destined to play in the economic development of the country. Abuses have grown up under the laws which provide for the disposition of public land, notably the segregation of large holdings of timberland for speculative purposes. Timber from the National Forests is now purchased by the thousand board feet, and payment is made upon the actual scale of the logs when cut. Two dollars and a half per thousand feet is comparatively low as present charges go, but since the cut ranges from 5,000 to 20,000 feet per acre, the Government receives from five to twenty times as much for the timber as it did under the timber and stone act.

Public opinion now demands, not that the Government should dispose of its remaining timberlands as rapidly as possible and leave it to private enterprise to exploit the forest hastily, but that what remains of the National Forests should be more conservatively used. The Government has been forced into the lumber business solely in order that a supply of forest products may be guaranteed to future generations.

Probably 65 per cent of the total stand of merchantable timber within the Forests is located on the Pacific Coast, where for a long time the enormous supply of privately owned timber will satisfy most of the demand. This more accessible privately owned timber surrounded the Forests as the meat of an apple surrounds the core. It has been entirely eaten away in many places, while in others it is locked up by speculators. The thing to remember, then, is that this immense body of public timber is there as a great reserve against the time when private timberlands will be depleted, and for use as a weapon against monopoly.

The first effect of National Forests upon prices, particularly where there is still a great deal of available timber, is to raise the price of outside stumpage toward its actual value by withdrawing the excess supply of low-priced timber from the market. But later, as the supply of timber dwindles and values are forced upward by speculative holdings, the effect of the Forests will be to check the advance of prices.

In the virgin forest, growth is just about balanced by decay. In the western forests, however, natural deterioration is greatly augmented by forest fires. The fires usually do most harm by damaging merchantable timber, but, great as this injury is, vastly more actual loss in forest wealth results from the yearly burn-over of the grass and undergrowth of the forest. Ground fires do not consume the large trees, but they destroy seedlings outright and injure growing trees so that they quickly decay. Finally, the forest floor, composed of a mold of needles, twigs and mosses, is burned away.

Far beyond the present influence of the National Forests upon the lumber supply will be their importance in the future. The United States is now facing a shortage in the stock of available timber. The yield from the National Forests will aid greatly to bridge over the period in which mature timber will be lacking.

The definite result, therefore, of the sale of timber from the Forests will be to sustain the lumber business, to maintain a steady range of timber values and so discourage speculation, and, far more important still, steadily to further the uninterrupted development of the great industries dependent upon wood.

HANDLE
SPERRY FLOUR
and make a good
PROFIT!
The most popular brand on the Market.

YOU ARE ALWAYS SURE of a sale and a profit if you stock SAPOLIO. You can increase your trade and the comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Wholesale Price List.

EACH DEPARTMENT OF OUR PRICE LIST IS CHECKED UP AND CORRECTED EVERY WEDNESDAY BY M. J. BRANDENSTEIN & CO., A. SCHILLING & CO., J. A. FOLGER & CO., SUSSMMAN, WORMSER & CO., J. H. NEWBAUER & CO., GUGGENHIME & CO., TILLMANN & BENDEL, WELLMAN, PECK & CO., CUDAHY & CO., WIELAND BROS., ROETHLISBERGER & GRASSOFF, WILLIAM CLUFF CO., WHITTIER-COBURN CO., W. P. FULLER & CO., STANDARD OIL CO., HOOPER & JENNINGS, M. PHILLIPS & CO., PACIFIC COAST BISCUIT CO., PACIFIC VINEGAR & PICKLE WORKS, HEYMAN-WEILL CO., AND SCHWABACHER-FREY CO., EACH FIRM TAKING THE DEPARTMENTS ASSIGNED, AS LIST INDICATES.

No claim is made that this Price List contains an ironclad schedule of rates—good for a week. No such schedule could be obtained, even on actual cash sales. These prices are solicited for publication, and represent, at the time of going to press, the average prices demanded by the general run of jobbing houses for average amounts of goods on average conditions of purchase. Persons with cash, or undoubted credit, always get special low rates.

Subscribers will confer a favor by pointing out to us any particular error or omission.

	COL.		COL.		COL.		COL.		COL.
Abalones	17	Citron	36	Glue	43	Pails	48	Smoking Tobacco	49
Ammonia, Laundry	25	Clam & Clam Juice	17	Gum, Chewing	31	Paints, Dry	30	Snuff	52
Anchovies	17	Clam chowder	18	Ham	11	Paper Bags	42	Soda and Saleratus	20
Asparagus	10	Clothes Lines	47	Herring	16	Paper, Shelf	48	Soap, scouring	28
Ax Handles	46	Clothes Line Pulleys	47	High Grade Smoking Tobacco	49	Paper, Toilet	44	Soups	40
Axle Grease	42	Clothes Pins	47	Honey	8	Paper, Wrapping	44	Spices	19-20
Bacon	11	Coal Oil	29	Hops	35	Paprika	18	Spittons	54
Bar Sugar	3	Cocoa	33	Horseradish	41	Paraffine Candles	42	Spoons, Wood	54
Barrel Covers	53	Cocoanut	34	Ink	55	Pastes	24	Sprats	17
Baked Beans	11	Codfish	15	Insect Powder	44	Peanut Butter	36	Starch	28
Baking Powder	19	Coffees	1	Ironing Boards	47	Peas (canned)	11	Stationery	54
Bags (paper)	42	Coffee Extracts	1	Jams	7-8	Peels	36	Stick Candy	30
Barley, Pearl	23-24	Condensed Milk	34	Jars	43	Pens, Steel	56	Stogies	50
Baskets	46	Condiments	37-40	Jellies	9-10	Pencils	56	Stove Polish	44
Bath Brick	42	Corks	47	Lantern Globes	48	Pepper	19	Sugar	2
Beans, Canned	10	Cordage	43	Lamp Burners	48	Pepper Sauce	41	Sugar, Maple	4
Beef, Barreled	12	Corn, Canned	11	Lamp Chimneys	48	Pickles	37-38-39-40	Syrup	3
Beef, Extracts	32	Corn Starch	29	Lamp Wicks	48	Pigs' Feet	12	Syrup, Extracts	4
Benzine	29	Cottolene	34	Laundry Starch	28	Pineapples (canned)	9	Tacks	54
Binder Twine	46	Crackers	31	Lard	12	Plug Tobacco	50	Tapers, Gas	54
Blacking, Shoe	45	Cream of Tartar	20	Laundry Materials	25	Plum Pudding	36	Tapioca	24
Bloaters	15	Currants	5	Laundry Starch	29	Polish, Metal	45	Teas	1
Bluestone	42	Cuttle Bone	44	Lard Oil	29	Polish, Shoe	44	Tobacco	49
Bluing	25	Demijohn	47	Lead Pencils	56	Polish, Stove	44	Tobasco Sauce	41
Borax	25	Dishes, Wooden	53	Lemon Squeezers	48	Pork and Beans	9	Tomatoes	11
Boullon Capsules	32	Door Mats	47	Lemon Sugar	35	Pork, Barreled	11	Tomato Catsup (bulk)	37-40
Bowls	46	Dried Fruits	5	Lime Juice	35	Potato Mashers	54	Tooth Picks	54
Brooms	46	Drops and Lumps	31	Linseed Oil	29	Potted Fish	16	Traps	54
Breakfast Foods	21-24	Dry Paints	30	Liquid Bluing	25	Preserves	9-10	Truffles	41
Brushes	46	Dust Pans	47	Lobsters, canned	18	Provisions	11	Tubs	48
Butter Ladles	53	Dusters	47	Lozenges	30	Prunes	6	Turpentine	29
Canles	42	Eels	17	Lubricating Oil	29	Raisins	6	Twine	46
Candles	41	Egg Food	43	Lye	26	Relishes	39-40	Twine Holders	54
Canned Fish	17	Egg Beaters	53	Macaroni	24	Rice	24-25	Twist Tobacco	50
Canned Fruits	5-6-7-8	Envelopes	55	Mackerel (salt)	15	Rollign Pins	54	Vegetables (canned)	9
Canned Meats	13-14	Evaporated Milk	34	Mackerel, tins	17	Rope	43	Vermicelli	24
Canned Soups	40	Extracts, Beef	32	Maple Sugar	4	Sago	24	Vinegar	37-38
Canned Vegetables	10	Extracts, Flavoring	19-20	Maple Syrup	3	Salad Oil	39	Washboards	48
Can Openers	47	Extracts, Syrups	4	Matches	44	Salad Dressing	36	Washing Powder	28
Capers	32	Farin. Goods	21-22-23-24	Meals	21-22-23-24	Saleratus	20	Wax	46
Castle Soap	28	Figs	5	Meats (canned)	13-14	Salmon (salt)	16	Wax Strings	46
Castor Oil	29	Fine Cut Tobacco	49	Milk (condensed)	34	Salmon (canned)	17	Whips	54
Catsups (bulk)	39-40	Fish and Cheese	14	Mince Meat	8	Salsoda	26	White Lead	30
Caviar, Russian	14	Fish (canned)	17	Mixed Candy	30	Salt	40	Wicking	48
Cereal Coffee	34	Fish, Smoked	16	Molasses	2-3	Sardines	17	Willow Ware, etc	46
Cereal Laxative	44	Fish, Potted	16	Mops and Handles	48	Salt Fish	15	Window Screen	54
Cereals	21-22-23-24	Flavoring Extracts	19-20	Mouse Traps	53	Salt Meats	11	Wringers	48
Cheese, for & dom	14	Flour	21	Mushes	21-22-23-24	Saratoga Chips	39	Writing Paper	55
Cheroots	49	Fly Paper	43	Mushrooms	36	Sauces	41	Wooden Ware, etc	46
Cheese Safes	47	French Mustard (bulk)	41	Mustard (dry)	18	Sauces (bulk)	39-40	Yeast Cakes	41
Cigarette Papers	50	Fruits, canned	5-6-7-8	Mustard (bulk)	41	Sauerkraut	42		
Chewing Gum	31	Fruits, dried	5	Neatsfoot Oil	29	Seeds	45		
Chicory	1	Fruit Wax & Strings	46	Nest Eggs	54	Steel Pens	56		
Chimneys	48	Fruit Jars	43	Nuts	7	Sheep Dip	45		
Chloride of Lime	25	Faucets	47	Oil Cans	54	Shelf Paper	48		
Chocolate	33	Fruit Jar Caps	43	Oils	29	Shell Fish	17		
Chutney	34	Fruit Jar Rubbers	43	Olives	35	Shie Dressing	45		
Cider	34	Gasolene	29	Olive Oil	36	Shoe Brushes	47		
Cigarettes	51	Gelatine	35	Oysters	18	Shrimps	18		
		Ginger, preserved	35			Smoked Fish	16		

Department 1

COFFEE, CHICORY, ETC.

This Dept. is corrected by M. J. Brandenstein & Co.; A. Schilling & Co.; J. A. Folger & Co.

Green Coffee.

	In bags	In drums
Mocha, Gen. Arabian	23	25
No. 2	21	23
No. 3	..	..
Mocha Liverato	23	....
" Aden	21	....
Kona (Hawaiian)	12	16
Mexican	12	18
Java, Common	15	18
Java, brown pln'tion	20	25
Java Mandheling	26	....
" Kroe	17	....
Caracol, prime w'shd	13	16
Caracol, ordinary	12	13
Guatemala Prime	15	..
" Choice	14¼	..
" Good	12½	..
Costa Rica Prime	13	..
" Choice(La G'nd)	13	..
" Good	11¾	..
Salvador Washed	13	..
" Unwashed	11½	..
Caracola Guatemala	15	..
" Salvador	13½	..

Roast Coffee.

Salvador	15	20
Java	24	31
Mocha Aden	27	31
Prme w'shd, C.A. blnds	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	13
Java Fncy Mndheling	33¼	33¾
" Kroe	25¾	26¼
Mocha Liverato	31¼	31¾
" J. S.	25¼	31¾
Java & Mocha Fancy	32¼	32¾
" No. 2	25½	26
Guatemala No. 1	19	18½
" No. 2	13¾	16¼
Costa Rica No. 1	17¾	18¼
" No. 2	17	18¼
" No. 2	17	17½
" No. 3	15½	16
Kona Fancy	20¼	20¾
" No 1	16¼	16¾

Private Brands.

Lion, 100-lb	..
Hills Bros. Arabian Roast	.26
Arbuckle's 100-lb	17.37½

"M. J. B."

"M.J.B.," 60 1's in case	.28
"M.J.B.," 30 2's in case	.27
"M.J.B.," 24 3's in case	.25

Schilling's Best Coffee.

In 1-lb cartons, in 25, 50 or 100-lb cases. Can be assorted as required.

5-star	.36¼	1-star	.18¾
4-star	.29¾	2-star	.22¼
3-star	.25¾		

Folger's Golden Gate Coffee.

100 or 60, 1-lb tins	.31
50 or 30 2-lb tins	.30
40 or 30, 2½-lb tins	.30
20 or 12, 5-lb tins	.30

Never sold in bulk

Chicory.

California	05¼
Belgian No. 2	.07
Belgian, No. 1	.07¾

Coffee Extracts.

Bulk, per lb	.07
Vienna, ¼'s, 10-lb. bx	.25
Vienna, 1's, 10-lb. bx	.25
Ackermann's, ½-gross bxs, gross	4 00

1

Department 2

This Dept. is corrected by M. J. Brandenstein & Co., A. Schilling & Co., J. A. Folger & Co.

Japan.

TEAS.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	44	55
Choicest	39	43
Choice	34	38
Fine	28	35
Fair	25	30

Green China

(Gunpowder Imperial or Young Hyson)

Extra Fancy	56	76
Fancy	38	46
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	58	$1 50
Fancy	50	57
Choicest	36	48
Extra Choice	33	35
Fine	27	32
Fair	22	26

Ceylon and India.

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz, Cartoons. Never in bulk)

Japan, per lb	$0.45
do. 1 crown	.90
do. 2 crown	1.80
English Breakfast	.45
do. 1 crown	.90
do. 2 crown	1.80
Ceylon	.45
do. 1 crown	.90
do. 2 crown	1.80
Oolong	.45
do. 1 crown	.90
do. 2 crown	1.80

TREE TEA.

(Full weights only.)
Packed in 1 lb. and ½ lb. cartons.

Japan	37½	E. B Congou	37½
Oolong	50	Gunpowder	45
Ceylon	37½	Or'ntal Blnd.	37½

Folger's Golden Gate Tea.

	6-oz.	8-oz.	12-oz.	16-oz.	5-lbs.
Japan	43	42	41½	41	41
English Breakfast	43	42	41½	41	41
Ceylon	46	45	44½	44	44
Oolong	48	47	46½	46	46
Gunpowder	46	45	44½	44	44
Black and Green	43	42	41½	41	41

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Department 3.

This Dept. is corrected by Sussman, Wormser & Co., J. H. Newbauer & Co.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c; half barrels, 25c; boxes, 50c; 50-lb. bags, 10c.

Fruit Granulated	5.45
Dry Granulated, 100-lb sack	5.45
Beet Granulated	5.35
Confectioners' A	5.45
Cube	5.70
Crushed	5.60
Candy Granulated	5.55
Magnolia A	5.05
Extra C	4.95
Golden C	4.85
"D" Sugar	4.75
H. & E. Crystal Dominos	8.85
Bar, Barrels	6.95

California & Hawaiian Sugar Refining Co. Additional per 100 lbs: In bbls. and 50-lb bags, 10c more; half bbls. 25c more; boxes 50c more; for all grades:

Granulated Basis	5.45
Powdered	5.55
(A) Crushed	5.70
Berry	5.50
Extra Fine Granulated	5.45

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Coarse Dry Granulated	5.45
Confectioners' (A)	5.45
Confectioners' Crystal	5.55
Cubes	5.70
Bricks	5.70
Beet Gran., 100-lb bags only	5.35
Excelsior (A)	5.05
Extra (B)	4.95
Golden (C)	4.85
Yellow (D)	4.75

C. and H. "Higrade" Bar.

In 100-lb sacks	$5.55
30-lb. boxes	6.05
10-lb. tins, 10 in case	7.90
35-lb. tins	7.25
40-lb. tins	7.25
Barrels	5.65
Half barrels	5.80

Long's Peerless XXXXXX

Do. bbls	6.95
Do. ½ bbls	7.20
Do. 4-lb. tins, cases	8.50
Do. 35-lb. tins, 10 in case	8.40
Do. 10-lb. tins, 10 in case	9.05
Do. 8-lb. tins, 8 in case	9.05
Do. 30-lb. boxes	7.70

For Bakers' and Confections' Use.

Barrels	$6.25
Half bbls	6.50
Boxes, 30 lbs. each	7.10

MAPLE SYRUP.

"Old Manse."

Gal. tins, ½ dz to case, dz	$14.00
½ Gal tins, 1 dz to case, dz	7.50
Quart tins, 2 dz to case, dz	4.25
Pint tins, 4 dz to case, dz	2.50
Jacket Cans, bulk, per gal	1.00
Glass Qts, 1 dz to case, dz	4.50
Glass Pts, 2 dz to case, dz	2.75

4

Log Cabin Maple Syrup.

Gallons, per doz	$15 00
Cans	
Half-gals, per doz	8.00
Quarts, per doz	4.50
Pints, per doz	2.60
Bottles	
Quarts, per doz	4.75
Pints, per doz	3.00
Jackets, per gal	1.10

Log Cabin Pen-O-Che Syrup.

Cans	
Gallons, per doz	$12 00
Half-Gals., per doz	6.50
Quarts, per doz	3.75
Pints, per doz	2.25
Bottles	
Quarts, per doz	4.00
Pints, per doz	2.50
Jackets, per gal	.85

MAPLE SUGAR.

Toboggan Brand Maple Sugar.

30 1-lb blocks (cases)	$4 50
60 ½-lb blocks (cases)	4 80

Maltese Cross Brand Maple Sugar.

Ass't'd ¼s, ½s, 1s, per case	$3 00
Scalloped Cakes, 100 to case	2.85

Syrup Extracts



2 oz.	doz.. 3.00	16 oz.	doz..18 00
4 oz.	doz.. 5.25	32 oz.	doz..36 00
8 oz.	doz.. 9.75	Gals.	each..11 00

Crescent Oil of Mapleine.

1-oz.	doz... 2.70	2-oz.	doz .. 4 75
8-oz.	..... 15 00	4-oz.	doz .. 8 25
16 oz.	doz..27.00	32 oz.	doz..48 00
Gals.	each..15 00		

Hardesty's Maple Extract.

1 oz.	doz...$1.10	2 oz.	doz.. 1.75

MOLASSES.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS 5 G	⅞ G	4 G	CASES 10 G	20 ½G	¼G
Fancy Open Kettle									
Pickaniny	52	54	.57	2.98	2.72	2.42	6.90	7.60	5.28
Belmont Plantation	47	49	.52	2.73	2.50	2.22	6.40	7.10	4.98
St. Clair Plantation	41	43	46	2.43	2.22	1.98	5.80	6.50	4.62
Centrifugal									
Oak Grove	37	39	42	2.23	2.05	1.82	5.40	6.10	4.38
St Mary's									
Baking Molasses	32	34	.37	1.98	1.82	1.62	4.90	5.60	4.08
Hawaiian Island, Genuine Cane	19	21	.24	1.33	1.24	1.10			
Black Strap	.17	.19	.22	1.23	1.15	1.06			

TABLE SYRUPS.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl 17 G	JACKETS 5 G	4½ G	4 G	3 G	KITTS 2 G	1 G	2 G	1¾ G	CASES 1½ G	20 1-G	20 ½G
Saratoga Drips, made from pure granulated sugar, packed: 12-1's, $6.28	52	54	57	2.98	2 97	2 42	1 86	1.28	72	1 34	1 21	1 08	6 90	7 60
High Grade Sugar Syrups. (Pure White)														
White Sugar Drips	.47	.49	.52	2.73	2.50	2.22	1.71	1.18	67	1.24	1 12	1 01	6.40	7.10
(Delicious Flavor)														
Perfecto	.44	.46	.49	2.58	2.36	2.10	1 62	1 12	10	1-gal	Jackets	sold		
Sugar Syrups												per Crate	$5 40	
New Butter Scotch	.45	.47	.50	2.63	2.41	2.14	1.65	1.14	.65	1.20	1 09	96	6 20	6 90
Victor	.40	.42	.45	2.38	2.18	1.94	1.50	1.04	.60	1.10	1.01	90	5 70	6 40
Golden Gate	38	.40	.43	2.28	2.09	1.86	1.44	1.00	.58	1.06	.97	87	5 50	6 20
Cooking Syrups														
Carnation Drips	.34	.36	.39	2.08	1.91	1.76	1 32	92	.54	.98	90	81	5 10	5 80
Golden Drips	.25	.27	.30	1.63	1.51	1.34	1 05	.74	.45	.80	73	.68	4 20	4 90
Special Table Syrup												CASES		
Heliotrope	38	40	43	2.28	2.09	1.86	1.44	1.00	.58	**Round Friction Top Pails**				
								6 10-lb Tins, per case						$3 18
								24 3-lb Tins, per case						3 84
								12 5-lb tins, per case						3 48

MAPLE SYRUPS.

	Bbl 54 G	½ bbl 34 G	¼ bbl 17 G	JACKETS 5 G	4½ G	4 G	CASES 10 1 G	20 ½G	24 ¼G
Woodlawn, made from pure maple sap in the groves at Beauce, Canada, and 1's also packed: Cases: 12-1's, $13.44; 6-1's, $6.72; 12-½'s, $7.14; 24-¼'s, $8.10; 24-⅛'s, $5.10. Bottles: 12 qts, $4.60; 24 pts, $4.90.	.95	.97	1.00	5.13	4.66	4.14	11.20	11.90	8 10
Deer Lodge	.85	.87	.90	4.63	4.21	3.74	10.20	10.90	7 26
New England	.77	.79	.82	4.23	3.86	3.42	9.40	10.30	7.02
Canada Sap	.67	.69	.72	373	3.41	3.07			

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Department 4.

DRIED FRUITS, NUTS AND HONEY.

This Dept. is corrected by **Guggenhime & Co., Tillmann & Bendel.**

(Add ¼c for 50-lb. boxes and ½c for 25-lb boxes).

Apples (crop 1907.)

Sundried, sacks 7
Evap. Fancy, 50-lb boxes.... 9½
Evap. ex. choice, 50-lb box.. 9
Evap. choice, 50-lb box..... 8½

Apricots.

	1907 Crop
Choice Sacks	22
Fancy Sacks	23
Fancy, 25-lb. boxes	25

Blackberries.

In boxes, per lb.....none

Cherries.

Pitted, in boxes, per lb.....35
Unpitted, in boxes, per lb.12½

Currants.

In bbls 09½
Recleaned, in bbls.....10½
Recleaned, 25-lb boxes.....11¼
Recleaned, 50-lb boxes.....11
Recleaned, 1-lb carts.....11¾
Recleaned, 12-oz carts..... 10¾

Dates.

Fard, 14-lb, per lb.....11
Persian, 65-lb case.....07

FIGS (California)

Black, sacks 04½
Black, 25-lb boxes, per box..1.25
White, bags 04½
White, 10 1-lb. brks., pr box 65 90
White, 50-½s 2.00

FIGS (Imp. Smyrna.)

box ..... .90
Choice, 5-lb. bx., per lb....16

6

Nectarines.

	1907 Crop
White	16
Red	16

Peaches.

Choice, sks..11| Fancy, sks..12½
Ex Ch'ce,sks11½

Pears.

Choice, ¼s, in sacks.....10½
Ex. choice, ½s, in sacks.....10
Fancy, ½s, in sacks.....13

Plums.

Unpitted ... Pitted,black.11
Pitted, blchd11½100s-110s ..

Prunes.

	Sks.	bx. 25-lb.
30-40s	8¾	9¼
40-50s	7¼	7½
50-60s	6	6½
60-70s	5½	6
80-90s	5	5½
90-100s	4¼	5
in cases of 125-lb tins		..
in cases of 12 5-lb tins		..

Raisins.

	Box	½s	¼s 50lb.
6 Cr. Layers	3.50	2.75	.....
5 Cr. Layers	3.00	3.25	3.50 ....
4 Cr. Layers	.....	1.90	
3 Cr. Layers	.....	2.00	
2 Cr. Layers	.....	2.25	
4 Cr. Loose	.....	.10½	
3 Cr. Loose	.....	.10	
2 Cr. Lodse	.....	.09½	

Fancy Clusters, 1-lb cart per doz .....
Fancy Clusters, 5-lb cart per case .....
Unblchd Sultanas, 50-lb.... 8
Thompson's bleached Sult. seedless, 50-lb 11
Bleached Sult., sdlss..... 9
Seedless Muscatels, 50-lb cases 7¾

7

R. R., 36 16s 10½
Blue Bell, 50 1s (seeded)....10¼
Seeded, 12 oz. cartons.....10½
Seeded, 12 oz cart..... 9
Seeded, bulk, lb.....11

1907 Crop F. O. B.

Clusters and Layers	20-lb bxs
Imperial, clusters, 6 c.	3.00 3.50
Dehesa, clusters, 6 c..	2.50 2.75
Fancy clusters, 4 c....	2.00 2.25
London Layers, 3 c.....	.... 1.60
London Layers, 2 c....	.... 1.50

Seeded	Per pkg
Fancy, No. 16, 36 to cs	9¼ 9½
Fancy, No. 12, 45 to cs	7½ 7¾
Choice, No. 16, 36 to cs	8⅝ 9
Choice, No. 12, 45 to cs	6⅛ 6¼

	25-lb bxs
Fancy bulk, per lb....	8½ 8¾
Choice bulk, per lb....	8⅛ 8¼

Loose Muscatels	50-lb bxs
Standard, 4 c.....	... 7½
" 3 c..7.....	7 .¼
" 2 c.....	6¼ 6½
Seedless	... 6¾

Seedless Sultanas	
Unbleached	7¼ 7½
Bleached, standard ..	... 8½
" choice	... 9
" ex. choice..	... 9½

Thompson Seedless	
Unbleached	7½ 7¾
Bleached, standard	... ...
" Choice	... 10
" fancy	... 10½
" ex. fancy..	... 11

NUTS.

Almonds, Fancy, I. X. L.....18
Almonds, choice soft shell Drake 16
Almonds, shelled, No. 1.....45
Almonds, shelled, No. 2.....35
Almonds, shelled, Jordan Imported .....
Almonds, Jordan, Dom....

8

Brazils, 160-lb sacks.....18
Chestnuts, Italian 20
Cocoanuts, per 100.....4.50 5.00
Filberts, 175-lb sack.....14
Peanuts, California 06
Peanuts, Japanese 08
Peanuts, Eastern,hnd pickd..6 6½
Peanuts, roasted 8 9
Pecan, polished 18-20
Pine .....
Walnuts, soft shell, bleached.15½

HONEY.

Pure white sage, 2 5-gal tins, per lb..... .8
Light Amber, 2 5-gal tins .... per lb 7½

White Clover (stained.)

5-gal. tin, per lb..... .07½
2 dz 2-lb jars, per case.... 8.00
2 dz 1-lb jars, per case.... 4.25
24-qt. cans, per case..... 7.00
12 ½-gal. cans..... 6.60
6 1-gal. cans..... 6.00

Glass.

	Per Doz
Tumbler, 8 oz., 4 doz in case	1.25
Oval pints, 4 doz in case....	1.25
1-lb glass jars, 2 doz in case	2.25
2-lb glass jars (with comb..	2.50

COMB

Water White, 24 1-lb frames..16
Light Amber, 24 1-lb frames..14
Water White, 24 1-lb frames..15

BEESWAX.

Pure 30-31

DEPARTMENT 7.

Prices should be figured on a basis of 5 per cent above those quoted hereinbelow.

This Dept. is corrected by **Haas Bros.; Wellman, Peck & Co.**

Canned Fruits

No. 3 Extras	No. 2½ Special	No. 2½ Extras	No 2½ Ex. Standards	No. 2½ Standards	No. 2½ Second	No. 2½ Water	No. 2½ Pie	VARIETY	No. 8 Ex. No. 3 Grade	No. 8 Ex. No. 2½ Grade	No. 8 Ex. Standard	No. 8 Standard	No. 8 Water	No. 8 Pie
2 00	1 85	1 70	1 40	1 30	1 20	1 10	1 10	Apples		4 50	4 25	3 75	3 00	2 85
3 00	2 75	2 50	2 10	1 80	1 50	1 40	1 25	Apricots	8 00	7 00	6 50	6 00	5 25	5 00
3 50	3 25	2 80	2 60	.....	.....	.....	.....	" peeled	9 50	8 50	8 00	.....	.....	.....
3 50	3 25	2 80	2 60	.....	.....	.....	.....	" sliced	9 50	8 50	8 00	.....	.....	.....
.....	.....	.....	.....	.....	.....	.....	.....	Assorted	.....	.....	.....	.....	.....	.....
2 25	2 00	1 75	1 60	1 50	1 40	1 30	1 30	Blackberries	.....	.....	5 00	4 75	4 25	4 25
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (Royal Anne)	10 00	9 00	8 00	7 00	5 00	4 50
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (White)	10 00	9 00	8 00	7 00	5 00	4 50
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (Black)	10 00	9 00	8 00	7 00	5 00	4 50
2 00	1 75	1 60	1 35	1 25	1 10	1 05	1 05	Grapes (White Muscat)	.....	.....	3 75	3 50	3 00	3 00
2 50	2 25	2 00	1 80	1 65	1 45	1 30	1 10 unp 1 20 pld	Peaches (Yelolw Free)	7 00	6 00	5 50	5 00	4 25	4 00 pld 3 25 unp
3 00	2 60	2 40	2 15	1 85	1 65	1 40	1 10 unp 1 25 pld	Peaches (Lemon Cling)	8 00	7 50	6 50	6 00	4 50	4 25 pld 3 50 unp
3 00	2 60	2 40	2 15	1 85	.....	.....	.....	Peaches (**Lemon Cling Sliced**)	8 00	7 50	6 50	6 00	4 50	.....
3 00	2 60	2 40	2 15	1 85	1 65	1 40	1 10 upd 1 25 pld	Peaches (White Heath)	8 00	7 50	6 50	6 00	4 50	.....
3 00	2 60	2 40	2 15	1 85	.....	.....	.....	Peaches (**White Heath Sliced**)	.....	.....	.....	.....	.....	.....
3 00	2 60	2 40	2 15	1 80	1 65	1 40	1 05 unp 1 20 pld	Pears (Bartlett)	8 00	7 50	6 50	5 50	4 50	3 75 pld 3 25 unp
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Green Gage)	5 50	4 50	4 00	3 75	3 25	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Egg)	5 50	4 50	4 00	3 75	3 25	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Gold Drop)	5 50	4 50	4 00	3 75	3 25	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Damson)	5 50	4 50	4 00	3 75	3 25	3 00
3 25	3 00	2 75	2 50	2 35	2 25	.....	.....	Raspberries						
3 25	2 75	2 60	2 50	2 25	2 15	.....	.....	Strawberries						

No. 1 Tall Cans sliced L. C. Peaches, Ex. $1.35; Ex. Standard, $1.25.

If shipped 6 cans to the case, figure Gals. —10c per dozen higher.

All No. 3, No. 2 and No. 2½ cans, 2 doz en in a case; No. 1 cans 4 dozen in a case; galoln cans. 1 dozen in a case.

A Quick, Easy Washday

There is profit and satisfaction in handling an article that not only pays you on your investment but pleases your customers as well.

If you are not already supplying your customers with such an article it will be to your interest to order a supply of Swift's Pride Soap today.



Swift & Company, U. S. A.

9 10 11 12

Department 5.

This Dept. is corrected by Wellman Peck & Co.; Haas Bros

JELLIES, JAMS AND PRESERVES.

	Griffon 16-oz. Jars		Cutting 16-oz. Jars		Rose No. 2 Tins.		Rose Picnic Tins		Tumeler Jelly 4-doz.Case
	Preserves	Jam Pure	Jam Pure	Jelly Blended	Jam Pure	Jelly Blended	Jelly Pure	Jelly Blended	Jelly Blended
Apple	....	2 35	....	2 00	....	1 60	....	92½	90
Apricot	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Apricot Marmalade	2 35	....	....	....	1 85	....	....	....	.....
Blackberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Currant	2 35	2 35	....	2 00	....	1 60	97½	92½	90
Fig	2 35	....	2 00	....	1 85	....	97½	....	.....
Gooseberry	....	2 35	....	2 00	....	1 60	....	92½	90
Lemon	....	2 35	....	2 00	....	1 60	....	92½	90
Loganberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	....	90
Orange	2 35	2 35	....	2 00	1 85	1 60	97½	92½	90
Orange Marmalade	2 35	....	2 00	....	1 85	....	97½	....	.....
Peach	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Damson	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Green Gage	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Quince	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Raspberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Strawberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Assorted Regular	2 35	....	2 00	2 00	1 85	1 60	97½	92½	90
Assorted Berries	2 35	....	2 00	2 00	1 85	1 60	97½	92½	90

PINE APPLES

Per Doz

Johnson's Columbia

2's sliced, 2 doz. in case...2 30
2's grated, 2 doz. in case..2 30
1's sliced, 4 doz. in case..1 15
1's grated, 4 doz. in case..1 15
Gal. coreless, 4½ lb to tin, ½ doz. in case, per lb.. 16
Gal., grated, 7lb .to tins, ½ doz. in case ,per lb.. 16
2's sliced, Baltimore, 2 doz case 2 25
1's cocktail, Baltimore ovals, 4 doz. case.....1 25

Hawaiian.

Extra sliced, 2 doz, 2½.... 2.50
" " 4 doz. 1s.....none
" grated, 2 doz, 2s.... 2.25
" " 4 doz. 1s 1.40

Per doz

Standard, sliced, 2½s, 2 doz 2.00
" " 2s, 4 doz....none
" " 1s, 4 doz.... 1.35
Chunks, 2s..... 2.25
Whole, 2½s, 2 doz..... 2.00
Grated, 2s, 2 doz..... 1.75
" 1s, 4 doz..... 1.25
" gals, ½ doz..... 8.25

Singapore.

2 lb sliced.. 1.7522-oz., doz..48.00
1-lb sliced. .952½ whole.. 2.25

Mince Meat.

Merrell-Soule Co.'s None Such Condensed Mince Meat, cases (6 doz. each), per case, $6.25.

Department 7.

This Dept. is corrected by Sussman, Wormser & Co., Wellman, Peck & Co.

CANNED VEGETABLES

Asparagus.

Mammoth 5.50
Large White 5.00
Medium White 4.75
White Tips 4.50

Beans

Stringless Extras .....
Blue Lake, none .....
Blue Lake, gal., none.....
String, 2 lb, Standard..... 1.25
String, gal., Standard..... 4.50
Lima, soaked 1.00

Baked Beans

Fancy Eastern .....$
1-lb Tall tins..... 50
2-lb Tall Tins 80
2½-lb Tall tins..... 1 00
3-lb Tall tins 1 10

Corn

2s Maine, per doz.....$1.35
Gallon, cut, Maine, per doz..none
Gallon, cob, Maine, per doz.. 6.50
Iowa, per doz ..... .90
5 case lots, Iowa..... .85

Succotash.

Standard Maine 1.35

Peas

Petit Pois 2.00
2s Extra Fine Sifted..... 1.75
Standards 1 35
2s, Soaks ..... .90

Tomatoes

3s, Solid Pack 1 40
3s with peppers 1.45
2½s, Solid Pack 1.25
2½'s, Solid Pack with peppers 1 35
2½s, Standard 1.15
Gallon, Standard 3 25
Gallon, Solid Pack 4.00
Gallon Puree 3.25

Miscellaneous

Artichoke 2½s.....$
Carrots, 2s 1
Cabbage, 2s 1.1
Turnips ,gal..... 4 00
Spinach, 2s 1.35
Spinach, gal..... 4 00
Beets, 2s 1 05
Hominy, Great Western, 3s... 1.15
Pumpkin and Squash, gal.... 2.50

Department 8.

PROVISIONS.

HAMS.

Eastern Standard, 17-18... .17
" " 15-16.... .17
" " 12-14.... 17½
Picnic Hams 10½

Boiled Hams

Skin off 24½
Skin on ..... .25½

Breakfast Bacon

Eastern Standard, 6-8 ... 22
" " 8-10.. .20
" " 10-12.... .19

English Cured Bacon

Eastern Cure, 8-10..... .18
Eastern Cure, 8-10..... .18½

Dry Salt Bacon

Clear Medium Bacon..... .15½
Clear Light Medium..... .15½
Light Belly 16½
Extra Light Belly 17½
Bacon Backs 13½
Bacon Bellies 15½

Dry Salt Meats

Sides 14
Bellies 14½
Backs 12
Fat Backs ..... None

Barreled Pork

	Bbls.	½-bbls
Spare Ribs	.$	
Family Pork	21.50	11.25
Clear Pork	24.00	12 50
Big Pork	.50	13 75

Barreled Beef

Mess Beef.....10.00 5.50
Family Beef 10 50 5 75
Ex. Family Beef.. 11 00 6 00
Beef Tongues.... 23.00 12.00

Pigs Feet

Tierces, about 320 lb $1 00
Barrels, about 200 lbs 1 00
½ bbls, about 80 lbs .....
Kegs, about 25 lbs .....
Kits, a bout 15 lbs 1 75

Pure Leaf Lard

Tierces, about 350 lbs net....12
½ bbls, about 100 lbs.....12½
50-lb Wood Tub, 50 lbs. net .....
60-lb Wood Tub, 60 lbs. net .....
50-lb Cans, one to a case .....
20-lb Cans, 4 to case .....
10-lb Cans, 6 to a case.... 12¾
5-lb Cans, 6 to a case .....
3-lb Cans, 20 to a case .....

Golden Gate Lard

Tierces, about 375 lbs net....11½
½ bbls, about 150 lb net.. 12
50-lb cans, 2 to case..... 12
20-lb cans, 4 to case..... 12¼
10-lb cans, 6 to case..... 12½
5-lb cans, 12 to case..... 13
3-lb cans, 20 to case..... 13
20-lb wood bkts 12¾
60-lb tubs 12¾
80-lb tubs 12¼

Compound Lard

Tierces, about 360 lbs. net....09½
50-lb Cans 10 to a case 10
10-lb Cans 6 to a case 10½
5-lb Cans, 12 to a case 10¾
3-lb Cans, 20 to a case... 10¾

13

"Arrow" Compound.

Tierces, about 370 lb net.... 9¾
50-lb tins, 2 to case.....10¼
½ bbls, about 150 lb net....10¼
50-lb tins, 1 to case.....10¼
20-lb tins, 4 to case.....10½
10-lb tins, 6 to case.....10¾
5-lb tins, 12 to case.....11
3-lb tins, 20 to case.....11
20-lb wood bkts, 20 lb net..10⅜
60-lb wood bkts, 60 lb net10⅛
80-lb wood bbls, 80 lb net..10⅛

Suetene.

50-lb Cans .....None

Beechnut Packing Co.

Beechnut Sliced Bacon and Beef in Glass.



14

1 doz No. 1 Jars.....$3.25
Erie Brand Chipped Beef in Glass, 1 doz No. 1 Jars.... 2.60
5 case lots, less 5 per cent.

Department 10. FISH AND CHEESE.

This Dept. is corrected by

Wieland Bros.; Roethlisberger & Grassoff.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case....	$18.50
½-lb cans, 2 doz in case....	10.00
¼-lb cans, 5 doz in case..	5.20
⅛-lb cans, 6 doz in case..	2.70
White Label Brand.....	none

CHEESE

Foreign and Domestic.

	new
New York State Factory	
Cheddars June make....	18
Twins, June make	18
October make, Cheddadr's..	19½
October make, Twins	19½
Cal. State factory flats....15½-16	
Cal. State fctry, Young Am..17-18	
Jack or Monterey 16-17	
Brick Cream 18-19	
Limburger, Eastern, lb.....17-18	
Swiss, imported, lb..... 30	
Domestic Twins, new.....22½-23	
Roquefort, lb..... 42	
Gouda, per lb..... 27	
Sap Sago 22½	

15

Pineapples, Eastrn, 6 in cs, cs. 3 50
Pineapples, Eastn, 6 in cs, sml 2 55
Holalnd, Edam,med plain, dz 9 50
Holland, Edam, medium in bladders, per doz.....9.50 10 00
P'ffr'd Edam, small .....34-35 pds per case of 12 ..... 9.00
P'ffr'd Edam, med....38-40 f 9.75
Do Edam, large....44-45 10.50

Fancy

Camembert, Brie, Roquefort and Gorgonzola, jars...none
Parmesan C & B, sml bot doz 3 00
Parmesan C & B, lge bot, doz 5 00

Bayle's.

Small ½-lb 1-lb. 2½-lb 5-lb
Deviled Cheese $1.00, $2.25, $4.00, $5.00, $9.00
After Dinner Cheese: $1.00, $2.40, $4.00, $4.50, $7.50
Roquefort Cheese: $1.00 ,$2.40, $4.00 ,$4.50, $7.50

MacLaren Imperial Cheese Co.,Ltd

Imperial Cheese—
Club size, 2 doz jars, doz....$1.25
No. 1, size, 1 doz jars, doz.. 2.80
No. 2 size, ½ doz jars, doz.. 5.25
No. 3 size, ½ doz jars, doz..10.60
Individuals, 5 doz jars, doz.. .85
Roquefort Cheese—
Small size, 2 doz jars, doz.. 1.75
Large size, 1 doz jars, doz.. 3.25
Individuals, 5 doz jars, doz.. .85

SALT FISH

Pacific Codfish

Bundles,, per lb..... 4½
Case, selected, per lb..... 5½
Boneless, 30-lb boxes, lb.... 5
Boneless, 40-lb boxes, lb.... 5½
Boneless Stripes, per lb..... 6
Boneless Blocks, per lb..... 7
Boneless Tablets, per lb..... 8½
Boneless Middles, per lb..... 7½
Boneless Middles, extra,per lb .10½

Eastern Codfish

Gen. Georges, 8 fish to cs$11.00
Gen. Georges, 12 fish to cs.. 10.00
Geo. Cur. Cod, case..... 9.50
Geo. Cur. Cod ,40 fish to cs 8.00
Gen. Geo. Middles, 60 fish... 15
Gen. Geo. Tablets,36 fish 11½
Gen. Geo. Blocks, 40 fish 11½

Shredded Codfish

Beardsley's shredded, 2 doz. in case..... 1.00

Norwegian Mackerel

Bloater, 120-130 fish.....55.00
Bloater, ½ bbl., 60-65 fish....28.50
No. 1, 150-160 fish.....45.00
No. 1, 75-80 fish.....23.50
No. 2, 220-240 fish..... 37 00
No. 2, 110-120 fish.....19.50
No. 3, 300-350 fish.....28.00
No. 3, 150-175 fish.....15.00
No. 4, 400-440 fish, bbl.....25.00
No. 4, 200-220 fish.....13.50

Irish Mackerel

No. 1, 200-220 fish.....none
No. 1, 80-90 fish.....none
No. 2, 325-350 fish.....none
No. 2, 130-140 fish.....none
No. 2, 475-500 fish.....none
No. 2, 180-190 fish.....none
No. 1, 10-lb kits, 15-16.....
No. 2, 20-22 fish..... 1 30

American Bloaters

Shore Bloaters, 115-120 fish..none

16

Shore Bloaters, 45-50 fish..none
Extra No. 1, 120-130 fish....none
Extra No. 1, 50-55 fish.....none
No. 1, 140-150 fish.....none
No. 1, 60-65 fish.....none
No. 2, 130-140 fish.....28.50
No. 2, 55-60 fish.....11.00
No. 2, 140-160 fish.....none
No. 2, 60-65 fish.....none
No. 2, 160-180 fish.....none
No. 2, 70-80 fish.....none
No. 2, 180-200 fish.....none
No. 2, 80-90 fish.....none

In Kits

Extra Mess, 7 to 8 fish each..$3.00
No. 1, kits, 8-9 fish or 15-17 fish 1.40
No. 2, kits, 8-9 or 20-22 fish 1.30

Salmon

King, bbls.....none
Oregon Silversides, bbls.13 00
Alaska Red, bbls.....13 00
Alaska Red, ½-bbls, 100 lbs 7 25
Alaska Red, kits..... 1.00
Bellies, bbls 15.00-18.00
Tongues and Sounds, kits 10-lb 1 40
Tongues and Sounds, ½-bbls, 80-lb.....11 50

New Herring, Pack 1906

Holland.

Ex Sictd Mixed, bbls.....20.00
" " " ½ bbls 10.50
" " " Keg 1.20
Cheaper grade, mixed, bbl..16.00
" " " ½ bbl .. 8.50
" " Keg ..... .90
Ex Selected, Milchner, bbl..22.00
" " " ½ bbl 11.50
" " " Keg 1.35
Cheaper, Milchner, bbl.....18.00
" " ½ bbl 9.50
" " Kegs 1.00
Labrador, round, 160 fish... 5.50
Labrador Split, per ½ bbl.. 6.50
Pacific, ½-bbl 3.90

Smoked Fish

Neptune, Brand, 100s.....$2.85
Neptune, Brand 50s..... 1.60
Dainty Brand, 50s..... 2.25
Bloaters, Grim., 100 box....$3.00
Bloaters, Grim., 50 in box. 1.75
Bloaters, Cromarty 3.00
Yarmouth, 100 in box....
Halibut, chunks ..... .15
Herring, boxes, Eastern .... .25
Herring, boxes, Washington .20
Herrings, Neptune, boneless, boxes of 10s, net..... 1.35
Moir's Selected Red Herrings, 100's..... .. 1.90
Moir's Selected Red Herrings, 50's 1.25
Salmon ,per lb.....10 20

Beardsley's.

Herring, boneless, tins, doz.. 1.50
Herring, boneless, small, doz 1.00
Herring, boneless, vacuum tumblers, 2 doz in case.... 1.95
Finnan Haddies, 30-lb boxes, per lb 13½

Potted Fish.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy Bloater Paste.....	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	.75

Department 9. CANNED MEATS.

This Dept. is corrected by **Cudahy & Co.**

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 doz in case	No. ¼ Tins, 2 doz in case	No. 1 Tins, 2 doz in case	No. 2 Tins, 1 or 2 doz in case	No. 6 Tins, 1 doz in case	No. 14 Tins, ½ doz in case	No. 1 Tins, 1 doz in case
Corned Beef	.....	.....	1 25	2 25	7 50	16 75	.....
Roast Beef	.....	.....	1 25	2 25	7 50	.....	.....
Roast Mutton	.....	.....	1 55	2 60	.....	.....	.....
Brisket Beef	.....	.....	.....	2 75	.....	.....	.....
Boiled Beef	.....	.....	1 25	2 25	7 50	.....	.....
Chipped Beef (in tins)	.....	1 25	2 10	.....	20 00	.....	.....
Sliced Beef (in glass)	.....	1 40	2 40	.....	.....	.....	2 40
Sliced Beef (in tins)	.....	1 35	2 35	.....	22 00	.....	.....
Sliced Beef (in glass)	.....	1 50	2 50	.....	.....	.....	2 50
Chip Beef (in Tins)	.....	1 85	.....	.....	.....	.....	.....
Brawn	.....	.....	1 25	2 25	.....	.....	.....
Pigs' Feet	.....	.....	1 40	2 60	.....	.....	.....
Corned Pork	.....	.....	1 25	2 25	.....	.....	.....
Lunch Tongue	.....	1 65	2 75	.....	.....	.....	.....
Sheep Tongue	.....	1 45	2 35	.....	.....	.....	.....
Lambs' Tongue	.....	1 45	2 35	.....	.....	No.1½	.....
Luncheon Tongue	.....	.....	.....	.....	.....	5 50	.....
Sliced Bacon (in tins)	.....	.....	.....	.....	.....	.....	2 50
Sliced Bacon (in glass)	.....	1 55	.....	.....	.....	.....	2 55
Deviled Ham (Geinuine)	85	1 50	.....	.....	.....	.....	.....
Potted Ham (Genuine)	85	1 50	.....	.....	.....	.....	.....
Potted Tongue (Genuine)	85	1 50	.....	.....	.....	.....	.....
Potted Meat (Ham Flavor)	40	75	.....	.....	No. 3	.....	.....
Deviled Meat (Ham Flavor)	40	75	.....	.....	Tins	.....	.....
Potted Meat (Tongue Flavor)	40	75	.....	.....	1 or 2	.....	.....
Boneless Chicken	.....	2 60	.....	.....	Dz. in	.....	.....
Veal Loaf	.....	.....	.....	.....	Case	.....	.....
Sandwich Loaf	.....	95	1 80	.....	1 80	.....	.....
Picnic Loaf	.....	95	1 80	.....	1 80	.....	.....
Chili Con Carne	No. ¾	95	1 80	.....	1 80	.....	.....
Beafsteak and Onions	95	80	1 30	.....	.....	.....	.....
Hamburger Steak	.....	90	1 65	.....	.....	.....	.....
Frankfurter Bratwurst	.....	90	1 65	.....	.....	.....	.....
Minced Collops	.....	.....	1 80	.....	.....	.....	.....
Tripe	.....	.....	.....	2 20	.....	.....	.....
Sweetbreads	.....	.....	.....	1 65	.....	.....	.....
Vienna Sausage	.....	.....	2 50	.....	.....	.....	.....
Pork Sausage	.....	85	1 35	.....	.....	.....	.....
Oxford Sausage	.....	.....	2 35	.....	.....	.....	.....
Bologna Sausage	.....	.....	2 10	.....	.....	.....	.....
Sausage and Kraut	.....	.....	1 10	.....	.....	.....	.....
Stewed Kidneys	.....	.....	.....	2 35	.....	.....	.....
Corned-Beef Hash	.....	90	1 55	.....	.....	.....	.....
Lunch Sausage	.....	85	.....	.....	.....	.....	.....
German Lunch Sausage	.....	1 00	.....	.....	.....	.....	.....
Ox Marrow	.....	.....	.....	2 90	.....	.....	.....
	.....	No.1½	No. 2	No.2½	No. 3	No. 6	.....
Ox Tongue (whole)	.....	6 25	7 50	9 25	11 25	20 50	.....
							No. 5
Chorizos	.....	.....	.....	.....	.....	.....	10 00

WIELAND BROS.

309-311 DAVIS STREET, SAN FRANCISCO.

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Camenbert, Schloss, Kronen and Neufchatel Cheese.

17

Ditto, fancy pots.... .. 4.75
Kippered Herrings 1.90
Kippered Herrings, Meirs. 1.90

Department 11.

CANNED FISH.

This Dept. is corrected by **Sussman, Wormser & Co.; Tillmann & Bendel.**

	Doz.
Anchovies, in oil, 2 doz ½ pts., in glass, doz.....	5.00
Anchovies, 2 doz, ¼ pts, dz.	3.00
Bloaters, Yarmouth C. & B. doz.....	4.50
Codfish Balls, 2-lb tins per. doz.....	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.35
Eels, smoked, 1-lb, per dz..	2.85
Finnan Haddies, 2-lb ovl.	2.25
Finnan Haddies, 1-lb. round, per doz.....	1.80
Sardelles. imp.,½-lb tins....	2.50
Sardelles, imp. in glass.	3.00
Sardelles, dom. 1-lb, glss	2 25
Sardelles, Ankers. ⅛ keg	3.00
Sprats 7.50	8.00

Mackerel

1-lb tins, 50 in a case
2-lb tins ,2 doz. in a case

Gold Label ,1-lb tins....	1.50
P. &. W., 2-lb soused....	2.75
P. & W., 2- lbmustard....	2.75
P. & W., 2-lb tomato....	2.75
Underwood, 2-lb soused..	2.85
Underwood, 2-lb tomato.	2.85
Underwood, 2-lb mustard.	2.85
Los Angeles, 2-lb soused.	2.55
Los Angeles ,2-lb tomato.	2.55
Los Angeles, 2-lb mustrd.	2.55
Mt. Desert, 2-lb soused..	2.25
Mt. Desert, 2-lb tomato...	2.25
Mt. Desert, 1-lb soused..	1.35
Blueback, 1-lb, fresh....	1.10
4 doz., 1s, flat, oval.....	1.80
4 doz., flat, square.....	1.40

Crescent Mackerel

Soused, 18-oz tins, doz.....$	1.80
Tomato, 18-oz tins, doz....	1.80
Mustard, 18-oz tins, doz....	1.80

Mackerel in Oil.

Bezler's	3.00	4.00
Lemarchand	5.00	7.00

Salmon

Alaska Red, 1-lb tins, doz..	$1.20
Alaska Red, 2-lb .....none	
Alaska Ping, 1-lb tins.....	90
Alaska Flats, 1 lb.....none	
Oregon Red, 1 lb.....none	
Oregon Red 2 lb.....none	
Oregon Pink, 1 lb.....none	
Oregon Pink, 2 lb... ....none	
Oregon Flats, 1 lb .....none	
Columbia Riv, 1lb tls. ..none	
Columbia Riv, 1 lb flats..none	

Sardines.

	Per case
French, ¼s, 18 m.m.....	9.50
" ¼s, 22 m.m.....	12.50
Portuguese, ¼s, 18 m.m....	8.50
" ¼s, 22 m.m.....	9.50
" ½s, 30 m.m.....	16.00
Norwegian, ¼s, 18 m.m....	9.00

Sprats.

French, ¼s, 18 m.m.....	8.50
" 22 m.m	9.50

American Sardines

(¼s pkd 100 to cs, ¾s 50 to cs.)

¼ in oil, without key.....3.80	
¼s in oil with key 4.00	
¼s in oil, per doz.....	.50
¼s in mustard, per doz.....	.60
¼s in mustard, case.....3.75	
¾s in mustard, per doz.....	.95
¾s in mustard, case.....3.25	

SHELL FISH.

Abalones

4 doz in cs ,with shells, cs 6.00

Clams and Clam Juice

	doz
Doxsee Clams, 1-lb tins....$	1.85
Doxsee Clams ,2-lb tins.	2.75
Doxsee Clam Juice ,1-lb..	.90
Doxsee Clam Juice ,2-lb..	1.60

18

B&M Lunch Clams, flat	1.37½
Underwood Clams, 1-lb.....	1.05
Underwood Clams, 2-lb.....	1.65
P. & W. Clams, 1-lb tins....	1.35
P. & W. Clams, 2-lb tins....	1.65
Oxford Clams, 1-lb tins.....	.95
Oxford Clams, 2-lb tins....	1.50
P. & W. Clam Chowder.....	2.25
Burnham's Clam Bullion, qts. ...	
Burnham's Clam Bullion,pts.	4.50
Burnham's Cl'm Bullion,½ pts	2.40

Crabs.

½s flat, 4 doz, per doz.....	2.25
Minced, ½s flat, 4 doz....	1.25
Picnic, 1s, 4 doz.....	1.15
" 2s, 2 doz.....	1.75

Lobsters

	Doz
Picnic talls, 4 doz, per doz..	3.00
Picnic flats, 4 doz, per doz..	2.80
½-lb. flats, 4 doz, per doz..	2.60
¼-lb flats, 4 doz, per doz....	1.40

Oysters

Oysters, Selects, 12 oz.....$	3.25
Oysters, Selects, 6 oz.....	1.75
Oysters, Standard, 10 oz....	2.35
Oysters, Standard, 5 oz.....	1.35
Oysters, Standard, 8 oz.....	2.10
Oyster, Standard, 4 oz.....	1.15

Shrimps.

Shrimps, pickled, 1-lb.....$	1.35
Dunbar's Picnics, 1-lb, doz..	1.35
Pride of the Gulf, 1-lb, doz..	1.30
Dunbar's 1½-lb, doz.....	2.35
Pride of the Gulf, 1½-lb, dz	2.30
Pickled Shrimp, 1-lb, doz....	1.35

This Dept. is corrected by **A. Schilling & Co.; Tillmann & Bendel.**

In Original Packages.

Pepper, Black.....14		18
Pepper, White.....25		30
Ginger 13		19
Ginger, Gen Jam.....15		21
Cinnamon, Ceylon.....22		25
Cassia .. 16		24
Cassia 16		64
Cloves 20		36
Allspice 10		17
Nutmegs 30		65
Mace 80		90
Laurel Leaves, in bales.....07		
Lalrel Leaves, in small lots, 10		

Paprika.

1 oz, doz..	1.00	16 oz, doz..	7.75
2 oz, doz..	1.50	2½-lb tins.	
4 oz, doz..	2.75	5-lb tins....	
8 oz, doz..	4.50	Bulk, lb....	

MUSTARD.

Colman's, ¼s, per lb....	.52
Colman's, ½s ,per lb.....	.48
Colman's 1s, per lb.....	.48
Colman's 5s, per lb.....	.43
Durkees ⅛s, per doz.....	.65
Durkees ¼s, per doz.....	1.30
Schilling's Best, small.....	.80
Schilling's Best, medium....	1.35

Prepared.

Louit Freres, per doz.....	2.25
Imitation Freres, per doz..	.70
Dusseldorfer, 1 doz pts, case	1.60
Eddy's Salad, small.....	.90
Eddy's salad ,medium.....	1.35
Eddy's large	2.00
Webbs, 2 doz. cs.....	.135
Heinz, 2 doz. cs.....	1.25

FLAVORING EXTRACTS.

Schilling's Best.

Triple Strength, Pure and Uncolored, Sprinkling Tops.
Full Measure. Never sold in bulk

	Lemon and Others	Vanilla and Rose
1 oz....1.30	1.80	8 oz.. 7.25 11.00
2 oz....2.00	3.00	16 oz..14.00 21.50
4 oz....3.75	5.75	32 oz..27.00 42.00
6 oz....5.50	8.50	

19 20

Department 12.

SPICES AND FLAVORING EXTRACTS.

Schilling's Best Spices — Nature's Best.
Square Tins. Never Sold in Bulk.
Small, medium, large size have sifting tops except Mustard.

	Small size per doz.	Medium size pr doz	Large size per doz	Ex.Large size pr doz	Hotel size pr tin
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.80	1.35	2.40	4.00	.85
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	1.35	2.30	4.35	7.75	2.00
Cloves	1.10	1.90	3.50	6.50	1.35
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
White Pepper	1.10	2.00	3.75	6.75	1.50
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain.....	**6 doz.**	**4 doz.**	**2 doz.**	**2 doz.**	**1 doz.**
Gross Weight.....	**21 lbs.**	**24 lbs.**	**23 lbs.**	**38 lbs.**	**54 lbs.**

Folger's Golden Gate Ground Spices.
High Grade—High Price.

Net Weight	⅛-lb per dz 4 doz to cs	¼-lb per dz 4 doz to cs	½-lb per dz 2 doz to cs	1-lb per dz 2 doz to cs	2½-lb per dz 2 doz to cs	5-lb per dz 1 doz to cs
Pepper	.75	1.15	2.15	3.65	.29	.28
Mustard	.75	1.15	2.15	3.65	.29	.28
Ginger	.75	1.15	2.15	3.65	.29	.28
Allspice	.70	1.10	2.05	3.50	.28	.27
Cinnamon	1.30	2.25	4.25	8.15	.65	.64
Cloves	.90	1.50	2.75	4.95	.40	.39
Cayenne	.90	1.50	2.75	4.95	.40	.39
White Pepper	.95	1.55	2.85	5.10	.41	.40
Nutmegs	1.60	2.65	5.15	9.75	.71	.70
Mace	1.75	2.90	5.40	10.25	.75	.74
Sage	.65	1.05	1.95	3.35	.21	.20
Thyme	.70	1.25	2.35	4.35	.32	.31
Marjoram	.85	1.40	2.60	4.80	.38	.36
Savory	.70	1.25	2.35	4.35	.32	.31

Folger's Golden Gate.
High Grade—High Price.

Vanilla and Rose		Lemon and Others	
1 oz.....	1.60	1 oz.....	1.25
2 oz.....	2.50	2 oz.....	1.85
4 oz.....	4.75	4 oz.....	3.45
6 oz.....	6.75	6 oz.....	4.75
8 oz.....	9.00	16 oz.....	12.00
16 oz.....	16.50	32 oz.....	23.00
32 oz.....	32.00	½ oz.....	6.50

Department 13.

BAKING POWDER, ETC.

This Dept. is corrected by **Hooper & Jennings; Tillmann & Bendel.**

Royal

	¼ cs	½ cs	10cs
¼ lbs .cans.	$1.38	$ 1.36	$ 1.34
6 oz. cans..	1.92	1.89	1.87
½ lb. cans	2.57	2.52	2.50
12 oz cans.	3.82	3.75	3.72
1 lb cans..	4.95	4.85	4.80
2½ lbs cans	11.65	11.40	11.28
3 lb cans..	13.60	13.34	13.20
5 lb cans..	22.35	21.90	21.68

An extra discount of 1 % if packed in barrels.

Trophy

4 oz., doz..	1.10	2½ lb, doz.	9.00
8 oz., doz..	2.00	5 lbs., doz..	18.00
16 oz., doz.	3.50	10 lbs, doz.	31.50

Sun Baking Powder

16 oz, doz.	$3.90	4 oz, doz..	1.20
8 oz, doz..	2.20		

Schilling's Best.

Never sold in bulk.

4 oz, gr....	16.50	½ lb., doz..	10.50
6 oz, gr....	22.50	3 lbs, doz..	12.00
8 oz, gr....	28.00	4 lbs, doz..	16.00
12 oz, gr...	41.00	5 lbs, doz..	20.00
16 oz, gr...	53.00	10 lbs, doz..	39 00

Folger's Golden Gate.
Guaranteed Pure.

4 oz, gr....	16.00	2½ pat, dz.	10.00
6 oz, gr....	22.50	3 pat, dz...	12.50
8 oz, gr....	28.00	4 pat, dz...	16.00
12 oz, gr...	41.00	5 pat, dz...	20.00
16 oz, gr...	53.00	10 pat, dz..	39.00

CRESCENT.

	Per doz		
¼-lb tins..	.65	3-lb tins...	5.50
½-lb tins..	1.25	5-lb tins...	9 00
1-lb tins...	2.00		

Rumford Baking Powder.



½-lb 1 doz	$1.00
1 lb 1 doz	1.80
3 lb 1 doz	5.00
5-lb 1 doz	8.00

Less 5 per cent in 5 case lots.
One case ½s or less with 10 case lots.

K. C.

10 oz., dz..	.90	50 oz., dz..	4.25
15 oz., dz..	1.35	oz., dz..	6 50
25 oz., dz..	2.15		

Pure Cream Tartar.

100-lb bbls	27 5-lb tins dz 65
50, 25-lb bx	25 1 lb tins dz 1 60
5-lb tins,lb..	.40

SODA.

Churches ,A. & H., 30 or 60 1's	.05 ½
Same, 60 ½s	05½
Dwight's Cow Brand, 60 1s	05½
Same, 60 ½s.....	05½

(12-oz. pkg. ½c more; 8-oz. package ¼c more; 5 cs lots, ¼c less.)

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Department 14.
FARINACEOUS GOODS.

This Dept. is corrected by **Hooper & Jennings; Wm. Cluff Co.**

Miscellaneous Flours

California Family	5.00
Cal. Baker's Extra	5.00
Rye Flour	5.25
Rye Meal	5.00
Graham	5.00
Whole Wheat	5.10
Colonial	5 25
Sperry's	5.50
Gluten	5.50

Quaker Oats Co.

Quaker Oats, 36 2s	$3.85
" " family size, 20s	5.15
Scotch Oats, 36 2s	3.85
Banner Oats, 30 5s	4.75
" " family size, 20s	5.15
Saxon Oats, 20 5s	4.75
" " family size, 20s	5.15
Zest, 20s	4.10
Zest, 36s	2.75
Apetizo, 24s	3.00
Quaker Wheat Berries, 36 2s.	3.00
Quaker Puffed Rice, 36 2s..	3.00
Quaker Yellow or White Corn Meal, 36 3s	4.10

EGG-O-SEE CEREAL CO.

Egg-O-See, 36 1s, per case..	2.85
E-C Corn Flakes, 36 1s, case	2.85
5 case lots either	2.75

DEL MONTE MILLING CO.

Del Monte Rolled Oats, wood,	7.25
Del Monte Rolled Oats,, sacks, 2 90-lb	6.75
Alta Mills Rolled Oats, wood.	6.75
Alta Mills Rolled Oats, sacks, 2 90-lb	6.25
Del Monte Rolled Wheat,wood	4.30
Del Monte Rolled Wheat, 2 75-lb sacks	3.80

Case Goods.

	Per case
Self-raising Buckwheat Flour 20 cartons, 3½ lbs	$4.00
24 cartons, 3 lbs	4.00
40 cartons, 1¾ lbs	4.00
Cal. Flapjack Flour, 36 2s..	4.00
Semola or Nutty Grains, 20 cartons, 4 lbs	3.60
Cal. Cream Flake Oats, 36 2s	3.60
Primrose Wheat, 36 2¾s	3.85
Farina, 24 cartons, 1-lb	1.80

American Milling Co.'s Cereals.

	Per Bbl.
Colonial Ex. Cream Rolled Oats, 180 lbs., (wood)	$7.25

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180 lbs., 90-lb sacks	6.75
150 lbs., wood	6.00
Pacific Brand Rolled Oats,180 lbs. (wood)	6.75
180 lbs., 90-lb sacks	6.25
Bohemian Rolled Oats, 180 lbs. (wood)	6.00
180 lbs., 90-lb sacks	5.50
Colonial Pearl Rolled Wheat, 150 lbs. (75-lb sacks)	3.80
Colonial Granulated Hominy, 200 lbs (wood)	7.75
Colonial Steel Cut Oat Meal, 200 lbs. (wood)	8.25
Brewster's Pat. N. Y. Buckwheat Flour,200 lbs(wood)	8.25
Colonial Pearled Hominy, 200 lbs. (wood)	7.75
Colonial New Process Buckwheat Flour,200 lbs(wood)	8.25

Case Goods.

Colonial Ex. Cream Rolled Oats, 36 2-lb pkgs	$3.75
Colonial Self-Raising Buckwheat Flour, 24 3-lb pkgs	3.80
Pettijohn's Breakfast Gem, 2-lb pkgs. to case	3.25

(All prices net.)

MISCELLANEOUS PACKAGE CEREALS.

Capital Mills Rlld Oats,36 2s 36 2s	3.60 3.60
Grape Nuts, 1 & 2 doz, per dz doz	1.35 1.35
Breakfast Gem, case 3 doz	3.25
Wheatine, 36 2s, per case	3.30
Germea, 20 4-lb. pkgs, per case	4.10
Germea, 20 2-lb. pkgs per case	3.20
Flaked Rice, 24 1's	3.00
Dr. Price's Wheat Flake Celery Food per case	2.85
Hecker's Farina, 24 2s, case	2.00
Pillsbury's Best Cereal Vitos, 36 2s	5.10
Cream of Wheat. 36 2's	5.25
Crespo, 36 2's	2.75
Snow Flake, 36 2's	2.80
Malta Vita, 36 1's	4.00
Our Mother's Mush, 36 2s	2.80
Twin Bros. Mush, 36 2s	2.80
H. H Robbins, Cr'mry Bkfst 36 2s	2.80
Carnation Wheat Flakes 20 5s	4.70

STERILIZED MEALS IN CARTONS PUT UP BY LOCAL MILLS.

ALL NET	Carton	Net Case	Rt'l Pr Pkg.
Buckwheat Flour	36-2 lbs.	$3.65	15c
Buckwheat Flour	20-5 lbs.	4.85	30c
Corn Meal, White or Yellow	36-2 lbs	2.35	10c
Corn Meal, White or Yellow	20-5 lbs.	3.20	25c
Cracked Wheat	36-2 lbs.	3.60	15c
Cracked Wheat	20-5 lbs.	4.60	30c
Graham Flour	36-2 lbs.	2.85	10c
Graham Flour	20-5 lbs.	3.90	25c
Hominy, Large	36-2 lbs.	3.60	15c
Hominy, Large	20-5 lbs.	4.60	30c
Hominy, Small	36-2 lbs.	3.60	15c
Hominy, Small	20-5 lbs.	4.60	30c
Oat Meal, Granulated	36-2 lbs.	3.65	15c
Oat Meal, Granulated	20-5 lbs.	4.60	30c
Steel Cut Oatmeal, A. B. C.	36-2 lbs.	3.75	15c
Steel Cut Oatmeal, A. B. C.	20-5 lbs.	4.85	30c
Pearl Barley, 1, 2, 3	36-2 lbs.	4.75	20c
Pearl Barley, 1, 2, 3	20-5 lbs.	6.20	40c
Rice Flour	36-2 lbs.	6.00	25c
Rice Flour	20-5 lbs.	8.00	55c
Rye Flour	36-2 lbs.	3.60	15c
Rye Flour	20-5 lbs.	4.60	30c
Rye Meal	36-2 lbs.	3.50	15c
Rye Meal	20-5 lbs.	4.50	30c
Split Peas, Yellow or Green	36-2 lbs.	4.45	15c
Split Peas, Yellow or Green	20-5 lbs.	5.70	40c
Whole Wheat Flour	36-2 lbs.	3.00	10c
Whole Wheat Flour	20-5 lbs.	3.85	25c
Gluten Flour	36-2 lbs.	4.30	15c
Gluten Flour	20-5 lbs.	6.00	40c
Farina	36-2 lbs.	3.95	15c
Farina	20-5 lbs.	5.35	30c
Lightning Tapioca	24-1 lb.	2.00	15c
Cardinal Crushed Oats, Premium	20-5 lbs.	4.15	

The Advocate is the LARGEST EXCLUSIVE Retail Grocery JOURNAL west of CHICAGO.

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A B C Breakfast Wheat 72 2's	5.00
A B C Breakfast Wheat 36 2's	2.60
Nutro, 9s	2.80
Wheaton, 9s	5.20
Morning Meal, per case	2.80
Olympic Wheat Hearts, 24 5s	4.75
Olympic Wheat Hearts, 48 2s	4.75
" Pancake Flour, 24 4s	4.45
" Cake Pastry, 20 5s.	4.75

Pancake Flours.

Uncle Sam, 36 2s	3.25
Encore, 36 2s	3.75
Grape Nuts, No. 22, per doz	1.35

H. O. Cereals.

	Case
H-O Buckwheat, 2 doz. 3-lb pkgs, per case	3.75
H-O Pan Cake Flour, cse.	3.90
H-O Oats ,24 2's, per cs.	3.15
Korn Kinks, 36 2s	2.85
Force	4.50

Freight paid on country shipments of H. O. goods up to 25c per cent on 5 case lots.

RALSTON MILLS.

Ralston Breakfast Food 36 2s	4.50
Ralston Barley Fo'd, 36 2s	4.25
Ralston Health Oats, 36 2s	4.50
Ralston Hominy Grits, 36 2s	4.25
Ralston Health Crisp 36 2s	2.75
Ralston Select Bran, 24 3s	2.50
Ralston Pan Cake Flour 36 2's	3.75
Ralston Whole Wheat Flr 4 ¼s	5.50

Capitol Mills.

	Per Bbl.
Ex Cream Rld Oats, 180 lbs.	$7.25
Ex Cream R'lld Oats, 180 lbs. (90-lb. sacks	6.75
Rolled Oats, 180 lbs.	6.75
Rld Oats, (90-lb. sks), 180 lbs	6.25
Rolled Oats, 180-lb. bbls.	6.00
Rolled Oats, 90-lb. sacks	5.50
Pearled Rld Wheat,150 lb..s	4.30
Pearled Rld Wheat (75-lb. sacks), 150 lbs	3.80
Granulated Hominy, bbls.	7.75
Pearled Hominy, bbls.	7.25
New Process Buckwheat Flour, bbls	8.25
Steel-Cut Oatmeal, "A" (fine) "B"(medium), "C" (coarse) bbls	8.25
Brewster's Pat. New Process Buckwheat Flour, bbls.	8.25

	Per Case
Self-Raising Bckwheat Flour 20-3½-lb. pkgs, in cases	3.80
Self-Raising Bckwheat Flour 24-3 lb. pkgs, in cases	3.80
Farina, 24 1-lb. pkgs in cases	1.60
Mills Ex. Cream Rld Oats, 36 2-lb. pkgs in cases	3.60
Pan-Cake Flour,36 2-lb. pkgs in cases	3.80

Farinaceous Goods in Sacks
Manufactured by Local Mills.

Per 100 lbs. in 10-lb. sacks.

Buckwheat Flour, Plain	$4.00
Buckwheat Flour, Extra	4.30
Bckwheat Flour,New Process	4.30
Bckwheat Flour, Self-Raising	5.40
Buckwheat Groats	9.00
Corn Meal, Yellow	2.75
Corn Meal, White	2.75
Corn Meal, Ex Cream Yellow	3.40
Corn Meal, Ex Cream White	3.40
Corn Flour	2.75
Cracked Wheat	3.50
Entire Wheat Flour	3.20
Farina	4.20
Flaked Pearl Wht,7-lb&10-lb	3.20
Graham Flour	3.00
Hominy, large	3.40
Hominy, small	3.60
Granulated Hominy	3.80
Oatmeal, plain	4.10
Oatmeal, extra	4.30
Oatmeal, steel-cut	4.30

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Oat Groats	4.30
Pearl Grits	3.85
Pearl Barley, No. 1	5.40
Pearl Barley, No. 2	5.40
Pearl Barley, No. 3	5.40
Split Peas, Yell..o...w	5.00
Split Peas, Green	5.00
Rice Flour	7.20
Rolled Oats, 7-lb & 10 lb	4.30
Rye Flour	3.40
Rye Meal	3.20
Wheat Meal	3.40
Pearl Barley, No. 1, 25 and 50-lb. boxes	5.40
Split Peas, Yellow, 25 and 50-lb. boxes	5.00
Split Peas, Green, 25 and 50-lb. boxes	5.00

25-lb. sacks deduct 10 cents per cwt. from price of 10s.

50-lb. sacks deduct 20 cents per cwt. from price of 10s.

PASTES

Imported.

Crown Macaroni,25 1s, pr pkg	.12
" Spaghetti, 25 1s, pr pkg	.12
" Vermicelli, 25 1s, pr pkg	.12

Imported Style.

Bellac Macaroni, 25 1s, pr pkg	.10
" Spaghetti, 25 1s, per pkg	.10
" Vermicelli, 25 1s, pr pkg	.10
" Alphabet, 25 1s, pr pkg.	.12
Wash. Macaroni, 25 1s, pr cse	1.80
" Spaghetti, 25 1s, pr cse.	1.80
" Vermicelli, 25 1s, pr cse	1.80

Golden Egg.

Macaroni, 48 5c packages	$1.80
" 24 10c "	1.80
Spaghetti, 48 5c "	1.80
" 24 10c "	1.80
Noodles, 48 5c "	1.80
" 24 10c "	1.80
Alphabets, 48 5c "	1.80
" 24 10c "	1.80

Marvelli.

Macaroni, cs 4 dz,No. 1 car, dz	1.20
Spaghetti,,cs 4 dz,No. 1 car, dz	1.20
Vermicelli, cs 4 dz, No. 1 car,dz	1.20
Alphabets,cs 4 dz, No. 1 car, dz	1.20
Straight or assorted on above, No. ½, Extra, per box	.20
No. 1, Extra, per box	.35
No. 1, Extra, 25 lbs	1.00
No. 1, Extra, 50 lbs	2.00
No. 1, Extra, 100 lbs	5.00
Royal, 2s	1.70
Queen's Taste, 12 3s	2.20

Sago and Tapioca.

Pearl Sago	.06
Pearl Tapioco	.06
Flake Tapioco	.06
Minute, 36-¾	2.75
Instantaneous, 50-1s	5.50
Instantaneous, 36-¾	2.75

Department 15.
RICE.

M. J. Brandenstein & Co.

Japan, Tycoon, Fancy Table	$5.50
" Rubicon, extra fancy	6.00
" M. J. B.,Double Diamond	6.25
Fancy Head, Carolina	6.50 7.00
Louisiana, Japan	5.50 5.75
Louisiana Tengue	5.12½
Louisiana,Japan Banzai	5.00
Haiwalian	5.25 5.50
China, No. 1, per dbl mt	6.37½ 6.50
China, Mxd, dbl mt	4.60 4.75
Patna Head	7.00
Caro Head,MJB, 40 2s,r 20 5s	7.50
Imp. Japan MJB 40 2½-lb	6.75
Imp. Japan MJB, 10 5-lb	6.75
Japan Table Queen, 33 3-lb	6.00
Japan Table Queen, 40 2½-lb	6.00

M. Phillips & Co.

Hermosa, Ex. Fancy2½ & 5-lb	7.10
Fiesta, 2½ and 5-lb	6.75
Ex. Fancy Carolina	7.00
Fancy Carolina	6.00 to 6.50
Hawaiian	5.40 to 5.75
Satsuma No. 1 Imp. Japan	6.25
Toyokome	6.00
Togo	5.85
Higo	5.50
Mikado	5.35
Texas Japans	4.85 to 5.85
China No. 1	5.85 to 6.90
China No 2	4.35 to 5.15

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W. T. Welisch & Co.

Samurai, La., Japan.....$5.25
Fuji, La. Japan..... 5.50
Fuji Yama, La. Japan..... 5.65
W (circle), La. Japan..... 5.85
Snow White, Caro. Head.... 6.75
Mardi Gras, Caro Head..... 6.50
Paragon, Caro. Head..... 6.75
Virgin, " " 2½ & 5 7.10
Honeymoon " " 2½ & 5 6.95
Natural, Caro Head, 3s..... 6.50
Mascot, Caro. Head..... 5.75
Ti..n, Caro. Head..... 5.50
Best Yet, Japan, 3s..... 6.25

Rice Specialties.

Quaker Puffed, 3 doz to case. 3.00

Department 16.
LAUNDRY MATERIALS.

This Dept. is corrected by **J. H. Newbauer & Co.; Tillmann & Bendel.**

AMMONIA

Greer's Washing Ammonia

First grade absolutely pure. 180 Beaume Strength.

Pints, 2 doz to cs, per doz..$1.65
Qts, 1 doz to case, per doz.. 2.70
½ Gal., ½ doz to cs, per doz. 4.50

Greer's Toilet Ammonia

Lavender and Violet

Pints (2 doz to cs).$2.50 pr dz

Parson's Household Ammonia (Neutral.)

Pts., 2 doz to case, per doz..$ 1.75
Qts., 1 doz to case, per doz.. 2.65
½ gals, 1 doz to case, per doz 4.50

One-half case free with 5 cases; one case free with 10 cases.

Washing Ammonia

Standard Grade

Pts, 2 doz to case, per doz..$ .80
Qts, 2 doz to case, per doz.. 1.10

Bluing, Ball

Nuremberg, A, ½s, per lb. .35
Do A. D., ½s, per lb.... .27½
Do A. C. R., ½s, per lb.. .22½

Crown

German ½s' per lb...12½ 13
Do ¼ 's, per lb....14½ 15
Deschamp's French, 1's per lb 27½
Do ½'s, per lb....28½

Bluing, Liquid

Common, pts, 3 dz to case.. .85
" qt, 2 doz to case.. 1.25
" ½ gal, 1 doz to case 2.50

Borax

20-Mule Team, 1's cs of 2 doz $2.25
20-Mule Team, 12-oz cs of 4 doz..... 3.45
20-Mule Team, ¼'s cs of 8 doz 2.90
(Less 5 per cent in 5 case lots;
Lump, 25 lbs in box..... .09
Powdered, 25 lbs in box.... .09

Chloride of Lime

Brookman's, 1's per lb....7¼
Do ½'s, per lb.....9
Blue Bell, 50 1s, per lb.....6½
Owl, 50 1s.....7

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Potash.

	Per case
Babbitt's, 4 doz in case.....	3.35
American, 4 doz in case.....	3.00

Lye.

Tomson's Red Seal, 4 dz to case	3.85
Tomson's 5-lb 12 to cs..	4 50
American, 1s, 4 dz in case....	3.00
Babbitt's Lye, 4 doz in case...	3.35
Metropolitan 4 dz to cs..	3 00
" 5-case lots...	2 90
Banner, 1 case, 4 doz.....	3.60
Blue Bell, 48 1s.....	2 85
Jumbo, 48 1s.....	1 90
Golden Star, 4 doz to case..	2.90
Merry Nickel, case	1.75
Merry War, case	2.85

Sal Soda

California, sacks	1 40
California, bbls	1 50

Department 17.
SOAPS.

This Dept. is corrected by **Wm. Cluff Co.; Tillmann & Bendel.**

Peet Bros.

Silk Soap $3 35
A. B. Naptha..... 4.20
Crystal White 4.00
Fern 3.30
Lily White (Floating) 3.90
Mechanics, 36 cakes in box.. 2.05
Mechanics, 50 in box (5c size) 1.90
Swansdown, 50 bars in box.. 2.00
Pine Tar, 100 cakes in box.. 3.75
Olive Castile, bx doz, pr gr.. 4.80
Mottled Castile, bx 1 dz cakes 4.80
Pure White Castile, 12, 15 or 20 bars to box 3.10
Spring Blossoms, bx 3, wrpd, gr 4.80
Beau Ideal, bx 3, wrpd, gr.. 5.20
Attar of Roses, bx 3, wrpd, gr 5.20
20th Century Buttermilk, box 3 cakes, wrapped, pr gross 5.00
Elder Flower, bx 1 dz cakes 4.80
Turkish Elder Flower, bx 3, gr 5.20
Turkish Oatmeal, bx 3, wrpd, gr 5.20
Oatmeal, bx 1 dz cakes, pr gr. 4.25
Witchazel, bx 1 dz cakes pr gr 5.00
Bart'nia Bouquet, bx 3 wrpd, gr 24.00
Sweet Narcissus, bx 3, wrpd, gr. 17.50
La Rosa, bx 3 wrpd, pr gr.... 9.00
Maj'tic Series Heliotrope Jasmine, Jcky Clb, Rose bx 3, wrp 9.00
Japan Bouquet, bx 3, wrpd, gr 9.00
Barbers' Cream, 6 lb bxs, pr lb .20

Standard Soap Co.

Gasene, 100 ..... 4 25
Top Notch, 100 10 oz..... 3.25
Yellowstone 100 14 oz..... 4 00
Marigold, 100 16 oz..... 4 20
Radio, 100 10 oz 3.00
Magno, 100 12 oz..... 6 00
Gold Medal Borax..... 6 50
Purity, "Floating," 5c size 3 90
Do. 10c size..... 6 25
Do. 10c size, 20..... 1 30
Electric Mineral, 100 16 oz 5 50
Electric Mineral, 20, 16 oz.. 1 15

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Peerless Kitchen, 100 10 oz.. 2 85
Peerless Kitchen, 20 10 oz ..... .65

Swift & Co.

Wool Soap, 10 oz., 100s..... 7.00
" " 6 oz., 100s..... 4.00
Witch Hazel (Swift & Co.).. 5.00
Oat Meal (Swift & Co.)..... 5.00
White Ribbon 3.65
Swift's Pride 3.35
Swift's Naptha 4.00
Elko 3.55
Cream Laundry 4.25
Snap, 60, 16 oz..... 2.65
Snap, 100, 8 oz..... 2.25
Special, Grocers' Assmt (sells for $9.00, 80% profit)..... 5.00

Miscellaneous.

Mascot $2.65
Miller's Naphta, 100 14-oz.... 4.35
Mikado, 20 14 oz..... 4.25
Mikado, 20 14 oz..... 1.05
Lenox, 100..... 3.35
Lenox, 20 ..... .75
Ivory, 100 10 oz..... 7.00
Ivory, 100 6 oz..... 4.00
Fairbank's Clairette, 100.... 3.35
Fairbank's Santa Claus, 100.. 3.35
Fairbank's Copco, 100.... 4.00
Fairbanks' Fairy Ovl, 5c.... 4.00
Fairy Oval, 10c..... 7.00
Sunny Monday, 100s..... 4.75



50 large.. 3.50

100 small 3.65

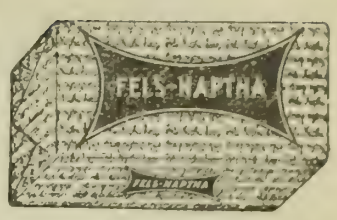
Lifebuoy, Indry size,60 cakes $4.00
" Indry size, 30 cakes.. 2.00
" toilet size, 100 cakes.. 2.00
" toilet size, 50 cakes.. 2.00
Sunlight, Indry shape,100 cks 4.20
Welcome, Borax Indry soap. 4.20
Cheerful, high grd Indry soap 3.50
Monkey Brand, 100 cakes.... 4.00
Monkey Brand, 50 cakes..... 2 00
Babbitt's, 100 ..... 4.25
Strker's Kitchen, 100s, 8 oz.. 3.40
Strker's Kitchen, 20s, 8 oz.. .80
Star of Kitchen Sand Soap.. 4.75
Gem of Kitchen Sand Soap..3.25
Yacht Club Borax, 200s..... 7.50
" " " 100s 3.90
" " " 20s ..... .85
Nun Nicer Borax, 10 oz..... 6.00
Blue Ribbon Borax, 7 oz.... 4.00

SAVON.

Gilt Edge, 100, 16 oz.....$3.80
" " 20s ..... .85
Royal, 100, 14-oz..... 3.40
" 100 12-oz 3.10
" 100 10-oz 2.75
Vermont Long Bar Laundry, 100-lb cases 3.50
Packed either 100, 80, 40 or 25 bars to case.

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The Genuine.



Price, per case ..... $4 ..
Packed 100 bars in Case

Castile Soap

Notre Dame 8
White Virgin, lb..... 8½
White, Conti 15
Mottled, imported 7½
Clover Leaf White 15

Scouring Soap

Bon Ami, 3 dz to cs, per cs.$2.50
Sapolio, ½ gross box, per bx 4.50
Sapolio, hand, ½ grs bx, pr bx 4.50

WASHING POWDERS

Gold Dust ,24 3's, per cs.$4.50
Gold Dust, 100 10 oz.... 4.00
Swift's Pride, 12 oz..... 4.25
Swift's Pride, 24 4s..... 4.25
Lavarine, 36 1 lb, pr. cs. 3.00
Lavarine, 100 5c pkgs.... 3.50
Pearline, 100 6 oz pkgs.. 3.75
Babbitt's 1776, 6 oz..... 2.85
Kleeno, 72 1s..... 5.25
Kleeno, 24 3s..... 4.75
Kleeno, 100 ½s..... 4.00
Peet's Seafoam, 24 3s..... 3.75
" " 100 12 oz..... 3.75
Grandma's Borax, powdered 24 3s 4.50
" 60 ¾'s 2.40

One case, large size, free with 5 cases, large or small.

Department 18.
STARCHES.

This Dept. is corrected by **J. H. Newbauer & Co.; Wm Cluff Co.**

Kingsford's Oswego.

Silver Gloss 12 6-lb bxs..9
" 40 1-lb pkgs..8½
Corn 40-lb boxes 8

NATIONAL STARCH CO.
Lily, Sioux and Niagra Brands.

Corn, 40 1s 6
Gloss, 48 1s.....6¼
Gloss, 12 6lb.....7
Laundry (bulk), 50s.....5½

J. C. Hubinger Bros. Co.

Elastic (Flat Iron Brnd).64 ¾s 5.00
Pops Corn, 40 1s..... 6.50
Tiger Lump (bulk 50-lb box) 4½
" " 40 1s 6¼
" " 3-lb pkgs..... 5½

None Such Brand.

Corn, 40 1s.....6
Gloss, 48 1s.....6
Gloss, 12 6s.....7
Gloss, 50-lb box.....4¾

Owl.

Corn, 40 1s, per lb.....5

BABBITT'S BRANDS.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!

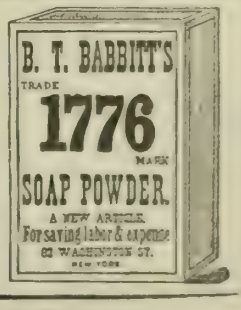


B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 41 CLAY STREET. S. F.

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Gloss, 40 1s, per lb.....5½
" 12 6s, per lb.....6

Murdoch's Oswego.

Oswego Corn, 40 1s.....7¼
Velvet Gloss, 40 1s.....7¾
" " 12 6s.....8¼

Blue Ribbon.

Gloss, 48 1s.....
Gloss, 12 6s.....
Corn, 40 12s.....

Miscellaneous

Celluloid, 60 ¾-lb pkgs,pr bx 4.75
Elastic, same, per box..... 5 00
China, 80s 6.00

Department 19.

OILS, PAINTS, ETC.

This Dept. is corrected by **Whittier-Coburn Co.; W. P. Fuller & Co.**

Coal Oil

Water White, bulk.....10½
Water White, 150 deg bulk..11½
Special Water White, bulk...12½
Pearl, cases, 2 5s.....17½
Astral, cases, 2 5s.....17½
Star, cases, 2 5's.....17½
Ex. Star, cases, 2 5's.....20½
Argo, bulk 19
" case 26
Elaine, cases, 2 5s.....26½
Eocene, cases, 2 5s.....20½

Gasoline and Benzine

86 deg. Gasoline, bulk.....30
86 deg. Gasoline, cases....37½
Benzine, bulk 12
Benzine, cases 19
Stove Gasoline, bulk.....18
" " case 25
Gasoline, 86 deg., bulk.....30
Same, cases, 2 5s 37½
Red Crown Gasoline, in bulk.18
Red Crown Gasoline, in cases, 2 5s 25
Motor Gasoline, bulk.....18
Motor Gasoline, in cases, 2 5s.25
No. 1 Eng. Dist. Iron Bbls. or Drums 09½
No. 1 Eng. Dist., cases, 2 5s..16½
No. 2 Eng. Dist. Iron Bbls or Drums 08
No. 2, Eng. Dist., cases, 2 5s..15
V. M. & P. Naptha, in bulk..10
V. M. & P. Naptha,cases,2 5s.17½

Turpentine.

Strictly Pure, cases, 2 5s....83
" drums of iron bbls..76½

Linseed Oil

Pure, raw, bbls.....50
" boiled, in bbls.....52
" raw, case, 2 5s.....56
" boiled, case, 2 5s.....58

Castor Oil

Baker's AA, cases, 2 5s..... 1.30
No. 1, cases ,2 5's..... .70
2 oz ..... .65
4 oz ..... .90
8 oz 2.00
2 5-gal tins, per gal..... 1.30

Lard Oil

	Bbl.	Case
Strictly pure	.85	91
Sup. Win., str.	.75	81
No. 1	.60	66
1 oz	.45	
2 oz	.55	
4 oz	.85	

Neatsfoot Oil

Cooper's	.80	85
Extra	.70	75
No. 4	.60	66

Lubricating Oils

	bbls	Case
Star Cylinder Oil	.60	65
Columbia Cylinder	.40	65
Gem Cylinder Oil		..
Ruby Cylinder Oil		..
Star Machine Oil	.30	35
Star Dynamo Oil	.50	55
Star Spindle Oil	.50	55
Star Sep'tor Oil	.50	55
Red Engine Oil	.27	32
600 M Cylinder	.45	50
FFV Cylinder	.80	85
Med. Ruby Eng.	.30	35
Castor Machine	.23	28
Auto-Cylinder	.60	65
Gas Engine	.30	35

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Miscellaneous Oils

Union Salad Oil	.70	76
Pure Sperm Oil	.70	75
No. 1 Polar	.40	45
ihCna Nut Oil,ordinary	.—	75
China Nut Oil, No. 1	.—	90

White Lead

Whittier, in kegs,	7¾	8½
Pioneer, " "	7¼	8¼

Dry Paints

English Paris White, bbls.	$1.60
Whiting, barrels	1.20
Prince's Min'l B'wn, bbls.	1.65
Yellow Ochre	1.50 1.65
Eng. Ven. Red, bbls.	1.50 1.75

Department 20.

This Dept. is corected by **Pac. Coast Biscuit Co.**

CANDIES.

Lozenges
(5-lb. boxes)

XXX Peppermint, pals.	.13 .16
Thin Peppermint	.16
TT Peppermint	.16
Musk, fluted, pails	.22
Cinnamon, Lemon, Sassafras, Rose	.18
Midget fruit	.20
Conversation and hrts.	.15
Liliput Conv. & herts.	.17
Midget Conv. Lozenges.	.18
Crown T. T. Loz, 24 5c pkgs	.80
Aurora Lozenges, 24 5c pkgs	.80
Cough Troaches, 5-lb bx	.25
Eagle Wafers, Peppermints ,Wintergreen	.25

Mixed Candy
(30-lb pails)

Plain Mixed	9½
Royal Mixed	12½
Grocers' Mixed	10½
Yankee Mixed	13
American Mixed	13
Fancy A Mixed	15
Fancy C. Mixed	14½
French S. Mixed	16
French No .1 Mixed	18
French Extra Mixed	20
Lady Mixed	15
Broken Mixed	9½

Steam Panwork

Anise Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Bird's Eggs	17
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed ,smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans large red	15
Cinnamon Beans, imperial	17
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Bird's Eggs	17
Jelly Cranberries	17
Jelly Limes	17
Jelly Raspberries	17
Jordon Almonds, fine	45
Jordon Almonds ,imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Cream Goods.
(5-lb boxes)

Fondans Creams	14
Hand Dipped	20
Hand Dipped, with nuts on	22
Fruit and nut ices	18
Cream Peppermint	20
Crushed Fruit Bonbons	32

Chocolates.
(5-lb boxes)

Chocolate, plain	16
Chocolate, Hand Made	21
Chocolate Dipped Bonbons	21

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Chocolate Dipped Bonbons with nuts	23
Chocolate ,Climax ,30-lb pails	18
Chocolate Chips	28
Chocolate Nonpareil Drops	21
Chocolate Wafers	22
Chocolate Cream Tablets 30 in box	1.10
Fleur de Lis Marshmallows, 6-	
Fleur de Lis Marshmallows, 3-lb tins	.28
Occidental Marshmallows, 3 lb tins	.30
Dipping Marshmallows, 5-lb boxes	.25
Angel Food, 5-lb boxes	.20
French Nougat, 30 5c slices in box	1.00
Walnut, Apricot ,Spanish Nougat, 5-lb boxes ,lb	.25

Sundries.

Opera Carmels	.19
Rock Candy ,white & red	.15
Rock Candy, brown	.16
Licorice Drops	.20
Licorice Sticks, 16 to lb	.28
Licorice Tablets, 5-lb box	1.25
Licorice Tablets, 24 5c bx	.80
Licorice Penny Sticks, 100 in box	.65
Buttercups, 5-lb tins	.25

Gum Goods
(5-lb boxes)

A. B. Gum Drops, asstd	.9
A. B. Gum Drops licorice	9
A. B. Gum Drops, cryst'zd	11
A. B. Bonbons, plain inbls	7
A .B. Bonbons, fancy, inbl	7½
A. B. Bonobns ,fancy, crystalized, 5-lb boxes	.15
A. B. Fruits	.18
Royal Gum Drops	.15
Genuine Gum Drops, hard	25
Jelly Squares ,assorted	.14
Bijou Sticks	.18
Spiced Jelly Drops	.20
New Turkish Figs	.16
Fig Paste ,plain	.17
Fig Paste, tricolor	.18

Chewing Gum.

	Single	Box
Sweet Heart, per box	.60	
Sen-Sen, 20 pieces	.60	
Sweet Heart, 20 pieces	.60	
Blood Orange, 20 pieces	.60	
Chiclets, 40 5c pkgs		1.25
Chiclets, 10 10c pkgs	.80	
Newton's Pepsin, 20 pkgs	60	
Pearlo, 40 5c package	1.00	

Department 21.

CRACKERS.

Animals	12½
Animals Iced	.15
Assorted	.12
Assorted Extra	.14
Assorted	.12
Assorted Extra	.14
Automobiles	.12
Assorted Fingers	.15
Boston	.09
Butters, Templar	.09
Champions	.09
Chocolate Wafer	.18
Coco Taffy	.15
Cocoanut	.15
Currant Cakes	12½
Cornhills	.11
Cherry Marshmallow	.18
Cracker Meal	.06
Cracknel, plain	.22
Creole Belle	.16
Dainty Chip	.14
Dainty Marshmallow	.16
Digestives	.09
Egg Jumble	.14
Fig Bar	.14
Fruit, Iced	.15
Fruit Biscuit	.14
Fine and Dandy	.18
Fruit Sultanas	.14
Golden Cream	.15
Graham Gems	.09
Ginger Cake	.10
Ginger Nut	.11
Graham	.10
High Tea	.15
Honey Comb, Iced	.14
Honey, Frosted	.14

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Iced Sweets	.14
Iced Squares	.14
Jennie Lind	.12
Lemon Snap	.12
La Grand	.11
Lemon Biscuit	.14
Lemon Wafer	.14
Little Egypt	.14
Lunch Banquet	.14
Lunch, Oakland	.09
Lunch, Coast	.09
Monitor	.09
Marshmallow, Walnut	.16
Nicuacs	12½
Nicuacs, No. 1	.11
Orange Wafer	.14
Oysteretts	.08
Pilot Bread	.04
Pretzel	.10
Popular, Mixed	12½
Picnics	07½
Pilot, Extra	.05
Pretzelletts	.11
Pineapple Delight	.16
Red Cross Oyster	.08
Salien Snowflake	.14
Snowflake	.14
Seed Cake	.12
Salted Fingers	.10
Snowball	.16
Saloon Pilot	.07
Sugar Cookies	.12
Soda	06½
Soda, Extra	.07
Soda, Saloon	.07
Soda No. 1 (5c seller) doz	.50
Soda No. 2 (10c seller)	.08
Soda No. 3 (25c seller)	.20
Soda	06½
Soda Extra	.07
Strawberry Wafer	.14
Star Butter	.09
Vanilla Biscuit	.14
Vanilla Snap	.12
Wafers, Assorted	.16
Walnuts, Marshmallow	.16
Your Sweets	.16
Zephyr Pilot	.09
Big Four Snaps, doz	.50
Railroad Lunch, doz	1.00
Gingerette-Lemonetts, doz	.50
Chocoletts-Str'wb'ryetts,dz	.50
Banquet Lunch (cartons)	.15
Banquet Lunch, 2-lb tins	.30
Saline Snowflake, 2-lb tins	.30
Grahams, 2-lb cartons, doz	1.00
Del Monte Tea (carton) dz	.75
Water	12¼

Department 22.

FANCY GROCERIES.

This Dept. is corected by **Wellman, Peck & Co.**

Wellman, Peck & Co.; Haas Bros

Bouillion Capsules.

Armour's, 10 capsules in box
½ gr doz boxes 3.00

BEEF EXTRACT

"Rex," 2 oz per doz	4.40
" 4 oz " "	8.00
" 8 oz " "	14.75
" 16 oz " "	27.50
Marshall's 2 oz, per doz	2.65
" 4 oz., per doz	4.75
Liebig's 2 oz, 32 12s to cs, dz	4.50
" 4 oz,16 12s to cs "	8.40
" 8 oz, 8 12s to cs, "	15.90
" 16 oz, 4 6s to cs. "	29.75
Libby's, 2 oz, per doz	4.45
" 4 oz, " "	8.00
" 8 oz, " "	14.00
" 16 oz. " "	26.00

Capers.

Capotes, 1 d in case	1.00 1.50
Nonpareil, small	1.50
Nonpareil, large	2.25
Nonpareil, Imperial qts.	10.00
" , 2 litre	20.00
" , 4 "	37.50

The Advocate has the Largest Circulation of Any Trade Paper on the Pacific Coast.

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CHOCOLATES.

Baker's.

Our registered guarantee under National Pure Food Laws is Serial No. 90



BAKER'S COCOA AND CHOCOLATE

48 HIGHEST AWARDS IN EUROPE AND AMERICA

Registered U.S. Pat. Off.

WALTER BAKER & CO., Ltd.

(Established 1780)

DORCHESTER, MASS.

	Per Lb.
Premium No. 1 Chocolate, 12 and 25-lb boxes	34½
Vanila Chocolate, 6 and 12-lb boxes	41
German Sweet, 6 and 12-lb boxes	25
Breakfast Cocoa, ½-lb tins, plain, 6-lb boxes	
Breakfast Cocoa, ¼-lb tins, 12-lb boxes	42
Cracked Cocoa, ½-lb pkgs, 12-lb boxes	
Caracas Sweet Chocolate, 6-lb boxes	
Soluble Chocolate (hot or cold soda), 1-lb cans	

Ghiradelli's. In paper.

Eagle, 24 1-lb	22½
Eagle, 12 1-lb	23
Eagle, 12 ½-lb	24
Eagle, 12 ¼-lb	25
Crescent, 6, 5 to lb	18½
Crescent, 12, 6 to lb	19½
Cal. Sweet, 6, 6 to lb	25½
Cal. Sweet, 12, 6 to lb	24
Monarch, 12 and ½ lb	27
Monarch, 12, 1-lb	26
Monarch, 12, ½ lb	27
Star, 24 1-lb	19½
Star, 12 1-lb	20

Ground. In tins.

Ghirardelli's, 12 1-lb	28½
" 24 1-lb tins	28
" 60 1-lb tins	27½
" 60 3-lb tins	26
" 30 3-lb tins	26
" 60 10-lb tins	25½
" 1 35-lb tins	25

In delivery cases.

Ghirardelli's, 60 3-lb tins	26
Venard's, 24 1-lb tins	21
Venard's, 20 3-lb tins	20
Miner's, 12 1-lb tins	23½
Miner's, 24 1-lb tins	23
Miner's, 20 3-lb tins	22

COCOAS.

Van Houten's, ¼s and ½s	83
Van Houten's, 1s	80
Royal Dutch, 12 ¼s	77
Royal Dutch, 12 1s	60
Epp's, 14 ½s	38
Fry's, 12 ½s	39
Webb's, 6 ½s	23
Lowney's, 6 ½s	37
Ghirardelli's Bkfst, 6 ½s	40½
" Bkfst, 12 ½s	40
" Impri, 6 & 12 ½s	52
Miner's Bkfst, 6 ½s	37½
Miner's Bkfst, 6 1-5s	39
Van Emden's Dutch, 1-lb	65
Van Emden's Dutch, ½-lb	70
Van Emden's Dutch, ½-lb	75

Cereal Coffee.

Postum, 24 ½'s, per doz	$1.35
Postum, 36 1's, per doz	2.25

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Chutney.

Bombay, assorted qts	$6.25
" assorted pts	4.00
" Major Grey, qts	7.50
" Major Grey, pts	4.50

CIDER.

Mott's boiled, doz qts	3.25
Monroe's, champagne, doz	2.50
" boiled, doz	2.75
Bidwell's, " "	2.50

COCOANUT.

Baker's.

Baker's Drifted Snow, pails	14
Bbls, 126 lbs	13
Brazil shr'ded or Table Talk. long thread, 20-lb pails	lb.14
" 150-lb bbls, per lb	13
Table Talk in parchment bgs, cases of 30's, 60½'s or 30½'s and 15 1's	14½

Schepp's.

Shredded 1-lb pkgs, per lb	23
" ½-lb pail, per lb	24
" ¼-lb pail, per lb	25
" 12 5c pkgs	47½

Dunham's.

Shredded, 1-lb ppr, per lb	27
" ½-lb ppr, per lb	28
" ¼-lb pksg, per lb	29

COFFEE SUBSTITUTES.

Postum Cereal.

No. 1, 2 dz, sml pkgs, per dz	1.35
No. 3, 3 dz, lrg pkgs, per dz	2.25
No. 0, 1 dz, lrg pkgs, per dz	2.25

EVAPORATED MILKS.

BORDEN'S

MILK CO.

All Borden's Brands Guaranteed.



Eagle Brand—	
Condensed Milk, 4 doz	6.80
Pioneer Brand—	
Evaporated Milk (Unsweetened) Tall Cans, 4 doz	4.25
Small Size, 4 doz	2.00
Challenge	4.65
Floral	4.50
Rose	4.75

Borden's Malted Milk.

Trial size, pe rdoz	.90
Small Size	4.00
Large ize	8.00
Hospital Size	33.00

Alpine Milk.

20-oz., 1 to 5 case	4.05
20-oz., 5 to 10 case	4.00
20-oz., 10 to 25 case	3.95
20-oz, 25 to 50 case	
20-oz, 50 cases or more	
8-oz, 96 to case	
Gal., 6 to case	

Carnation Milk.

20-oz, 1 to 4 case	4.05
20-oz, 5 to 9 case	4.00
20-oz, 10 to 24 case	3.95
20-oz, 25 to 49 case	
Gal. 6 to case. 10c less	

HONEYSUCKLE MILK.

20 oz., 1 to 5 cases, per case	$4.00
20 oz., 5 to 10 cases, per case	3.95
20 oz., 10 to 25 cases, per case	3.90
Baby size	3.00

Miscellaneous.

St. Charles, 4 doz in case	$4.50
St. Charles, 5 case lots	4.40
Jersey, 4 doz, per case	4.00
Lily	4.25
Highland	4.25
Pet, Fam., 4 doz to case	3.35
Baby Pet, 6 doz to case	3.00

Cottolene.

	Single cs.	5 cs.	10 cs.	25 cs
Small	7.25	7.15	7.10	7.00
Medium	7.25	7.15	7.10	7.00
Large	7.25	7.15	7.10	7.00

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GELATINE.

Bromangelon.



(Straight and assorted flavors: Raspberry, Lemon, Strawberry, Orange, Cherry, Chocolate).

Large, 2 doz, per doz	1.20
Small, 3 doz, straight or assorted, per doz	.90
Silver White Keystone, per dz	1.00
Minute, per doz	1.00
Knox's, per doz	1.25
Knox's per gross	15.00
Knox, Acidulated, per doz	1.20
Cox's, per doz	1.15
Keck's, per doz	1.10
Plymouth Rock	1.20
(1 doz. free with 3 doz.)	
Sheet	.35

Ginger Confections.

China, per case of 6 stone jars	2.50
China, Chyloong small stone pots, per doz	
Crystallized glace, ½-lb. tin, per doz.	2.50

Hops.

No. 1, ¼ lb, 30-lb box, lb	.30
No. 1, 1 lb, 30-lb box, lb	.30
Less than 30-lb boxes	.31

Junket Tablets.



1½ doz in container, per dz .80

Lemon Sugar.

Gilt Edge, 24½s, per doz	1.37½
Gilt Edge, 24 1's, per doz	1.85

Lime Juice.

Tahita, 24 8 oz, per doz	$1.25
Tahita, short measure, 16-oz	1.50
Tahita, full measure, 32-oz	2.50
Tahita, bulk, gal	1.00

Olives.

Bottled.

Queen Olives, 10 oz, oval, pts, 2 doz	3.00
Fluted Stuffed Olives, 5 oz., 6 doz	1.10
10 oz., oval olives, pts, 2 dz	2.50
Baby Pimolas, 10 oz., 2 doz	3.65
Baby Pimolas, 24 1⅛s	6.25
Manzanilla, 8 oz, 4 doz	1.25
Manzanilla, 5 oz, 4 doz	1.10
American Ripe, pts, tin, 2 dz	2.25
American Ripe, qts, 2 doz	3.75
Old Mission Ripe, pts, 4 doz	1.80
Old Mission Ripe, qts, 2 doz	3.25

White Label, 5-oz., Manzanillas.

	Per doz
5-oz., Manzanilla	1.30
8-oz., Queen	1.85
10 oz., Queen	2.35

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14 oz., Queen	3.75
22 oz., Queen	5.75
32 oz., Queen	9.00
64 oz., Queen	16.00
5 oz., Stuffed	1.30
10 oz., Stuffed	2.65

Olive Oil.

1 doz qts (California) per dz	8.00
2 doz pts. (California) per dz	4.25
4 doz ½ pts (California) pr dz	2.25
Callon tins, " each	2.50
½ gal. (California) each	1.50

Nicelle Brand.

4 doz ½ pts, case	9.00
2 doz pts, case	8.50
1 doz 22 oz., case	9.00
1 doz qts, case	8.00

Old Mission.

1 doz qts. case	8.00
2 doz pts., case	9.00
2 doz ¼ pts	4.80

Grogan's Purity Olive Oil.

Qts., 6 to gal, 12 to cs, pr cs.	7.50
Pts., 12 to gal, 24 to cs, pr cs.	8.00
½ pts., 24 to gal, 48 to cs. pr cs	8.50
Gal. Can, 8 to case, per can.	2.40
½ Gal Can, 12 to case, pr can	1.30

Mushrooms.

	doz
Le Court, 100 to case	$3.50
La Forrest, 100 to cs	3.00
Hotel, 100 to case	3.00
Fancy Stuffed, pts	4.00

Peanut Butter.

Heron's 2 doz to cs, per doz 2.40



Imperial, 2 dz, No. ¼ glass	dz 1.10
" 2 dz, No. ½ glass, dz	2.10
" 1 dz, No. 1, glass, dz	3.25

Peels.

Citron, 25-lb box	23
Citron, 10-lb box	25½
Lemon, 25 lb box	15
Lemon, 10-lb box	15½
Orange, 25-lb box	14
Orange, 10-lb box	14½

Plum Pudding.

Curtice, Individual, doz	$1.10
" No. 1, doz	2.50
" No. 2, doz	4.50
" No. 3, doz	6.50
G. & D., 1s, 2 doz to cs, dz	2.50
" 2s, 12 to cs, doz	4.50
" 3's, 6 to case, doz	6.50
" 4's, 6 to case, doz	8.50
R. & R., Individual, doz	1.00
" 1's, per doz	2.65
" 2's, per doz	4.60
" 3's, per doz	7.10

Salad Dressing.

Durkee, small, 2 dz, per doz	2.50
" large, 1 doz, pr doz	4.25
" picnic size, 4 dz, pr dz	1.00

HOOPER & JENNINGS

Importers and Wholesale Grocers

Teas, Coffees, Dried Fruits, Provisions, Cigars and Tobaccos

462-468 Bryant St., bet 2nd and 3rd Sts.

Telephone Temporary 674 . San Francisco

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Department 23.

PICKLES, VINEGAR, RELISHES, ETC.

This Department is corrected each week by the Pacific Vinegar & Pickle Works.

PICKLES IN BULK

California Home Brand

	Sour			Sweet		
	Bbbl 50 gals	½ bbl 32 gals	¼ bbl 16 gals	Bbls. 50 gals	½ bbl 32 gal	¼ bbl 16 gals
Midgets	3.00	20.00	10.50	14.00	42.00	28.00
Special Small Gherkins	27.00	18.00	9.50	34.50	23.00	12.00
Bbl. 9000, ½ bbl. 6000, ¼ bbl.3000						
Special Small Mixed					24.00	12.50
Same count						
Gherkins	24.00	26.00	8.50	31.50	21.00	11.00
Bbl. 6000, ½ bbl. 4000, ¼ bbl.2000						
Mixed					21.00	11.00
Same size						
Special Small Medium Pickles	21.00	14.00	7.50	28.50	19.00	10.00
Bbl. 4500, ½ bbl. 3000, ¼ bbl.1500						
Special Small Medium Mixed		13.00	7.00		18.00	9.50
Same count						
Small Medium Pickles	19.50	13.00	7.00	25.50	17.00	9.00
Bbl. 2400, ½ bbl. 1600, ¼ bbl.800						
Small Medium Mixed		12.00	6.50		16.00	8.50
Same count						
Bbl. 3000, ½ bbl. 2000, ¼ bbl.1000						
Delicatessen Pickles	16.50	11.00	6.00			
Chow Chow					15.00	8.00

Package Count	Bbl 1800	Bbl 1500	½ bbl 1200	¼ bbl 600	½ bbl 1000	¼ bbl 500
DILLS	15.00	14.00	10.00	6.00	9.50	5.50

Jumbo Dills.—bbl., $12.00; ½ bbl., $9.00; ¼ bbl., $5.00.

California Home Brand.

Sour and Sweet, (Plain or Mixed), German Dill, Chow Chow and Onions

	No1 Sml	No2 Mdn	No3 Lrg	Dills	Swt Mid gets	Sweet Gher-kins	Chow Chow	Pearl Onions
Barrels, 50 gals				$0.28	$0.28	$0.60	$0.60	$1.70	$0.46
Kegs, 5 gals				.36	.36	.70	.68	1.74	.54
½ Barrels, 32 gals				.30	.30	.62½	.62	1.73	.48
¼ Barrels, 16 gals				.32	.32	.67½	.64	1.75	.50
Kegs, 10 gals				.34	.34	.67½	.66	1.77	.52
Kegs, 5 gals				.36	.36	.70	.68	1.74	.45
Pails, 5 gals				.36	.36	.70	.68	1.79	.54
Pails, 2 gals				.45	.45	.75	.77	1.88	.63
Pails, 1 gal				.55	.55	.85	.87	1.98	.73
Sd kegs, 10s, 8 gals				2.00	2.75	5.50	5.00	7.25	3.75
Sd kegs, 5s, 4 gals				1.00	1.50	3.00	2.75	3.75	2.00
Sd kegs, 3s, 2½ gals				.85	1.00	1.75	1.60	2.25	1.50

"CENTAUR BRAND"

Sour (Plain or Mixed), German Dill, Chow Chow and Onions

Midgets Small Medium Select'd Dills Chow Onions

	No1 sml	No2 Mdn	No3 lrg slct	Ger man Dils	Chow Chow	Calif. Onions
Barrels, 50 gals	$0.33	$0.30	$0.25	$0.25	$0.32	$0.25
½ Barrels, 32 gals	.35	.32	.27	.27	.34	.27
¼ Barrels, 16 gals	.37	.34	.29	.29	.36	.29
Kegs, 10 gals	.39	.36	.31	.31	.38	.31
Kegs, 5 gals	.41	.38	.33	.33	.40	.33
Pails, 5 gals	.41	.38	1.25			
Pails, 2 gals	.42	.47	.65	.35	.50	.40
Pails, 5 gals	.41	.38	1.10	.33	.40	.32
Pails, 1 gal	.62	.57	.50	.45	.60	.50

PICKLES IN GLASS

California Home Brand

Pat. Top—English or Octagon	10 oz	½ Pt.	Pt.	Qt.
Gherkins Sour	1.75	1.60	2.30	4.50
Mixed Pickles	1.75	1.60	2.30	4.50
Chow Chow	1.75	1.60	2.30	4.50
Pearl Onions	1.75	2.00	3.25	
Sweet Gherkins	1.75	1.90	2.75	5.00
Sweet Mixed Pickles	1.75	1.90	2.75	5.00
Senf Gurken			2.75	5.00

CENTAUR BRAND

American Style—Square Bot||Eng. style, Round Bot.

	Pts.	Qts.	½ Gal	Gal.	½ Pts	Pt.	Qt.
Gherkins	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Mixed Pickles	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Chow Chow	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Picalilli	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Mexican Hot	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Cal. Onions	1.20	1.75	3.00	5.00	1.20	1.75	3.00

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TOMATO CATSUP.

	In Glass, per doz ½ Pt.	Pt.	Qt.	Jugs, per Jug 1 Gal.	2 Gal.	1 Gal. Tins Scr. tp	Ft.tp
Cal. Home Brand	1.35	2.25	3.25	1.00	1.90	.80	.75
Sunrise				.85	1.60	.65	.60
Sunset	.90	1.65	2.75	.60	1.20	.50	.45

Tomato Catsup—In Bulk.

	Bbl. 50 Gal.	½ Bbl. 32 Gal.	¼ Bbl. 16 Gal.	10 Gal. Keg	5 Gal. Keg
Cal Home Brand	.50	.55	.60	.63	.65
Sunrise	.40	.45	.50	.53	.55
Sunset	.35	.40	.45	.48	.50

TABLE SAUCE.

In Glass.

	½ Pts.	Pts.	Qts.	In Jugs 1 Gal.	In Jugs 2 Gal.	Gal. Tins.
Cal. Home Brand	1.75	2.75	3.75	1.25	2.25	...
Worcestershire	1.00	2.00	3.00	1.00	2.00	.85
Chestershire	.75	1.50	2.25	.60	1.20	.55

Table Sauce in Bulk.

	Bbls. 50 Gal.	½ bbls 23 Gal.	¼ bbl. 16 Gal	10 Gal. Keg	5 Gal. Keg
California Home Brand					
Worcestershire	.80	.82	.84	.86	.88
Chestershire	.55	.57	.59	.61	.63

VINEGAR

Commercial Wine, Cider, Malt or Spirit Vinegar

	40 Gr.	50 Gr.	60 Gr.	70 Gr.	80 Gr.	90 Gr.
Barrels	.14	.16	.17	.18	.20	.22
½ Barrels	.16	.18	.19	.20	.22	.24
¼ Barrels	.18	.20	.21	.22	.24	.26

HIGH GRADE VINEGARS

	Barrels	½ Bbls.
California Home Brand White Wine Vinegar	.30	.35
California Home Brand Red Wine Vinegar	.30	35
Cal. Home Brand Apple Juice Vinegar	.25	.30
California Home Brand Pure Pickling Vinegar	25	30
Cases of one dozen uarts		2.50

RELISHES AND CONDIMENTS.

Miscellaneous.

California Home Brand.

	9 oz.	½ Pt.	Pt.	10 oz.
Tomato Chutney	1.75	1.65	2.50	1.35
Chili Sauce	1.75	1.65	2.50	1.35
Salad Dressing	1.75	1.65	2.50	

California Home Brand

Same, in Bulk, Per Gallon.

	8 oz.	Olympics	14 oz.	Pts.
Sweet Relish	.95	1.75	2.00	2.75
East India Relish	.95	1.75	2.00	2.75
Red Hot	.95	1.75	2.00	2.75

Salad Oil.

Tierces, about 50 gal., gal..$ .75
1 gal. tins, 10 to case, gal.... 1.00
5 gal. tins, 1 to case, gal.... .95
½ gal. tins, 20 to case, gal.. 1.10
Quart bottles, 12 to case, doz 2.75
Pt Bottles, 24 to case, doz.. 1.50
½ pt. bot., 36 case, doz.....

Saratoga Chips.

(Less 5 per cent.)

Bulk, 15-lb box 3.60
Cartons, 6-oz., 24 in case, doz 1.30

SALT.

Cal Table & Dairy, 75 2's, 60 2½'s, 50 3's, 30 5's, 15 10's and 8 20s, per bale..... 1.75
Do 50-lb bags, ton.....12.00
Leslie's Sterilized, 75 2's, 50 3's, 40 4's, 30 5's, 15 10's, and 8 20s, per bale..... 2.25
Do, 50-lb bags, ton.....none
Leslie's, 50s 20.00
Imptd Liverpool, 50s, ton....20.50
" " 100s, ton....19.50
" " 200s, ton....19.00
Genuine Werrington, 50s, pr ton20.00

H. R. H. Liverpool.

Bales of 75, 2s, per bale....
Bales of 50 3's, 40 4's, 30 5's, 15 10s, 8 20s, per bale....
Bags, 50s, per ton.....

Worcester.

Worcester Dairy, bbl 320 lbs (5 bbls. 5.25)..... 5.25
Worcester Dairy, bbl 320 lbs, 10 bbls 4.75
Worcester Table, 140 2s, 100 1 bbl 5 bbl
3s and 60 5s..... 5.75 5.50
Worcester Table, 30 10s 5.50 5.25
Worcester Table, 50lb sacks. Irish Linen ..... .90 .85

Rock Salt.

Half-Ground, 100-lb sks, ton 9.50
" " 50s, ton.....10.00
Stock, 100-lb sack, per ton. 8.50
" 50s, ton 9.00

Package Salt.

Leslie's Sterlized, 48 2's..... 2.75
" " 24 3's..... 2.00
" " 20 5's..... 2.50
" " 50 2's..... 3.60
R. S. V. P., 2s, 24 to case... 2.80
R S. V. P., 3s, 24 to cs, pr cs. 2.00
R. S. V. P., 5s, 20 to cs, pr cs. 2.50
Log Cabin, 24 2s..... 1.70

Celery Salt.

Durkee's, 1 doz in box..... 1.25

SOUPS.

Anderson's 20 varieties..... .90
Campbell's, 21 varieties..... .90
Snider's, Tomato, 3's..... 2.60
" " 2's..... 1.85



Van Camp's, 21 varieties.... .95
Libby's, 2's, assorted..... 2.35
" 1's, " 1.40
" concentrated, 1's..... 1.00

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Franco-American.

	Qts.	Pts.
Mock-Turtle, Ox-Tail, Consomme, Bouillon, Julienne, Vegetable, Beef, Pea	3.15	1.80
Chicken	3.50	2.00
" Gumbo	3.30	2.00
Green Turtle, thick	7.00	3.60
" " clear	9.50	....
Mulligatawney	3.50	2.00
Tomato	3.15	1.80
Assorted	3.25	1.85

Truffles.

1-16 glass, per doz	3.60
1-16 tins, per doz	2.75
⅛ tins, per doz	5.25
¼ tins, per doz	10.45
½ tins, per doz	20.35

Yeast Cakes.

Magic Yeast, case	1.20
Yeast Gem, case	1.15
Great Western	1.00
Gillet's Magic	1.20
Yeast Foam	1.20

This Dept. is corrected by **Fillmann & Bendel; Pac. Vinegar & Pickle Works.**

CATSUPS.

Snider's, qts. doz	3.75
" pts "	2.40
" 1½ pts, "	1.40

Griffon's.

½-pints, per doz	1.12½
Pints, per doz	1.85
Quarts, per doz	3.25

Miscellaneous.

Campbell's, ½ pts, doz	1.15
Heinz, 10-oz	[illegible]
" 12-oz	[illegible]
" 17-oz	[illegible]
Blue Label, 25 ½-pts. to cs	[illegible]
Blue Label, 25 pts to cs	[illegible]
Blue Label, 12 qts to cs	[illegible]
Golden Star, gal jugs, doz	[illegible]
" " qt. jugs, doz	3.65
" " pt jugs, doz	2.35
" " ½ pt jugs, doz	1.40

Long's Fruit Catsup.

Pts, 24 to cs, case	4.75
½-Pts, 48 to cs, "	5.75
" 2, 5 and 10 lbs, lb	1.60

SAUCES.

Holbrook's, ½ pts	2.40
Lea & Perrin's, small	2.75
Lea & Perrin's, medium	5.00
Lea & Perrin's, large	8.25
5 cases, 5c per doz less.	
Tobasco, McIlheny	4.00
Tobasco, New Iberia	3.50
Bengal Worcester, ½ pt	.85
Bengal Worcester, pt	1.25
Pepper, sprinkle top, ½ pt	2.00
Superior Pepper, small	.90
Superior Pepper, large	1.50
Libby's Manchester Sauce, 24½ pints, per doz	1.20

HORSE RADISH.

Picnic Gems, doz	.95
Pints, doz	.95
Medium, doz	1.30
Quarts, doz	2.50
10-Gal. Kegs, gal	.78
5-Gal. Kegs, gal	.80
2-Gal. Pails, gal	.85
1-Gal Pails, gal	.90
Standard Kegs, 10s, keg	6.50
" " 5s, keg	3.25
" " 3s, keg	2.00

FRENCH MUSTARD.
(In bulk.)

	Cal. Home Brand	Stan-dard
Bbl, per gal	.35	.30
½ bbl, per gal	.37	.32
¼ bbl, per gal	.40	.34
10-Gal Keg	.42	.36
5-Gal. Keg	.45	.38
2-Gal. Pail	.50	.45
1-Gal. Pail	.60	.55
Standard Keg, 10s	3.50	3.00
" " 5s	1.75	1.50
" " 3s	1.50	1.25

In Glass, Cal. Home Brand.

8 oz, 2 dz to case, per doz	.95
14-oz, 2 doz to case, per doz	1.75

Standard.

6-oz, small bbl	.80
8-oz, Dusseldorf	.90

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16-oz, "	1.40

SAUERKRAUT.
Cal. Home Brand—Dry Pack

Bbl., 50-gal	15.00
½-bbl., 32 gal	10.50
¼-bbl., 15 gal	5.50
10-Gal. Kegs	3.25
5-Gal Kegs	1.75
2-Gal Pails	.85
1-Gal Pails	.60
Standard Kegs, 10s	2.50

Department 24.

GROCERY SUNDRIES.

This Dept. is corrected by **Haas Bros.; Wm. Schuff Co.**

Axle Grease.

H. & L., per case	$2.00
C. & S., 2-doz case, per case	2.00
" " 5 case lots	1.95
" " 10 case lots	1.85
Frazer's, 2 doz tins, per case	2.25
Frazer's, 4 doz wd, per case.	3.60
Frazers, 15-lb pails	1.00
Mica, 3 doz tins, per case	2.60
Castor Oil, 2 doz 1s	2.60
Universal, 2½, light	2.00
Universal, 2½, dark	1.75

Paper Bags.

Automatic, Self-Opening, 500 in pkg., List.			
¼-lb	$1.00	8-lb	4.80
½-lb	1.20	10-lb	5.20
1-lb	1.60	12-lb	6.30
1½-lb	1.70	14-lb	8.30
2-lb	2.00	16-lb	9.00
3-lb	2.50	20-lb	10.00
4-lb	2.90	25-lb	11.00
5-lb	3.40	30-lb	13.00
6-lb	4.00	35-lb	15.00
7-lb	4.40		

Sizes 8 to 35 lbs.

Sugar Bags, broad bottom, lb .06

Discounts from above list:
Cheapest, 50%.
Eagle or Equal, 50%
White bags, 50%.
Lion, 40%.
Mikado (stripped) 40%

Bluestone.

Barrels, per lb	.12
5 bbl. lots, per lb	11½

BATH BRICK

Bristol, 2 doz, per case	.95
Powdered, 20 1s, per case	1.15
Powdered, 40 ½s, per case	1.25

CANDLES.
Admantine.

Adam, 14-oz., 20s	.11½
" 12-oz., 20s	.10½
" 10-oz., 20s	.09¾
Hotel, 40s, 12-oz. (Wrapped ¼c higher.)	.10¾
Chippowa, 1 oz	.07

Torchlight

Stearic Acid, 12 oz, 20s	.10¼
" 14 oz, 20s	.11¼
" (wrap) 16 oz 20s	.13¼

Stearic.

Schneider's 14-oz., 20s	.14
Schneider's 14-oz., 40s	.13⅞
Schneider's 16-oz., 20s	.15¾

Parafine, Etc.

	Per lb.
1s, 6s, in cartons of 36-lb bxs	11
12s, in cartons of 36-lb bxs	11¼
½-lb, in cartoons of 25-lb bxs	11
1-lb cartons of 25-lb bxs	11
Colored, 1c higher	
Beeswax, pure for churches	.35
Do No. 2	.27½
Do No. 3	.22½
Christmas, all sizes	.09
Do holders, per gross	.85
Wax Tapers, per doz pkgs	.80
Do Per gross	8.00
Night Lights, German, on pap & wd, per doz	.40
Do French, on tin, doz 85, 1.25	

Werks

16 oz, S. A., 40s, (wrap)	.16¼
16 oz, S. A., 20s	.15⅞
14 oz., S. A., 40s, (wrap)	.14
14 oz, S. A., 20s	.13⅞
14 oz, Adam, 20s	.11¾
12 oz, Adam, 20s	.10¾
10 oz. Adam 20s	.09

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Standard Oil Company.
Electric Light.

	Per Set
6s, 16 oz., 20 sets	.11¼
6s, 14 oz., 20 sets	.10¼
6s, 12 oz., 20 sets	.09¼
6s, 10 oz., 20 sets	.08¼
12s, 12 oz., 40 sets (hotel)	.09¼

Granite Mining.

	Per Set
6s, 16 oz., 40 sets	.13¼
6s, 16 oz., 20 sets	.13
6s, 14 oz., 40 sets	.10¼
6s, 14 oz., 20 sets	.11¾
6s, 12 oz., 20 sets	.09¾
6s, 12 oz., 20 sets	.09¾
6s, 10 oz., 20 sets	.09
12s, 12 oz., 40 sets (hotel)	.10

Paraffine Wax.

	Per Set
1s, 14 oz., 25 sets white	.10½
2s, 14 oz., 25 sets white	.10½
4s, 14 oz., 36 sets white	.10½
6s, 14 oz., 36 sets white	.10½
12s, 14 oz., 36 sets white	.11
Colored, 1 cent higher.	

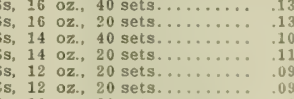
Radiant Paraffine Wax.

	Per Set
4s, 14 oz., 36 sets	.10
6s, 14 oz., 36 sets	.10
6s, 14 oz., 20 sets	.09¾
6s, 10 oz., 20 sets	.08

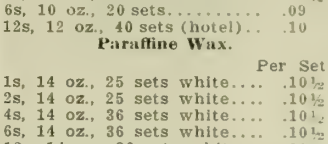
Egg Food.

Pratt's, 26-oz, 2 doz in cs	$4.50
Wellington's, 1-lb, 2 doz boz.	4.00

Fly Paper.



Sticky (holders gratis) $ 2.50



Tanglefoot, per case	2.50
Tanglefoot Holders, per case of 50	.35
Subert's, 40 5s, paper in box	.90

Fruit Jars.
(Net cash—no discount)

Mason's, pts, per gross	6.25
Mason's, qts, per gross	7.00
Mason's, ½ gal., per gross	10.00

Fruit Jar Caps

Porcelain, 6 doz to box, pr bx	2.80

Fruit Jar Rubbers.

No. 1 White, per lb	.60
"Gold Seal," cartons, per gr	.75
"Badgers," cartons, per gr	60
Red Ribbon	.75

Glue.

Le Page's, 1 oz per doz	.80
Le Page's, 2 ob., per doz	1.30
Le Page's ½-gill tins, per doz	1.50
Le Page's, 1-gill tin, per doz	2.00
" " Tubes, small, gr	12.00
" " " big, per gr	18.00

Cordage.

Basic price—Manilla 15¾. Sisal 10¾. (5,000 lbs. ¼c and 10,000 lbs. ½c less.) All kinds advance on base price per pound as given underneath:

	Sis	Man
Rope, 1¼-in. (7-16 diam		
" 6 and 9 thr. (¼ and upwards)	basis	basis
" 12 thread (⅜ diam)	½	½
" and 5-16 diam)	-	-
" Bale, 3 and 4 strand	½ less	basis
" " 2, 6, 8 st'nd	½	½
Lath Yarn	basis	basis
Hop Twine, tarred	1	1
Grape Vine Twine	1	1
Spring Twine		2½
Paper Twine, unoiled	½	2½
Whale Line and Bolt		1

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Hawser laid rope for well-boring	1
Transmission of Power	5
Lanyard and Tarred	basis
Scarlat Rope, bd tar, unoiled, 3 & 4 st'd	1 1
Sash Cord [illegible]	

Cuttle Bone.

Birds', per lb	.30

Insect Powder.

Eureka, 10c size, per doz	.75
Eureka, 25c size, per doz	1.75
Eureka, 60c size, per doz	4.50
Eureka, $1.00 size, per doz	8.00
Buhach, 2-oz., per doz	1.15
" 4-oz., per doz	2.15
" 8-oz., per doz	3.75
" 16-oz., per doz	6.80
" 6-lb. per lb	.60

Matches

Tins	1.65
Boys, doz boxes	.12
Swedish Safety, per gross	.65
Swedish Wind, 1 gross	.90
Vulcan Paraffine, 65s per gr	.55
Do 50 grs lots	.50

Diamond Match Co.'s.

Anchor, 200s	1.70
Do, 500s	4.00
Bird's Eye, 500s, gr	3.75
3 Noes Safety, 100s	7.75
Bees Wax, 100s	4.50
Globe, 100s	5.00
Domino, case	2.75
Red Top Safety	2.75
S. & C. Eastern Parlor 80's	4.25
S. & C., 200s	2.25
S & C., 300s	3.25
S. & C., 500s	4.25
Press, 100s, 5-gross case	4.75
Little Star, per case	2.20
Search Light, 100s, large, 1 gr	4.75

Paper, Wrapping

Butter, White, per ream	.20
Do Waxed, per ream	.25
Manilla, No. 2, roll, any size lb	.4½
Manilla, No. 1, rolls or flat	.05
Straw, per ream	.95
Do rolls, any size, per lb	.03½
Drab, per ream	.60
Do rolls, any size, per lb	02¾

Paper, Toilet.

Royal, 100 rolls of 500 shts	4.00
O Keyed, 5-oz rolls, per case	2.50
Royal, 8-oz rolls, per case	4.25
O Keyed, tablets, per caes	3.75
Pastime, tablets, per case	4.50
Dixon, per case	7.00
Lulu, pkgs, 4000 shts, per cs	3.75
Astoria, pkgs 450 shts, per cs	3.90
Windsor, pkgs 500 shts, per cs	4.00
Universal, pkgs 700 shts, pr cs	6.00
Great Eastern, pkgs 1000 shts, per case	7.50
Popular Rolls, 5 oz, 100 rols, per case	3.00
Daisy Rols, 9 oz, 100 rolls, per case	4.50
Express Rolls, 10 oz, 100 rolls, per case	5.00
Asbestos Rolls, 11 oz, 100 rolls, per case	5.25
Mammoth Rolls, 16 oz, 100 rolls, per case	7.50
Pyramidal, 2000 sheets, 50 rolls in case	7.50

"No-Meds"
(Cereal Laxative.)

48 cartons to case, per case	$12.00
Less [illegible]	
Carrying [illegible]	
[illegible]	

Polishes, Shoe
Day & Martin's

[illegible]	[illegible]
Medium, 6 dz to case, doz	2.25
[illegible]	[illegible]

Mason's Russet Polish.

	Doz	¼ Gr	Gr
No. 2	1.00	1.50	4.75
No. 3	75	1.00	3.50

Comb Black Dressing.

	Doz	¼ Gr	Gr
Large	1.50	4.50	15.00
Small	80	2.80	9.20

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Combination Russet.

	Doz.	¼ Gr.	Gr.
Large	1.50	4.50	18.00
Small	.80	2.30	4.80

Mason's Stove Polish.

	Doz.	¼ Gr.	Gr.
.....	.45	1.20	4.80

Polish, Stove.

Rising Sun, large pkg., per gr	6.25
Do 5-gross lots	6.00
Do Small pkg., per gross	3.85
Sun Paste, lrg, ¼ gr bx per gr	5.00
Enameline, No. 4 tins, per gr	5.00
Do No. 6 tins, per gr	8.25
Do Liquid, pt-tins, bx 3 dz	2.25

X-Ray Stove Polish.



Small, 3 doz. to case, per cs	1.50
Large, 3 doz to case, per cs	2.50
(½ doz. free with each case.)	

Polish, Metal.

Electro Silicon, 1 gr in case per doz	.80
Brilliantshine, ½ pts, per doz	.95
Brilliantshine, pts per doz	1.80
Brilliantshine, qts, per doz	3.15
Do, ½ gal., per doz	6.00
Do 1 gal tins, per tin	.85
U. S. Metal Polish, qts	3.67
" " pts	2.00
" " ½ pts	1.25
U. S. Metallic Polish Paste, lb. package, doz	3.35
½-lb. package, doz	1.67
3-oz package, doz	.50
Barkeeper's Friend, pwdr, gr	21.60

Seeds.

Anis	.15½
Canary	.07
Caraway	.15
Celery	.17½
Coriander	.11
Cumin	.18
Flax, ground	.06
Flax, whole	.06½
Hemp, sacks	.06½
Millet	.06½
Mustard	.10
Poppy	.15
Rape, Cal	.06
Bird gravel, 2s, per doz	.85
Bird Seed Mixed, 48 1s, doz	.80
Red Ribbon, 60 1s	.6½

Original sacks ½c less.

Sheep Dip.

Little', 10-gal tins, per gal	1.20
Little's, 5-gal drums, per gal	1.20
Smith's, 10 ½-gal tins, gal	.95
Smith's, 5-gal drums, per gal	.95

Shoe Blacking.

	Doz.	¼ Gr.	Gr.
No. 1	.25	.75	2.80
No. 2	.30	.85	3.25
No. 3	.35	1.00	3.85
No. 4	.45	1.40	5.45

Shoe Dressing.

Boss, 3 dz to cs, per gr	9.00
Russian, 3 dz to cs, per gr	12.00
Shinola, per gross	10.00
16 Shinola outfits of brush and dauber, no charge.	
Shinola paste, case of 3 doz	2.50
3 solid brass scoops, no charge	

Bixby's Polishes.

Royal Polish, 1 doz in box	.85
Royal P'lish, 3 dz bx, ham'r free	2.55
Shoe, Satin, 1 dz (sml comb'n)	.75
No. 5 Shoe Satin Pste, 1 doz	.80
No. 5 Shoe Satin Paste, 1 doz	.40
No. 10 Satinola Paste, 1 doz	.80
No. 10 Satinola Paste, 1 doz in box	.80
Satinola, combination, sml, dz	.75
Satinola, combination, lrge, dz	1.25
Shoe White Cream, per doz	.85
Ermino White Paste, per doz	.80

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Jet Oil, doz	.85
Jet Oil, 3 dz bx, 5 Bixola free	2.55

Bixby's.

"BBB," size M., ¼ gr. box	1.25
"BBB," size B, per ½ gr. box	2.50

Twine.

Cotton, 4-ply, 100-lb bales, lb	.27
" 3-ply, 100-lb bales	.27
" 2-lb cones, per lb	.27
Hemp, 8-oz balls, pr 3-lb pkg	.27
Do, 4-oz balls, per 3-lb pkg	.27
Sack, 4-ply, 12-lb pkgs, lb	.27

Binder Twine.

Pure Manila, 650 ft to lb, pr lb	14½
Manila, 600 ft to lb, per lb	13½
Standard, 500 ft to lb, pr lb	11½
Sisal, 500 ft to lb, per lb	11½

Wax.

Fruit, 25 1-lb pkgs, per box	1.50
Mint Wax, per box	1.50
Japan, per lb	.20
Beeswax	.38
Pure Ref. Paraf., 40 1s, lb	.10
Pure Ref. Paraf., 20 1s, lb	.10

Wax Strings.

12-in., 10 pkg, 100 stgs each	1.75
14-in., 10 pkg, 100 stgs each	1.90

Department 25.

WOOD AND WILLOW WARE AXE HANDLES.

This Dept. is corrected by The Heyman-Weilll Co.

Ex, 36-in., doz	**$2.50**
No. 1, 36-in., doz	1.75
No. 2, 36-in., doz	1.35

Baskets.

	Per doz
Cal., Open, Spruce, No 3	.85
Cal., Open, Spruce, No. 4	.90
Cal., Open, Spruce, No. 5	1.00
Cal., Satchel, Spruce, nest, 0-5	1.35
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-41	.71
German Market, nest of 4	1.25
Clothes, Oval, Wil., No. 2	7.75
Clothes, Oval, Wil., No. 3	9.00
Same, nest of 5 sizes	3.50
Japanese Telescopee, nest of 5, size 18x12x7	1.25
Same, size 20x13½x7	1.50
Same, size 24x15x10	1.90

Bowls, Wooden.

	Per doz
Maple, No. 1, 11-inch	.80
Do No. 2, 13-inch	1.75
Do No. 3, 15-inch	3.00
Do No. 4, 17-inch	4.75
Do No. 5, 19-inch	6.50
Do No. 6, 21-inch	8.50

Brooms.

	Per doz
No. 7 Special	4.00
Little Lady	3.65
Dandy	3.10
Cooks' Choice	2.35
Ladies' Pride, No 1	2.85
Toy, string	1.00
Common Whisk	1.00
OO Whisk	1.10
Leader	2.40
Flyer	2.90

Brushes.

	Per doz	
Dust	2.25	12.00
Scrubbing	.55	3.00
Dandy	1.50	5.75

Shoe Brushes.

No. 415, black tampico No. 59	.95
No. 25 Mixed Center	1.75
No. 602, all black	2.00

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No. 335, black and white	3.50
No. 7, bristles	3.90

Stove Brushes.

	Per doz
551 tampico, handles	.90
No. 41, Black Bristle	1.90
No. 411, Black Bristle	2.25

Ox Fibre Brushes.

	Per doz
Sub Cat, 10½x2½ in face	1.50
Do Rat, 8½x2½ in face	1.25
Do Mouse, 6¼x2½ in face	1.00

Can Openers.

King, doz	.75
Sprague, doz	.40

Carpet Sweepers.

Bissell's, per doz, 25.00 to	27.00
Standard, per doz	23.00

Cheese Safes.

Round, 22-in each	2.25
Square each	4.00

Clothes Lines.

Sisal, 40-foot, per doz	.90
Sisal, 60-foot, per doz	1.25
Cotton, 40-foot, per doz	.80
Cotton, 60-foot, per doz	1.20
Sash Cord, 60-foot, per doz	1.75
Sash Cord, 90-foot, per doz	2.65
Wire Cord, 50-foot, per doz	1.35
Wire Cord, 75-foot, per doz	1.60
Wire Cord, 100-foot, per doz	2.10

Clothes Line Pulleys.

Galv. Iron, with eye	19.50
" " with hook	.60

CLOTHESPINS.

Common, per box of 5 gross	.70
U. S. Patent Spring, per gross	.55

CORKS.

Demijohns

(Discount of 40% and 10%)

½ gal	$5.75
1 gal	7.50
2 gal	13.50
3 gal	16.00
5 gal	24.00

Dust Pans.

No. 1 Japan, doz	.75
Covered, doz	1.30
Janitor, doz	2.25

Dusters.

	Per doz
China, fancy colored	.80
Standard Turkey, No. 10	2.15
" " No. 12	2.90
" " No. 14	3.60
" " No. 16	4.60
" " No. 18	5.30
Janitor, extra heavy	13.50

DOOR MATS, COCOA.

	Per doz
Light, No. 1, 14x24	4.40
Do No. 2, 16x27	6.00
Do No. 3, 18x30	7.75
No No. 4, 20x33	9.50
Medium, No. 1, 14x25	5.50
Medium No. 2, 16x27	7.00
Medium, No. 3, 18x30	8.75
Medium, No. 4, 20x33	10.50
Extra, No. 2, 16x27	10.00
Extra, No. 3, 18x30	13.00
Extra, No. 4, 20x33	15.50
Extra, No. 5, 22x36	19.00
Keystone Steel Mats, sq. ft.	.30

Faucets.

	Per doz
Cork Lined, No. 0	.45
" " No. 2	.45
Cork lined, No. 3, doz	.90
" " No. 4	.60
" " No. 6	.75
" " No. 8	.90

Ironing Boards.

4-ft., per doz	4.40
4½-ft., per doz	5.00
5-ft., per doz	6.00
5½-ft., per doz	7.20

LAMP BURNERS.

Opposition.

0 or E, per doz	.65
1 or A, per doz	.75
2 or B, per doz	.85

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LAMP CHIMNEYS.

Electric—In Cartons.

No. 2, 6 doz in case, per doz	1.10

Lantern Globes.

Packed 5 doz in case	.70

Aurora Rochester.

	Per doz
No. 1, 6 doz in case	.75
No. 2, 6 doz in case	.90
No. 3, 6 doz in case	2.00

Macbeath Pearl Top.

No. 1 or A, 6 doz in case	.85
No. 2 or B, 6 doz in case	1.05

La Bastie.

	Per doz
No. A, plain bulk, 6 doz in cs	1.22
No. B, plain bulk, 6 doz in cs	1.53
No. A, crimp bulk, 6 dz in cs	1.32
No. B, crimp bulk, 6 dz in cs	1.63

Common Chimney.

	Per doz
No. 0 or E, 6 doz in case	.40
No. 1 or A, 6 doz in case	.45
No. 2 or B, 6 doz in case	.65

LEMON SQUEEZERS.

Ball, per doz	$0.85
Glass, No. 1, per doz	.75
Class, No. 3 (for oranges) dz	1.25

MOPS AND HANDLES.

	Per doz
9-lb. Mops	1.35-1.65
12-lb. Mops	1.80-2.20
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per doz
Wood, painted, 3 hoops	2.65
Wood, varnished, 3 hoops	2.50
White Cedar, 3 galv. hoops	3.25
Fibre	3.60
Galvanized, 8 quarts	2.05
" 10 quarts	2.30
" 12 quarts	2.55
" 14 quarts	2.90

SHELF PAPER.

	Per gross
Narrow, assorted colors:	.12
Lace paper, per box	.30

TUBS.

White Cedar—No .0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Fiber—No. 0, $19.00; No. 1, $15.75; No. 2, $13.75; No. 3, $12.25.

Galvanized—No. 0, $5.85; No. 1, $6.95; No. 2, $7.95; No. 3, $8.85.

WASHBOARDS.

	Per doz
California, regular size	2.25
Little Lady, glass	1.85
Little Lady, zinc	1.10
Peerless, double	3.50
North Star	2.65
Crystal Glass	4.40

Washing Machines

Waverly	6.75
Matchless	5.85
Western	3.75
Majestic, family size, each	6.00
Snowball, family size, each	6.75
Leader, family size, each	7.00
Shelby, family size, each	7.75

WICKING.

	Grs
Lamp, 0 or E, ⅜-inch	$0.30
Lamp, 1 or A, ⅝-inch	.40
Lamp, 2 or B, 1-inch	.60
Lamp, 3 or D, 1½-inch	.85
No. 1, Rochester	1.50
No. 2, Rochester	2.25
No. 3, Mammoth	7.50
Junior Rochester	2.00
Stoves, 3-inch	1.50
Stoves, 3½-inch	1.90
Stoves, 4-inch	2.00
Stoves, 4½-inch	2.00

WRINGERS.

Wood Frame.

Two top screws; iron tub clamps

	Per doz
Royal, 10x1¾ inches	37.50
Challenge, "	21.00
King Special "	22.50
Empire "	30.00
Century, 10 inches	28.50
" 11 inches	31.50
" 12 inches	35.00

Iron Frame.

Superior, 10 inches	29.50

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" 11 inches 33.00
" 12 inches 37.00
Crescent 27.00

Ball Bearing.

Hitchcock 33.00

MISCELLANEOUS.

Barrel Covers, 17-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in. (sugar barrel size), per doz..... 2.70
Brownies, per doz....75 1.00 1.25
Butter Ladles, plain, doz.... .45
Butter Ladles, clays, doz.... .85
Butter Spades, doz..... .40
Dishes, oval, ½-lb, per M.... 2.25
" " 1-lb, per M.. 2.50
" " 2-lb, per M.. 2.75
Dishes, wire end, ½-lb, per M 2.00
" " " 1-lb, per M 2.25
" " " 2-lb, per M 2.50
Egg Beaters, Dover..... 1.00
Measures, fiber, 4 pieces.... 1.50
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz.... 5.90
Lantern globes, in bbls....70@95
Mouse traps, 1 to 5 holes, doz .....45@60
Mouse traps, "Sure Catch," dz .35
Traps, rat, "Blizzard," doz.. .90
Nest Eggs, per doz..... .20
Oil cans, glass, wire cover, 1 gal, per doz..... 4.50
Oil Cans, gal., glvnzd iron.. 2.15
Oil Cans, 5 gal., glvnzd iron. 7.50
Potato Mashers, per doz 45@75
Rolling Pins, per doz..1.35@1.50
Spoons, wooden.....30c, 37c .65
Step Ladders, each per ft., 14-22-40
Tacks, steel, asstd, 2 14-oz.. .25
Tacks, Common, 2 oz., doz.. .11
Tapers, gas, 30 17-in, tgs.dz 65
Toothpicks, box 2.50, 2.75
Twine Holders, hanging, doz 2.00
Spittons, fiber, 13-inch..... 6.25
Spittons, fiber, 12-inch..... 5.00
Spittons, fiber, 9-inch..... 4.15
Whips, per doz, from 90c to 18.00
Window Screens, 12-inch, doz 2.75
" " 18-inch, doz 3.25
" " 24-inch, doz 3.60

Department 26.

STATIONERY.

Corrected by the
Schwabacher-Frey Stationery Co.
42-44 Sutter St., San Francisco.

Blank Books.

Counter, 72 leaf, per grs.... 5.00
Counter, 90 leaf, per grs.... 6.00

Day and Ledger.

Cap, canvas, 200 pp., each.. .30
Cap, canvas, 500 pp., each.. 1.00
Crown Cloth, 150 pp., each.. .75
Crown Cloth, 300 pp., each.. 1.00
Cap, Im. Leather Bnd, 600 pp 3.20

Writing Paper.

Tanglewood.	Ream
Commercial Note, 5lb.....	.60
Commercial Note, 6lb.....	.72
Letter, 10-lb ex.....	1.20
Cap, 12-lb ex.....	1.44

Envelopes.

	Per M
XX, 5-in	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX,4-in.,Baronial cream or white	1.40@1.80
XX,5-in.,Baronial cream or white	1.60@2.00

Inks—Carter's or Diamond.

Black, 2 oz cylinder, p. gr.. 4.50
Red, 2 oz, 3 dz to box, pr bx 1.25
Black, 4 oz, per gr..... 7.20
" or Blue Blk, ½ pt,dz 2.17
" or Blue Blk, pt, dz.. 3.50
" or Blue Blk, qt..... 6.00

Lead Pencils.

	Gross
Cedar, rubber tip.....	1.25
Red plshd, mtl rbbr tip,I.X.L	1.65
Matchless	3.00
Yellow, pshd, rbr tip, round.	4.00
" plshd, rbr tip,hexagon	4.00
Black, plshd, rbr, tip, Nos. 1, 2, 3, 4, "Office" Hex.....	4.50
Carpenters, 3 dz to bx, pr bx	1.00

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Steel Pens.

	Gross
Railroad, 1 gross in box..	$0.40
Stub, ex fine, sml, mdn lrg	.40
Falcon	.40
Bank	40
School, fine	.40
Spencerian Nos. 1, 2 or 3....	.85
Gillott's, No. 404.....	.50
Gillott's, No. 303.....	.90
Pacific Mail, cinkle plate....	1.00
Tuxedo	1.00

Department 27.

AMERICAN TOBACCO CO.

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb Cases)
Seal of N. C. 1⅔ oz foil.... 68
" 3⅓ " 61½
" 8 " 58¼
" 16 " 56⅛
" 1⅔ oz cloth 68
Seal of N. C., 3⅓ oz clth pchs 63¾
pouches 68
Seal of N. C. 16 oz decorated tin canisters 58¼
Old Eng. Curve Cut, 1⅔ oz curved tins 75½
Old Eng. Curve Cut, 3⅓ oz curved tins 75½
Old Eng. Curve Cut, 8 oz.... 75
Old Eng. Curve Cut, 16 oz.. 75
Continental Cubes,1⅔-oz tins 75½
Monte Cristo Slabs, 3⅓-oz tins 75½
Van Bibber, sled plg, 1⅔ oz tins, 2½ lb cartons..... 70
Three Feathers, 1⅔ oz, 1¼ lb cartons, net..... 58¾
Pedro, 2½-oz foil..... 51½
" 2½-oz pouch 51¾
" 2½-oz assorted 51
" 16 oz decorated tin canisters 41½
Dixie Queen, 1⅔-oz foil.... 41¾
" 8-oz tins 41½
" 1⅔-oz 64
canisters, 6 lb cartons, 30 lb in cases..... 42
Duke's Mixture, 1⅔ oz sacks 40
Arlington, 1⅔ oz foil..... 63½
Duke's Cameo, 1⅔-oz..... 41½
Duke's Cameo, 2½ oz foil.. 47¼
Melrose, 1⅔-oz foil..... 66⅔
Fragrant Vanity Fair, 1½ oz foil 93
Red Indian Plug Cut, 1⅔ oz and 3⅓ oz foil..... 39
Fashion, 1⅔ oz 38¾
" 16 oz canisters.... 42⅛
Fashion Pail 42⅛
Bull Durham, 1 oz..... 62
" 1⅔ oz..... 62
" 3⅓ oz 59
" 8 oz 57
" 16 oz..... 53
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb..... 24
Echo Plug Cut, 1⅔ oz(16-oz, 49) 47¾
Red Bell, 1⅔ oz..... 40⅛
" 16-oz pails. 41⅛
Cornell Mixture, 3⅓-oz tin.. 83¼
Oriental Mixture, 3⅓ oz tin.. 93
Honey Dip Twist, 10 to lb.. 43⅛
Grizzly, 16 oz, 24-lb cases.. 54⅛
Five Bros. Pipe Smoking, long cut,paper pkgs, 3⅓ oz, 5 lb cartons, 30, 50 & 100 lb cases 38
Pride of Virginia, 1⅔-oz, 3⅓-oz and 8-oz tins, 2½-lb boxes, 10 & 25-lb cases... 75
Golden Cupid, 1⅔ oz foil, 25, 50 & 100-lb cases..... 60⅞
Sure Shot, 2s..... 33
Union Leader, 1⅔-oz foil.... 41½
" 3-oz pouch 41
" 8 and 16 oz canister 41
Union Leader, 16-oz milk can 41
Plaza, 1⅔-oz cloth, 5-lb cartons, case of 25 lbs, net.. 37¼

Fine Cut Chewing.

Hiawatha, 2 oz, b'ght or d'k, 1-lb cart, 10-lb cs, per lb 59
Hiawatha, 5-lb cs, 1-lb carts 59
Hiawatha, 16 oz, b'gt or d'k, 5-lb pails, lb..... 59
Hiawatha, b'gt or dark, 10-lb pails, per lb..... 56

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Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb pails..... 44
Rose Leaf, 10 to lb, bright or dark, 1-lb cart, 5-lb drums 67
Tiger, 1⅔ paraffine bags, 5-lb moisteners 41

Cheroots and All Tobacco Cigarettes.

Old Vir. Cheroots, 5 in bundle.13.25
$12 in less than 1M lots.
Old Vir.Cheroots,5 in bundle.13.95
Bet. the Acts Little Cigars, 10s tin 8.25
Bengal little cigars, 10s, (10 per cent in free goods).. 7.30
Royal Bengal, 10 in pkg, 100 in carton.....11.50
Van Bibber Little Cig., bundles of 10, boxes of 100....16.20
Sub Rosa cigarros, 10s, cartons of 500, per M..... 4.00

Stogies, Etc.,

Less 2% for cash.

Star Pittsburgh stogies 1-10s, 5 for 10c.....15.00
Florodora little cigars, 1-10s, 3 for 5c.....12.25
Red Top Stogies, 1-10s, 3 for 5c 12.50
Red Label Stogies(Jenkinson)11.65

Cigarette Paper.

Vanity Fair, 50 pkg in box .97½
Wheat Straw,50 pkg in bx,net1.30
Wheat Straw, 100 pkg in bx net 2.65
Wheat Straw, Interlock, 50 pkg in box 1.35
Wild Oats, 40 pkg in box.. .90
Red Seal, 50 in box..... .25
Zig-Zag, 100 in box.....2.50
Riz la croix.....1.95

Plug Tobacco.

(Subject to discount 2%)
Battle Ax, 16 oz, 5 cuts, 12 and 24 lb bts, net..... 39
Big Gun, 16 oz, 3x12 smooth, bright, 6 sp, 16 lb butts.... 44
Boot Jack, 3x12, R & R, 5⅓ oz, 8 sp, 1, 4 8 and 12-lb and 2-lb fancy wooden bxs, net. 87
Bullion, 1x6, D T Nines, 6 to lb, 20-lb cad's..... 50
Climax, 2x12, R & R, 16 oz, 6 sp, 6, 12 & 30 lbs (7 oz 7, 10½, & 21 lbs 48)..... 45
Climax, 3x12, thin, 7 oz, 7 and 14 lb 48
Cross Bow, 3x12, 14 oz, 4 sp, 14 lb butts..... 38
Drummond's Natural Leaf, 5⅓ oz, 5, 8 and 12-lb butts.... 63
Gold Rope, 7 to lb, 3, 6 and 12-lb boxes 56
Gold Rope, 14 to lb, 4 and 8-lb boxes 58
Horse Shoe, 16 oz, Smooth, 6 sp. 8, 12 and 24-lb butts.... 43
J. T., 2x6, 7 oz, R & R and Smooth, 2 sp, 10½ and 21 lb butts and caddies..... 39
J. T., 3x12, 14 oz, Smooth, 4 sp, 10½ and 21-lb butts.... 39
Newsboy, P. P. br or bulk, 5s 8, 16 & 24 lb..... 40
Nobby Spun Roll, 7 to lb, 3, 6 and 12 lb boxes..... 57
Old Honesty, 3x12, Smth, 15 oz, 6 sp, 7½, 15 and 30 lb..... 44
Old Peach and Honey, 6 to lb, 8 lb boxes..... 43
Piper Heidsieck, 5⅓ oz plugs, 2⅔x8 Pony Panel, 3-10c cuts, 4, 7, 14 lb..... 69
Red Cross, 12 and 24-lb butts, 16 oz, 3x12, embrossed 4 sp. 33
Saw Log, 2x12, R & R, 16 oz 6 sp, 24 lb..... 46
Saw Log, 3x12, R & R, 32 oz, 12 sp, 32 & 48 lb..... 46
Sledge, 16 oz, 4 sp, 3, 6, 12 and 24 31
Something Good, foil wrapped, R & R, 5½ to lb, 9, 13 lb butts 45
Spear Head, 16 oz, 6 sp, 6, 18 and 30 (7 oz, 48)..... 45
Standard Navy, 3x12, embossed, 4 oz, 4 sp, 14 and 28 lb 38

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6 for 10, 10⅔ oz, 24 lb butts 35
Star, 16 oz, 12, 24 and 52 lb butts 45
Tinsley's Nat. Leaf, 3x12, 16 oz, 6 & 12 lb..... 54

Twist Tobacco.

Granger Twist,hand made light pressed, 12 to lb, 12-lb half bushels and 15-lb grained pails..... 45
Red Ribbon Twist, 10 to lb, 10 lb ½ bushels and 8 lb packs 40
Honey dip Twist, 11 to lb, packed 5 lb..... 44

Smoking Tobacco.

Master Workman plug, 3x6, 10 oz, 10 lb cad..... 45
Finzer's Mixed Plug, 16 oz. 3x12, 5 sp, 5 and 10 lb.... 32
Ole Varginy, 3 oz plugs 2x4 bright, 10½ lb boxes..... 42
Sickle plug, 15 oz 3x12, 5 sp 7½, 15 and 30 lb butts.... 46

JOHN BOLLMAN & CO.

Cigarettes.

Net cash.

Fragrant Vanity Fair..... 3.90
Duke's Cameo..... 3.90
Sweet Caporal..... 3.90
Virginia Brights..... 3.90
Pets (foil packages)..... 6.12
Richmond Straight Cuts, 10s tin and paper..... 6.12
Cairo, No. 27 and 27a, (cork tip 7.50)..... 6.50
Casino Gold Tip..... 9.00
Imperiales, 10s, 20s, 50s, 100s, with or without mouthpcs. 7.50
Sultans, 10s, 20s, 50s, 100s, Mais and Rice paper with mouthpieces 9.25
Abdallah, No. 3 gold tip..... 7.75
" No. 2..... 9.00
" No. 1..... 13.00
Princess Lillian, Cork tips...17.65
Turkish Trophies 7.75
Egyptian Deities, No. 1, 10s.25.50
" " No. 3, 10s, plain tips 17.60
Egyptian Deities, cork tips..18.15
Mogul, cork tip.....10.25

High Grade Smoking Tobacco.

Less 2% for cash.

Imperial Mixture, 2½-oz tin 1.10
Plum, 1⅔-oz foil, net..... .64⅛
Three Kings Mixture,3⅓-oz tins 1.30
Yale Mixture, 1-oz tin, 1¼ and 2½ lb cartons..... 1.35
" 1⅔-oz tin, 2½ lb cartons 1.60
Yale Mixture, 3⅓-oz tin, 2½ lb cartons 1.60
Lone Jack, 3⅓-oz bags, net 1.17½

Wills' English Smoking.

Capstan, mild,med. or strong, 3⅓-oz, per lb..... 1.60
Capstan, mild, med or strong, 1⅔ oz, per lb..... 1.75
Latakia, 3⅓ oz, per lb..... 2.10

Sundry English Smoking.

Pioneer, 3⅓ oz, per lb..... 1.45
" 8 oz, per lb..... 1.43
" 16 oz, per lb..... 1.40
Lambert & Butler's Log Cabin, 3⅓ oz, per lb..... 1.30
Smith's Glasgow Mixture, 3⅓ oz., per lb 1.70

J. B. PACE TOBACCO COMPANY

Scroll Tag, twist, 6 to lb (other sizes, 67)..... 66½
" light pressed, all styles 73½
Scroll Tag, cable coil, 3 and 4 oz 76
Corduroy Spun Roll, 6-lb bxs 56⅛
Mastiff Plug Cut, 1⅔ oz pchs or tin foil pkgs..... 68
Mastiff Plug Cut, 3⅓ oz pchs or tin foil pkgs..... 63
Mastiff Plug Cut,16 oz decorated tin 52½
Boston Smoke, 12s (24s, 48). 49

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SURBRUG CO.

Grain, 1⅔ oz patent can.... .70
Golden Sceptre, 1-oz, 1-lb cart, per lb..... 1.20
Golden Sceptre, 1⅔-oz, 2½-lb cart, per lb..... 1.20
Golden Sceptre, 3¾-oz, 2½-lb cart, per lb..... 1.00
Golden Sceptre, 8-oz, 5-lb cart, per lb..... 1.00
Golden Sceptre, 16-oz, 6-lb cart, per lb..... .96
Arcadia, 3¾ oz, 2½-lb cts (1 1-lb cts 1.60)..... 1.56
" 1⅔-oz, 2½-lb carts 1.60
" 8 oz, decorated tin. 1.55
" 16 oz, decorated tin. 1.50
Crescent Club Mixture, 3¾ oz 90

Cigarettes.

Milo Cork Tips 18.50
" Plain " 18.00
" Ladies' mouthpieces, 20s oval box..... 9.00
Egyptian Arabs No. 3 Cork Tips 7.40
King William, Egyptian, net 18.00
Turkish Delight, sanitary tip 7.00

JNO. J. BAGLEY & CO.

Net cash.

Gold Shore, 2½-oz..... 46¾

54

Lime Kiln cut plug, 2 oz.... 59¾
" " 3¾ oz.....59¾
" " 8 oz tins. 66¾
" " 16 oz tins 64½
Sun cured 2½ oz foil..... 49
" 2½ oz pouch.... 51

WEYMAN BROS.

Less 2%.

Cut and Dry, 3¾ oz papers.. 32½

H. BOHLS & CO.

Fancy Mixtures.

White Navy Mixture, 1⅔ oz foil ..... 6.
White Navy, 3¾-oz foil, 5-lb cartons ..... .63
White Navy, 16-oz foil..... .60
London Dock, 3¾-oz foil, 5-lb cartons ..... .80
Golden Gate, 3¾-oz tin, 5-lb cartons ..... .85
Bright Virginia Pickings, 3¾-oz tin, 5-lb cartons..... .80
Gold Bar, 3¾-oz tin, 5-lb cart. .90
Great Blend, 16-oz box, mild, medium and special..... 1.15
Great Blend, 8-oz box, mild, medium and special..... 1.20

55

Great Blend, 3¾-oz box, mild, medium and special..... 1.25

Cut Plug.

Seal Rock, 1⅔-oz tins, 2½-lb cartons 25-lb ..... .74
Seal Rock, 3¾-oz tins, 2½-lb cartons 25-lb ..... .74
Seal Rock, 8-oz tins..... .74
Peanut, 1⅔-oz foil, 5-lb cart .38
Old Chief, 8-oz and 16-oz.... .46
Seven Up, 16-oz pail, briar pipe with each tin..... .54
Seven Up, 16-oz pail, without briar pipe ..... .45
Seven Up, 2½-oz foil, 5-lb cart .43
Seven Up, 2½-oz pouch, 5-lb cartons ..... .49

Long Cut.

case, per doz 1.80

R. A. PATTERSON TOBACCO COMPANY.

Less 2%.

Honest Labor, pch and tins, 2½-oz 50
Lucky Strike, 1⅔ oz tins.... 75
" 3¾ oz tins..... 75

56

Patterson's Seal, 1⅔ oz foil. .37
" 3¾ oz pch.. .38
" 16 oz tin... .41

SNUFF.

America Snuff Co. .. ..

French, Rappee, 1⅔ oz bottles, per 3 doz..... 2.90
French, Rappee, 3¾ oz bottles, per doz..... 1.80
French, Rappee, 16 oz jars, per lb..... .65
Maccaboy, 16-oz jars, per lb .60
Irish High Toast, 16-oz self-sealing fruit jars, 12-lb bxs .57
Scotch Lilienthal's, in bladders, per lb..... .60
Scotch Lilienthal's, in weasands, per lb ..... .62
Horse Shoe, 16 oz glass jars, lb ..... .50
Horse Shoe, 2½ oz fibre cans .51
Horse Shoe, 8 and 16 oz cans .48
Horse Shoe, 1 oz and 16 oz cans ..... .56

Weyman Bros.

Copenhagen, 16-oz stone jars .6[illegible]
of 2 doz. per gross..... 5[illegible]
" 1-oz tin, carts

News Notes.

Wheaton, Pond & Harrold will move their main business from Oakland to this city about Sept. 16.

Bredhoff-Nelson Co. has secured the store 43 Clay st. running back to Commercial st. into which it will move soon.

The Cudahy Packing Co.—F. H. Carroll, Pacific Coast manager—has removed into its new building, 51-71 Union st.

Mr. William Cluff, of the Wm. Cluff Co., leaves the middle of this month on a year's trip around the world, going by way of the Orient.

Joseph Flately who has been in charge of one of the departments of J. H. Newbauer & Co., is now connected with the J. K. Armsby Co., where he will be glad to meet his many friends.

John McEwen, who has been in the transportaation business for many years, has been appointed assistant general freight agent of the Pacific Coast Steamship Co.

Levenson Company, the sole agents at Pine and Front Streets for the Perfection Cheese Cuter, report business excellent, and they are very much pleased with their new quarters.

Benj. A. Kohanoff was held for the Superior Court last Saturday on a charge of arson, the bail being fixed at $5000. Kohanoff is charged with setting fire to his restaurant at 18-20 Clay st. on the night of Aug. 10th. The building was completely gutted by fire.

Williamson Bros., at one time in the brokerage business in the downtown district, are now engaged in the wholesale confectionery business at 51 Oakwood street, San Francisco. They have a very large plant and are working night and day to keep up with their orders.

J. A. and C. F. Crocker have applied for two permits of the Board of Works, one for the construction of a 5-story brick loft building at the southeast corner of First and Mission sts. to cost $190,000, and the other for the reconstruction of their building on Fremont st. near Mission, at a cost of $60,000.

Oakland, Cal.—The Oakland Cracker Co. will take over the plant of the Golden Gate Cracker Co. at 9th and Cedar streets. The new company is now in process of organization and it is reported that there will be ample capital forthcoming to carry through the nterprise. The Golden Gate Cracker Co., because of lack of capital, went into the hands of a trustee some time ago.

An appeal to the citizens of San Francisco to aid the Board of Health in a general warfare on the rats which infest some portions of the town was formulated at a meeting of the board recently. The rats are regarded not only as a nuisance, but also as a menace from a sanitary standpoint, since they are a frequent carrier of disease germs. Grocers should do their part.

NEWBERRY LETTER.

South Poland, Me., Aug. 26, 1907.

Your letters of August 1st reached me in Portland, Me., just before starting for this place, and being away from home, cannot comply with your request as to photo. As to myself, how fast the time has passed, as the last association work I have done was at Oakland, now nearly one year ago. On my return from the Convention was obliged to leave my business and am now taking this trip to help my physician to make me a new man. Have heard once or twice from my dear friends, Hauch and Sanchez. They both have had their troubles. I am at sea as to your success, but hope you have made a success of the Advocate. The State Association principles, which should be along needs a good strong Advocate of its principles which should be along educational lines of practical knowledge to the retailer by practicability—I mean how to buy and what to sell at that he can make an average profit of 20 per cent on his sales or 25 per cent on his cost; educate him to know that it cost him 15 per cent on his sales or 20 per cent on his cost price to pay expenses; educate him, that if he sells half his goods at 10 per cent profit, he must get 30 per cent on the other half to do his business justice, that 40 per cent of his sales are on four articles—sugar, coal oil, flour and packing house products; educate him to take 20 per cent off of his fixtures, horse, wagon, etc., each year and 5 per cent of his credit, and to get at a correct yearly balance; in fact, teach him to look at the actual side of his business; then to work hard and maintain manufacturers' made price and get them to make more; stand by his actual friends—men like A. Schilling & Co. and the Globe Mills. Then anything the Advocate can do and as they have filled the above they have succeeded to my way of thinking. I will read it commencing October 1st. when I expect to be back in the harness as good as new. Have been putting my best endeavors with Eastern manufacturers and shall bring home some fine results, I hope while I may be to late for this special edition of yours, my heart is with you and you can call on me after October 1st and get prompt response at my old address. Yours,

T. R. Newbury.

ITEMS OF INTEREST.

The new pathological laboratory being put up by the State University as headquarters for its work in southern California is nearing completion. With its equipment the laboratory will re-present an investment of about $10,000. Extensive experiments are now being made there with fifty-seven varieties of tomatoes; also a collection of sixty different varieties of walnuts has been set out for investigation purposes. Prof. Ralph E. Smith is in charge of the plant.

In another of a series of suits for alleged infringement upon a patented process for bleaching nuts, the Anderson-Barngrover Manufacturing Company has brought a bill of complaint in the United States circuit court against the Los Nietos and Ranchito Walnut Growers' Association, Mountain View Walnut Growers' Association and the Anaheim Walnut Association.

G. W. Hume & Co. have made extensive plantings of asparagus on their ranch near Biggs, Butte county, and within a couple of years expect to have in cultivation three hundred acres of that vegetable.

Excavation work has been completed on the immense new beet sugar refinery to be erected at Corcoran. The company has already made contracts with growers for 4,000 acres of beets.

William Patrick of Lodi is said to have a new method for canning watermelons and cantaloupes, which he has thoroughly tested and produces a very palatable product.

Berkeley.—It is announced that a magnificent hotel to cost $350,000 is to be erected in the heart of the business district, at Shattuck ave, and Kittridge, on the Shattuck estate. Mrs. Frances K. Shattuck, widow of the Berkeley pioneer, and W. E. Woolsey, manager of the estate, have decided upon it. The principal stock will be held by the Shattuck estate, and the remainder by other Berkeleyans. The frontage is about 270 feet on both Alston way and Shattuck ave.

Gonzales.—The proposition to erect a condensed milk factory in Gonzales is meeting with excellent success, and the promoters and principal stockholders of this enterprise, which will involve the expenditure of 40,000 to $50,000 for buildings and machinery alone, are A. R. Patrick, president of the Alpine Condensed Milk Co., and John B. Meyenberg, one of the owners. It is proposed to commence the erection of the factory before December 1st.

Sacramento.—A contract has been let by Baker & Hamilton for the erection of a 3-story brick building on an 85x150-foot sit, in the rear of their store on J st. The firm intends to carry a very much larger stock at this end of the line than it has heretofore, and consequenly is going to enlarge its quarters in order to handle the increase.

VANCOUVER OYSTER ENTERPRISE

Eastern Bivalves Are Planted on British Columbian Coast.

Consul A. E. Smith, of Victoria, reports that another American enterprise has been launched on Vancouver Island, as follows:

"A company composed chiefly of American citizens, with a steamship commander as manager, has established in Esquimalt Harbor, near Victoria, a large oyster plant for the propagation of Eastern oysters. Two carloads of the bivalves, known to the trade as "spat," purchased in South Norwalk, Conn., have already arrived here and been planted in the cove where the company have secured 43 acres of water front. The consignment includes oysters of one, two and three years of age. They have been laid out according to their age in square beds 50 by 50 feet. Though the bulk of the oysters planted will have to remain in the sea bed for two or three years, a large quantity will be dug up for the market in September, and it is expected that sufficient demand for this catch will be found in British Columbia. It is calculated to supply, later on, the markets on, the markets as far east as Winnipeg and Chicago.

At present the market here is supplied with the Olympia oysters, large beds of which are under cultivation at Olympia, Grays Harbor, and Wallapa, Wash. The American manager of the new concern was for seventeen years engaged in oyster culture on the coast of Massachusetts, and regards the Pacific coast as well suited for the cultivation of the Eastern oyster as are the Atlantic coast beds.

If your business is easily handled with your present system now is the time to look ahead and plan.



California's Choicest Product

TIPO chianti

Red or White

Produced by the

ITALIAN=SWISS COLONY

ASTI, Sonoma County

San Francisco Offfces: Battery and Greenwich Streets,
New York Offices: N.E. Cor. West 11th & Washington Streets

ATTRACTING TRADE.

REACHING FOR BUSINESS.

With the fall season here it is time for the retail grocer to begin to consider what particular effort he will make to improve his business and attract new custom.

The large dealer in the city, or the small dealer in the country may share in the improvement incident to the fall season.

The dealer who makes the most out of his opportunities, begins early and keeps at work continuously. Otherwise, some more enterprising competitor will make more out of it than he will himself. An early start and continuous work will accomplish wonders in this direction.

While it is often desirable and more profitable to work along the lines of least resistance, sometimes a dealer will achieve a more pronounced and lasting success by doing the opposite and exert himself to overcome such real or imaginary difficulties as confront him.

Methods of increasing business vary with individuals, but the same basic principle underlies them all—to attract favorable attention to the store and thereby increase the number of possible buyers who enter and undoubtedly the number of sales actually made.

Sales are generally productive of profit. If they are not they should not be made. The dealer who can enlarge his number of possible buyers and increase his sales has mastered the secret of successful merchandizing and is in position to command fortune.

A Special Opening.

One successful method of attracting favorable attention is to advertise a special opening of fall goods. Grocers can do this as well as others. Further, there are thousands of dealers who handle not only groceries, but dry goods and they can emphasize their fall business by having an opening week in which all varieties of goods handled shall share.

More buyers will go where all varieties of goods are offered; and the more buyers one gets the more profit he will make.

If one intends beginning the fall and winter campaign with an opening it ought to be widely advertised for at least a week before it occurs.

Advertise it in your windows.

Advertise it inside your store.

Use every possible means of publicity—newspaper advertising, posters, flyers, circulars, and any other kind that may occur to you. And keep it up without **intermission** until the week of the opening.

Then vary it by advertising the consummation of your plan and give some of the special trade opportunities you are offering.

Don't be half-hearted about your advertising. Consider it a part of your investment upon which you are to obtain profits, and be satisfied to wait a reasonable time for the returns.

Dress Up The Store.

For such an opening special effort must be made to make the store attractive.

The goods must be attractively arranged with price tickets to enable possible purchasers to know what they will cost without having to ask.

Each day during the sale, some one thing should be made a leader with a special price for that day. Frequently a leader like this will attract customers.

While special sales are quite likely to attract attention to one's store and goods, it is essential that the interest thus created be maintained, otherwise the full value will be lost. Interest must be kept up by means of advertising and special offers so the good work will not end with the opening sale.

Of course the success of any business is built upon the steady trade from day to day, not the spasmodic special sales. While all special sales and all openings must be emphasized and advertised to make them develop the best that is in them, it must be remembered that back of this is the substantial business which is built upon the daily trade.

LONG'S

Preserves the standard preserve of the world and absolutely pure.

Saratoga Drips pleases the palate, whets the appetite, gives hot cakes a delightful flavor.

Woodlawn Maple is superior grade of Maple Syrup, guaranteed for its purity strength and flavor.

Maraschino Cherries the finest of California's selected cherries preserved in maraschino, unequalled by any manufacturer.

Peerless Bar and ***Powdered Sugar*** the best and cleanest sugar sugar on the market. TRY THEM.

Long Syrup Refining Co.

San Francisco

CLERKS CORNER.

REMARKS TO EMPLOYEES.

One of the greatest difficulties with which the average merchant has to contend is that of securing faithful, intelligent employes. So many clerks cannot be made to see that in serving their employers faithfully they are working for their own best interests; their heart is not in their work and they fail to make the most of the opportunities for advancement which it offers. The following remarks to employes, compiled from interviews and letters of H. E. Partridge, general manager of Wyman, Patridge & Co., Minneapolis, contain much food for thought on the part of all employes.

Experienced Men Scare.

"It is nearly impossible for us to get first-class experienced men for our needs, consequently we are ever on the lookout for young men that will develop into usefulness. Since last May, hundreds and hundreds have applied for positions with us. Probably nine-tenths of those applying were turned away because either they were plainly lacking in qualities necessary for success with us, or upon inquiry of former employers, we learned they had left a bad record. The remaining one-tenth, we hired, numbering 182. Of these 89, or nearly 50 per cent, were not with us the following January 1st. Here was a selected lot, one-tenth of the applicants in a given time, and one-half of those gone by January 1st, and this in an institution that offers extradaordinary opportunities to young men for development.

"The reasons for leaving were many. A few were offered more money elsewhere and took positions where the immediate returns were better, but with no chance for advancement. The most of them were let out by us because of idniference—working for money instead of success, watching the clock rather than their work, and keeping bad company and late hours.

A Business University.

"We pay small salaries to beginners; why should we not? Very few beginners are worth anything to us at first; on account of our large stock for several weeks and often for several months we lose more in showing a boy where, why and how, than we get from his services, but by the same token, when men master the work, the reward is correspondently greater. We offer a young man an organization that has been thirty years in the building, a business university of the highest grade, and a chance for every man to show of what stuff he is made.

You Can Compel Attention.

"If your call does not come, do not blame your house, but try harder. Drop all outside attraction until you have established yourself and see if you cannot compel attention. It does not necesarily follow that all can fill high positions. Some by their nature develop rapidly, some slowly, but all who are adapted to mercantile pursuits can, I believe, do better here than anywhere else. Not all can be leaders; the most of us must be in the ranks, but no one can afford to do otherwise than his best.

"Every young man should appreciate that in his first business years he is simply laying the foundation for the structure he will erect during his working life. The day you enter a business house, put aside school-boy ways; work as you have never worked before; do more and better work each day than you did the day before; seek responsibility; let others keep short hours and tell stories of what they did the night before; you bury yourself in your work and when 6 o'clock comes, you will wonder where the day has gone. Do not think you will be overlooked. Employers are too anxious for young men who can carry a part of the load to overlook you for long.

Responsible Positions Only for the Faithful.

"At a critical time in the Revolutionary war, when Washington was close pressed, he gave an order to his subordinates, 'Let only Americans be placed on guard tonight.' Likewise, in the intense competition in business today, the watchword is, put only the faithful in responsible positions.

Too many young men now-a-days think that good clothes are more important than good habits, and a good time is better than good work. A crease in your trousers and a part in your hair is of trifling account in the vital matters that concern a young man. The real question is, what foundation are you laying to build upon for the next fifty years; what use are you making of the faculties given you? Your employer wants to know if you are honest, if you have ability and if you have the ambition to use that ability. You can afford to make great sacrifices for three or four years, if you can reap the reward for the next thirty or forty years.

"Many a boy who has been discharged for cause takes it lightly, but he will find that most responsible positions are bounded now-a-days and there is an increasing tendency to look up the record of every employe.

Things to Avoid.

"Another marked tendency among large employers is to discourage drinking. There is nothing in drinking for anyone except the liquor people. Liquor is a dangerous enemy for young men to flirt with. The debit side has loss of time, loss of money and bad associations, the credit side has nothing at all to balance. It's a one-sided game. There is the slipping away, little by little, of the self respect that is indispensable, and finally the drinking habit owns you. I have watched it for a life time and it's all bad.

"It is said, 'boys will be boys,' but at 20 and 21 he is no longer a boy. Most young men are wasting the years of preparation by doing far less than they can do, by following the foolish life will blame everybody but themselves. Life is earnest; be careful you realize this before it is too late. Your future is entirely in your hands. No one can help or hinder you much. It is for you to determine whether you will make the most of your opportunities and live an increasingly useful life each year, or waste these younger years and when you die owe a debt to the world for having lived."—**Com. Bulletin, N. W. Trade.**

36 Carloads of HIRES ROOTBEER SOLD

on the Pacific Coast today; more than was sold all of last year, or in any one year before. HIRES is growing more popular each year. This certainly is a HIRES YEAR. (HIRES has been a success for thirty-two years).

JOHN H. SPOHN CO.

Pacific Coast Agents San Francisco, Cal.

Window Dressing.

FOREWORD—Through a special arrangement made by this paper with S. W. Roth of Chicago, we commence this week the publication (serially) of his book, "Art and Science of Window Dressing." The book is elegantly bound in cloth and will be sent to subscribers on receipt of $200. In order to preserve the matter which we will publish, we advise our readers to get the book.

"ART AND SCIENCE OF WINDOW DRESSING

By

A Practical Window Dresser.

Edited by

S. W. ROTH,

Publisher The Retailers' Journal,

Chicago, Ill., 1907.

$2.00 Per Copy.

Copyrighted 1907 by S. W. Roth.

PREFACE.

Within a comparatively short period of time the retail merchants, particularly the retail grocers of this country, have come to realize very fully the immense advertising value of of their show windows. The old method of dumping a lot of goods in the show window has given way to something better. Expert window trimmers have shown the retailer the possibilities that the windows possess for drawing trade, and as a result the retail grocers of the country are showing a commendable desire to make better window display. They have come to realize that there is much to learn about window trimming, but there has been on suitable text-book on the subject available to the retailer. To supply this want this book is published. Those who are desirous of learning what there is to know about window dressing may do so by reading the instructions set forth in this volume. **S. W. ROTH.**

Chicago, Ill., 1907.

Value of Window Dressing.

It has always been a part of the merchant's business scheme to show the goods he has for sale to the best possible advantage. Neat clerks, clean shelves, clean floors, clean goods are matters of importance that all merchants worthy of the name have regarded as essential to success. His wares he would show as best he could in the light of the knowledge of his time. But the world moves, and those methods that were satisfactory in one period would be out of date in a later period, and these newer methods would in turn become obsolete.

Merchants above all men must keep abreast of the time. They must be alert to look for new business methods and keen to observe their effect. And then, they must seize upon them and put them into practice at once. The successful merchant has always done this and he will continue to do it, leaving his unfortunate competitors to keep the wheels of their business in the old ruts. Perhaps there has been no part of the merchant's business that has undergone such radical changes in recent years as that of displaying goods, and more particularly that of window displays.

Those merchants who made a very creditable exhibit of their wares twenty years ago inside of their stores were not fully alive to the value their windows possessed for display purpose. It is true they made some use of them, but it was comparatively small when we consider how much might have been done. The merchant spent his display energy largely on the interior of his store. This was well. Once he got the people inside his store he could offer them a creditable ocular feast, calculated to tempt them to buy. But the all-important thing in a merchandising business is to get the people in the store.

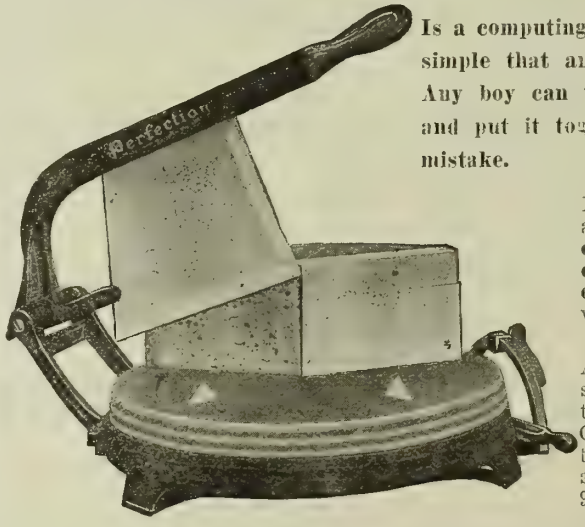
There are many ways to attract new trade; to get people to come into the store. But there is no way particularly for the retail merchant that is better than a well-conceived window display. People passing a retail store will pause to notice an attractive window display. They stop out of mere curiosity and go on without any thought, perhaps of entering the store. They pass the place again. They see a new display equally as attractive as the one they had already seen. The impression is forced upon them at once that the store is conducted by an energetic merchant of good taste and an apparent desire to please the people. Still another new display is made and the people notice it. There is business life in the place. People like to contemplate that fact. Then they recall the dull, stupid old store, where they have been in the habit of trading, and however much they may rebel at forsaking old friends they are irresistibly drawn into the new place.

Another person passes the store and is forced to notice the window displays. He looks at the display and is reminded by seeing some particular piece of goods in the window that he needs such goods and at once he concludes to stop and ask the price. He enters the store with a half conviction that if he buys he must pay a bigger price than he would have to pay at the untidy little shop where he usually deals. He is surprised to find the price is the same. Then the package he gets is sound and unsoiled. It is wrapped in good paper by a neat, polite clerk. There is a tone about the place he likes and he comes back.

(To be continued.)

Red Seal Lye is advertised everywhere.

THE PERFECTION CHEESE CUTTER



Is a computing cheese cutter. It is so simple that any boy can operate it. Any boy can take it apart, clean it and put it together again without a mistake.

It will last a life time and **we guarantee it to cut out the Retail Grocer's exact profit from every cheese.** No guess work about it.

Ask one of the Thousands of your competitors using a Perfection Computing Cheese Cutter, if the Cutter didn't save its cost the first 90 days.

Then write to us.

Sold by

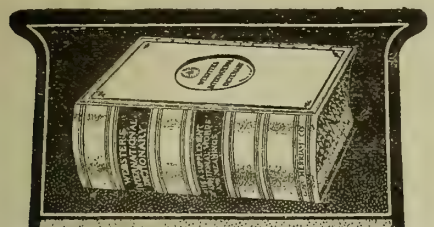
LEVENSON COMPANY,

Corner Front and Pine Sts.,

San Francisco, Cal.

THE AMERICAN COMPUTING CO.

Indianapolis, Ind.



WEBSTER'S INTERNATIONAL DICTIONARY

THE ONE GREAT STANDARD AUTHORITY.

Can it truly be said of any other book than WEBSTER'S INTERNATIONAL DICTIONARY that it is:—
The Standard of the Federal and State Courts? The Standard of the Govt. Printing Office? The Basis of nearly all the Schoolbooks? Indorsed by every State School Supt.? Universally recommended by College Presidents and Educators? The Standard for over 99% of the Newspapers?

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Should You Not Own Such a Book?

WEBSTER'S COLLEGIATE DICTIONARY. The largest of our abridgments. Regular and Thin Paper editions. Unsurpassed for elegance and convenience.
1116 PAGES AND 1400 ILLUSTRATIONS.

Write for "The Story of a Book"—Free.
G. & C. MERRIAM CO.,
SPRINGFIELD, MASS., U. S. A.
GET THE BEST.

KELLEY-CLARKE CO.

23 Market St., San Francisco

IVORY SOAP
LENOX SOAP
P. & G. NAPTHA SOAP
K. C. BAKING POWDER
PROCTOR & GAMBLE CANDLES
ORANGE CITY RUSKS
PEARL GUM
HONEYSUCKLE MILK



An Auto? No!
Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

Mistakes are constantly being made in every store which sap the life-blood out of the business. Every mistake that a man makes or finds should make him fight the next one all the harder.

STATE CONVENTION (Continued).

(Continued from page 16.)

The benefits of extending credit are limited. The retail merchant, wishing to help along his honest customer, is often led into extending an unlimited amount of credit.

In the rush to increase sales, how easily we forget the practical lessons that are daily brought to our notice.

Every retailer who has had an extended experience has been told by hard-up debtors that it would have been better for them, both, in reputation and pocket-book, if the merchants had not been so lenient and had insisted upon prompt payment of the obligation when due.

So it is that we get kicks and not thanks for our supposed kindness, and as a last resort, the debtor, after taking advantage of the credit extended, makes a break for the District Courts and files an application to be released of all indebtedness through Bankruptcy.

Through our association we hope to secure an amendment to this Law.

We have the assurance of support in our efforts, of the National Association of Credit men, who promise to do all they can to assist us in this measure. It is to their advantage, they claim, to have the law kept on the Statutes, but amended to the extent that it shall not be taken advantage of for any other purpose than that for which it was intended.

If we can amend this law to the effect that we, as retailers, shall not be subject to anyone taking advantage of it to defeat their creditors for favors received from the retail merchant, then so let it be, for it is not our purpose to interfere with affairs other than our own, but we have repeatedly said that unless this bill be amended that we shall have a bill introduced which repeal the law in its entirety.

Such a bill was introduced in the last session of Congress by one of the Texas reprensentatives, and will be brought up for consideration at the next session.

We seek to have the bill amended to the extent that no one can take advantage of it unless they owe more than $500 (Applause) This bill will protect the retailer.

Now About Parcels Post.

In a letter recently received from Chas. Wm. Burrows, Vice-President of the National Board of Trade, is the following interesting matter bearing on Parcels Post

"But first I call your attention to another industry that has waned. Twenty-five years ago, it is estimated, there were 3000 live book-sellers in the country carrying good stocks of books representing the various classes of literature, history, biography, science, travel, poetry, and fiction. To-day there are estimated to be only 1000 of the same class, and they are steadly withdrawing from business, though in the meantime the population of the country has increased by 50 per cent.

By the passage of the Parcels Post Bill now before Congress, the mail order houses and many manufacturers of advertised small wares would unquestionably benefit materially, and on this account it is that we run across so many specious articles explaining the benefits of following the German and English Parcels Post system.

As the developments would inevitably give a serious blow to many of the small merchants in all lines, a blow so crushing as would certainly force many of them out of business, merchants associations in different sections have energetically protected against these schemes, and will continue to bring upon our National law makers pressure to defeat legislation whose enactment would permit a few mail order houses in the large cities to control the retail business of the entire country.

The expense of distributing merchandise sold by these people, being paid in large part, by indirect public taxation.

When we consider the total area of Germany to be 208,000 square miles, while the area of Texas is 265,000, of that Germany is but four-fifths the size of Texas; that the area of England is 50,000 square miles, less than on fifth the size of Texas, the comparison cannot be thought of, and if we would perpetuate the retail industry of the United States, every effort should be made to defeat the Parcels Post Bill.

Let us, as far as opportunity, time and strength will permit, exert all our influence to prevent any of the Jack Rabbit, Scotch Thistle, or Gypsy Moth Legislation, which will surely result disastrously in Parcels Post legislation."

Imagine, if you will, the representatives of a large political organization passing a resolution in Philadelphia last Fall, advocating the passage, at the last session of Congress of a Parcels Post measure. If I had no

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other one thing to present to you to show to you and convince you of the necessity of organization, this should be enough.

Catalog House Letter.

A large company in the middle west is now issuing a little monthly magazine and places it in every shipment of their goods that goes to the consumer in which it says; "If we had a Parcels Post law, this package, (with which the magazine is enclosed) would have cost you much less than by express." At the close of one of the articles in the magazine are the following words. "Then let us see to it that a Congress is elected, that is pledged, first, to give this country a general parcels post, the best and cheapest and most extended in the world; second to established a Parcels Post that should do all the general transport business on rates something like the following: **Parcels up to one pound, one cent; one pound to eleven pounds (peck) five cents; eleven pounds to thirty pounds (half bushel) ten cents; thirty pounds to sixty pounds (bushel) fifteen cents; sixty pounds to one hundred pounds (half barrel) twenty cents; one hundred pounds to two hundred pounds (barrel) twenty-five cents.**

This is something like the Henry Bill, which calls for packages in weight up to two hundred pounds, dimension to the size of a barrel, and not to exceed six feet in length for 25 cents.

National Grange Active.

Let me quote to you from an interview with N. J. Bachelder of New Hampshire published in the Denver Post on November 13th, 1906, which is as fallows:

"It was from this body of a million farmers all over the United States that the President received his most effective support in the carrying out of his 'square deal' policies.

Encouraged in the success of the fight made in upholding the President's hands, the National Grange, now gathering in Denver for its annual convention, will launch a vigorous campaign at the convention for the passage of the National Parcels Post system in the Government.

In fact the farmers have the President with them in this movement. Other forces will be brought into alliance to secure this boon from Congress."

And further on in the interview these words appear: "Heretofore the express companies have stood in the way of success because of a selfish motive."

Retailers Forgotten.

There seems to be but one object in view, and that is the defeat of the express companies, forgetting that the entire retail interests of the United States are placed in he greatest jeopardy. Forgetting, or do not realize that the enormous amount of money drained from the community in which the members of the Grange live, is so much of the life and wealth of that community put into the large trade centers and the coffers of the mail order houses.

It is has been a mystery to me why this great body of intelligent men and women should not see the iniquity of this measure.

What are the retail interests doing to counteract this tremendous influence? Not so much, possibly, as we wish them to do, but there is in existence an organization known as the Affiliated Presidents and Secretaries of Retail Associations, who have been doing some vigorous work.

National Board of Trade.

Two years ago, the National Board of Trade were very largely in favor of a Parcels Post measure, but through educational influences and energetic work, assisted by the organization of which I speak, last year they voted as opposed to the Parcels Post Bill.

This was a great gain, for the National Board of Trade is composed of influential bpsiness men, but we must not lose sight of the fact that while the business interests have been aroused to a very great extent in opposition to this Bill, there is at the disposal of the promoters of the measure millions of dollars.

Retailers Must Act.

I have never hesitated to say that this bill is the most uncalled for bill that was ever presented to Congress, and if those who are the promoters of this bill say that they depend on the assistance of the President of the United States, it is for you and I, as business men of the country to say that we depend on the assistance of the President, and demand of Congress, that any bill detrimental to the retail interests of the United States should be buried in obilvion. The business men should control the situation, for it is they on whom the entire credit of the country depends. Hence, I say again, that the necessity for organization was never more apparent if it were only to defeat this one measure.

Co-operation Spells Success.

What we need is co-operation, for it is the only system that will insure success in any organized body. By its application to the regular attendance at all meetings, by carrying out the recommendation of the majority, by following out as closely as possible all the precepts of organization, and stick together by acting in unity on all quetsions.

The greatest monument that any man can rear for himself, or leave to mark the place that he has filled in the world, is that in his time, in the age and generation in which he lived, he made the most of his opportunities. That, considering his environment, as he was given to see right he did the best he could. So let it be with us.

We seek the co-operation of the manufacturer and jobber. We seek their moral influence, believing that by co-operation of all interests we shall be able to bring about conditions in the trade that will be a benefit to all concerned.

The Call to Arms.

Individuals and local associations must be aroused to action. The locals must be brought to a realization of their duty towards themselves as well as the State Association in respect of providing the necessary funds for campaign and new organization work, a new propaganda must be spread broadcast throughout the State, and those now listless must have forced to their closest attention their perilous position as between farmers' organizations on the one

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side and the ever-growing menace of the Parcels Post proposed legislation and the practical remedies that may be adopted by communities to minimize the constantly spreading influence and trade absorption of the mail order concerns.

These evils can be met and fought sanely, logically. But how? Through individual effort? **Never.** Your local, state and National organizations are the only practical sources of your defense; through them, by united effort, you may hope to work out yur individual salvation.

But how are these reforms to be effected? By hot air? By grandiloquent speeches? Never in the world. It will take some money, mixed with brains as a basis. Then work, active intelligent work, the work of educating the dealer how to defend himself successfully from outside assaults.

Extension of Organization.

..Let us do our utmost to extend our organization. Put into it zeal backed by the courage of our convictions. Let us take into ourselves the fire and enthusiasm used in strengthening and making our organization the influence it should be. Let us from this convention go away determined to preach the gospel of organization and association In three months from now you can make your organization a strength so that nothing can withstand its force.

But while we seek this co-operation from a moral standpoint, let us from a financial standpoint be independent of all other influences.

I do not advise an independence of antagonism, but an independence of co-operation, where each, manufacturer, jobber and retailer, can work out the different problems andsolve them to the advantage of all.

The independence that we seek is that kind of independence which creates and fosters idealism, out of which springs friedship, manliness, loyalty, and of which the whole business fraternity is cemented into one great brotherhood.

Co-operation the Watchword.

Co-operation should be our watchword, and as one of our exchanges would say:

"Organization is the vehicle of co-operation. It may be either the slow, slumbering wagon, drawn by a jaded yoke of oxen, or it may be the forty-horse power automobile, moving with the swift flight of the strong pinions of the eagle. It is up to you to choose which it shall be. If you go into it with zeal and determination to make your work a success, you will be traveling in the automobile.

The spirit of co-operation is a difficult thing to define. It is that indefinable something that encourages men to achieve higher ideals and higher plans of conducting their business. It leads to the earning of more dollars through the medium of their business. It makes friends of enemies. It lightens the trials and tribulations of business life

The co-operation of the association through its members is binging men and interests in harmonious unison as they have never been brought before. It is raising the activities of mankind to a loftier and more successful plane than has ever been known, and it is destined to accomplish wonderful results.

Through our association men are brought together in fraternal units, thus spreading that "Peace on earth, good will to men," which by ruinous competition that goaded on man against his fellow man, made the observance of that noble precept well nigh impossible.

Then let us realize that we are independent one of the other, and put forth every effort to bring into each mind the spirit of co-operation, each giving to each, that sympathy that will cement us into one great brotherhood.

Let us concentrate our energies. Fight for that which we think is right, and victory will crown our efforts. (Prolonged applause.)

Pending calling of a recess, Mr. Jost appointed the following committees:

Legislation — Campbell, Stockton; Doyle, San Francisco; Popert, Sacramento; Young, San Francisco; Nessler, Eureka.

National Association—Stulz, San Francisco; Paulding, Los Angeles; Riley, Sacramento; Koss, San Francisco; Jones, San Jose.

Wholesalers Retailing and Other Trade Abuses—Senter, Stockton; Hinman, Sacramento; Peck, Beckwith; Davis, Crockett; Dustin, Redding.

Extension of Organization—Connolly, San Francisco; Aubry, Stockton; Elliott, San Francisco; Daily, Oak Park; Powers, Los Angeles.

Constitution and By-Laws—Fancher, Sacramento; Meacham, Tomales; O'Connor, Stockton; Limpinsel, Placerville; Doyle, San Francisco.

Ways and Means—Pearson, Stockton; Trask, San Francisco; Jones, Sacramento; McFarland, Sebastopol; Burbank, Anderson.

Grocers' "Advocate"—King, San Francisco; Feldhusen, Sacramento; Rogers, Vallejo; Powers, Los Angeles; Sullivan, San Francisco.

Maintaining Prices—Jones, Sacramento; Harrison, San Francisco; Clary, Modesto; Sullivan, San Francisco; Longstreth, Los Angeles.

General Resolutions—Paulding, Los Angeles, and others.

Nominations—Mottaz, Los Angeles; Hale, Sacramento; Johnson, San Francisco; Hughes, Nevada City; Jones, San Jose.

A recess was then declared until 1:30 p. m.

EDITOR OF THE "ADVOCATE" TALKS.

The convention re-assembled at the hour set. In the absence of Mr. Hauch of Alameda, who was to address the convention on the value of a trade paper in association work, Mr. Eddy, editor of the "Advocate," made the following remarks:

I am indeed sorry that Mr. Hauch cannot be here today to handle this subject. His experience in association work has been such that in many respects his treatment of the question of the value of a trade paper in association work, would be vastly ahead of what I can say in the premises.

The great difference between Mr. Hauch's argument and my own lies in the difference between theory and experience. My viewpoint, from the editorial chair of a trade paper has placed me in a superior position to definitely measure the value of such a publication in association work. I speak from experience, close and intimate, though limited in period.

A few evenings ago, Mr. Green, who will address you later in the morning, made some remarks relative to the value of a good trade paper. Among other things he said that the power wielded by the trade press of the United States was so great that if he could get them to work in unison for association ideals, the success of the movement would be instantaneous and permanent.

A Powerful Lever for Results.

How many of you realize what a powerful lever you possess in the trade paper you at present control? How were the laws won in this city last January? True, individuals came and went, telegrams and letters played their part, but back of it all, gentlemen, was that weekly association circular, the **Retail Grocers' Advocate.** This messenger of your, clad in its golden uniform, spread the news of what you were striving to do, all the way from San Diego to Siskiyou Grocers in that 700 miles heard of the progress and setbacks and final victory, alone from the **Advocate.** Many of them worked with a will, and you never knew it. They saw their representatives; write to them, and otherwise assisted in the fight. These men **could** have been reached by other means, but at what an expense and certainly not every week.

A Weekly Prod.

Then, too, the rank and file of association workers were kept up to the highest notch of activity by those weekly prods. We of the **Advocate** feel that the laws now on the Statute Books of California as a result of last January's campaign were put there more through the **Advocate's** co-operation than through any other single cause.

The Power of the Press.

Another phase of the question presents itself. The power of the press is no negligible quantity. If a man feels that his every act is under the scrutiny of a medium of printer's ink, which circulates among those who know him best, he is going to be very careful as to his course of procedure. In that fear of publicity you possess in the **Advocate** a power you little realize. The paper stands like a watch dog, ever on the alert to grab and shake the man or firm who tries to harm your business by one means or another. You constantly have at your command a mouthpiece through which to shout to your fellow grocers all over the Coast: "Gentlemen, here are the facts, draw your own conclusions." With this great power constantly under your hand and properly used there is no reason why you should not make vastly greater progress next year than the one just closing.

Valuation.

When it comes to a valuation of dollars and cents there is no basis of appaisement from which we can draw conclusions. Suffice it to say that the benefits derived from your trade paper are vastly more than you can realize. To trace the returns would be a task titanic, though I think your flour profits of now and three years ago are worthy of consideration. The **Advocate** won that fight for you.

Income.

From an income point of view the value of a trade paper to an association is best answered by the check turned over by me to the chairman of the committee on **Advocate.** True, the check is a small one so far as cash goes, but there are several thousand dollars worth of easily convertable assets behind that check and more to come—yes, much more to come.

Variety Absolutely Essential.

A trade paper which publishes association news to the exclusion of all else is not the paper to win results. There must be a constant variety of matter, the perusal of which will show the grocer some return for his trouble. If the same general line of matter comes each week the paper will be laid under the counter until some convenient moment (which never arrives) and so on for week after week. The paper whose advent is looked forward to, like the next meal from the hands of a good cook, that paper is the winner of the race. Now, Gentlemen, that is what we are trying to do with the **Advocate.**

We are trying to make the paper of interest and value to you in every respect. We want it to make money for the association and therefore for you. We want it to be so interesting that you will chase over to the P. O. on the day it is due, in a perfect ferment of impatience to get the paper open.

Advertisements As News.

One word more and I am through. The advertisements in a trade paper are news items of extreme value. Those manufacturers who use our columns are your friends to such a degree that it is actually your duty to support them constantly and consistently. They prove in a most tangible way their sympathy with the work the association is trying to accomplish. I cannot urge you too strongly to support the advertisers who use the **Advocate.** They are our proven friends—the other fellows are unknown qualities.

"The Man Behind."

It is a fact, no doubt known to you, that

it is not the subscriptions tha support a paper. It follows that the more advertisers we have the better paper we can give you and the more money we can earn. Therefore, if you want to make the **Advocate** of still greater value than it already is, just remind your jobbing and manufacturing friends **that it is the man behind the counter who sells the goods and always will,** and that an ad. in the columns of your paper would be extremely gratifying to you. May we count on you?

PRICE MAINTENANCE.

To Mr. J. F. Paulding of Los Angeles had been assigned the subject: "Establishing and Maintaining of Prices by the Manufacturer." Mr. Paulding is now considered an authority on this subject and his remarks which appear below are worthy of very careful study by all interested parties—manufacturer and retailer alike:

Mr. President and gentlemen of the convention: — The subject of prices maintenance has perhaps caused more thought, more argument and taker up more time with less result than most any question before the American grocers to-day. Only one question has superseded the price question and that is credits and it is very questionable whether that important subject has had as much time and thought as how to prevent price cutting. Hardly any association of any locality, that has been organized any length of time; but what has had this important question before the meeting more than once More Associations have gone on the rocks of defeat for want of some proper manner to control this all important question, than all other questions combined. Practically every plan that could be devised had been tried without success up to three years ago and yet the trade demoralizer had his way almost invariably because those who seek to gain trade by cutting prices know that price maintenance in any form will take away their advertising advantage, therefore it has been a life and death struggle with them and they have held on until ultimately they have gained their point by discouraging the great majority of the dealers and caused an abondenment of every plan that was inaugerated. Boycott had been levied against department stores, wholesalers and retailer. Agreements had been made between wholesalers and retailers. Understandings had been entered into between retailers and themselves but the proper power of punishment necssary for a successful carrying out of price protection was always lacking and it is doubtful if there is an association in this country to-day of any mentionable size that has a protected price that has been maintained in a year without same has been abondened permanently in the end. There may be a few who have a sugar card that is lived up to, or a few articles that are listed by an understanding, that are meeting with some degree or success; but to have a list of articles worthy of the name of protection I believe I am right in saying they have always been a failure when backed up by agreements of any kind whether between retailers and wholesalers, or not popular under such circumstances, therefore such a plan as forcing a wholesaler to discontinue selling one of his best customers usually meest with his hearty disapproval and he backs up his disapproval by devising ways and means of protecting that particular customer, or customers. Any agreement regarding prices if successful will ultimately call for a direct boycott and if any association wishes to secure uninterrupted profits on their staple articles they will have to go to the fountain head and work with the only party who has a right to protect their goods and that is the manufacturer.

Price Agreements Fail.

We have had our experience with price agreements based on an understanding with th wholesalers also our failure along with other associations who had tried in like manner to secure proper profits. It was a bitter pill but we had to swallow it and try another plan and in this we have succeeded. When the prices established in 1902 failed one of our members Mr. J. A. Faazenda stated he believed that the proper way to secure protection was to go to the manufacturers and ask him to set a retail price and protect same which would interest the great mass of retail dealers in any brand of goods on which a permanent profit was assured. We have been guided largely by the well known firms of this state, namely, the Sperry Flour Company and the Globe Grain and Milling Company, who had been for several years establishing and successfully maintaining prices on their leading brands of flour. We approached a number of manufacturers on the question with a result that more than sixty manufacturerrs, many of national reputation are to-day maintaning retail prices on their goods in the Southern Territory. Of course there are a few occasional cuts; but not 10 per cent of what there was before the prices were established and the retailers are reaping a profit on their staples that could not be enjoyed under any other conditions. We have had the same trouble with those who wish to demoralize the prices as we had when we originally started our prices which failed. The demoralizers were reckoning with a different class this time and with those who had a right to invoke the law if necessary to back up their desires in the matter. Suits have been threatened, and goods refused demoralizers, and there are certain stores in the south to-day that will do without some brands of goods rather than maintain the prices established by the manufacturer. It is the manufacturer who is directly interested because he is the direct loser if his goods become unpopular. The wholesaler is not interested because if the demoralizer fails to buy one brand he will go to another and he secures the profit just the same. Again the wholesaler except on his private brands has no right to invoke the law for his protection while the manufacturer has. A copy right gives the manufacturer the right to control until the goods are in the hands of the consumer and any manufacturer who cares for the interest of the great mass of retailers can give a profit protection that will make the grocery business pay something like what it should.

Protected Price Opposition.

There are two classes of retailers who do not want protected prices. They are, first the man who is receiving favors, and second, the pessamist who does not believe that prices can be controlled. Take the situation in Southern California for instance, we have a few who do not want the manufactures to maintain prices and they are the direct cause of 99 per cent of the cutting. They cut the well known articles to gain trade and the smaller man who cannot afford to cut things he has to meet downtown competition and he slashes away until he goes the way of 90 per cent of all small cut rate stores,—through the Board of Trade. Any man who is not receiving favors from the wholesalers and manufacturers cannot afford to cut prices even though they sell for cash. The man who is receiving favors can afford to sell below the average and does not want protected prics. Take two of our large cash dealers for example. They are buying Perfection Soda Crackers, in three pound packeages, made by the Pacific Coast Biscuit Company, for 2.40 per dozen, less 10 per cent and a window full of these goods has been on display on a prominent street in our city for two weeks offering to sell the goods at list price or 20 cents a package. The small man pays just 20 cents per package and has to get 25 cents or go to the wall. The big cash man sells at 20 cents and makes a leader and makes his 10 per cent just the same. Again take the same retailer, he is selling National Biscuit Company's goods for 3 for 25 cents of $1.00 per dozen. He is getting them for 85 cents per dozen providing he buys $250.00 a month which no doubt he does, and is therefore selling the goods as a leader for a 15c margin of profit, yet the little man is paying $1.00 per dozen for his goods. Again take Shredded Wheat Biscuits, this same dealer had always sold them for 10 cents a package. He bought them for $4.60 per case and makes 40 cents profit where the little man has to pay $5.00 and sell at costs if he met the competition, or he had to parade as a high priced man before the public if he wanted a living. I could go on down the line and give you the names of numerous articles which would come under the same head; but this is enough to picture to you the reason why this particular dealer does not want prices protected. He is afraid to do business on a par with the rest of the trade. He wants inside prices which are not allowed the rest of the dalers and he would no doubt be the first one to ask for protection from the manufacturer if he were placed in the position of the men who are to-day advocating the maintenance of prices by the manufacturer. The great question is what are we going to do with the man who is favored. Are we going to continue to patronize a manufacturer who will deliberately give this dealer and his kind this inside price and allow him to demoralize the conditions so that it is impossible for the man with small means to gain a livelihood. He is worth perhaps a quarter of a million dollars. He can buy for cash and get all the discounts. He can use the quantity that makes an order attractive to the manufacturer or wholesaler. He pays no rent and sells for cash. His excuse for not wanting prices protected is that he sells for cash and loses no bad bills. I tell you gentlemen of the convention that this is not the reason. The reason he is cutting is that he is getting his goods so that he would be ashamed to tell you how much less he is buying goods for than you are. He like the great trusts who have recently been fined for receiving favors that were dnied the rest of the trade. The Standard Oil Co. has annihilated thousands of small businesses, made men go hungry, and taken children from school, all because they were receiving favors that were denied their competitors. My plan would be to go to the Pacific Coast Biscuit Company and the National Biscuit Company and say "Gentlemen, you are giving 10 to 15 per cent off your goods to this man and his kind and we want you to protect the great mass who are not able to buy the quantity," and if they said there was nothing they could do, tell them to take away the extra discount and then he would not want to cut and if they refused to do as asked, then tell the trade far and near what kind of manufacturers they were dealing with. Not only these two firms, but every one of their kind should be called to the attention of the trade throughout the entire West. There are others just as bad and I only use their name because their goods have been brought to my attention in a cut price window recently, therefore I name them. If any grocer within the hearing of my voice can get a better plan than this I hope he will bring it up for discussion before we adjourn. Let these manufacturers establish a price that will give all a profit and if they must give such men as this 10 to 15 per cent discount make it contingent

that the retail prices shall not be cut or he same will be taken away from them. There is no binding agreements ncessary, between wholsaler, retailer or manufacturer. Just tell the manufacturers whose goods are being cut and that unless the cutting is stopped you will refuse to handle the goods he is making. Then you would see these fellows get in the band wagon and be just as good as any one; but they will not do it just as long as you grocers will allow the manufacturers to give them special prices and permit them to use these favors to demoralize your trade.

National Discussion.

This paramount question was the best discussed question before the last National convention. For three hours the merits of having the manufacturer establish and maintain prices was discussed and every man who belonged to an association where the plan had been tried supported the resolution. The main objection to this question was that we were liable to prosecution under the anti-trust laws of this country and the question was lost by a small majority on this one point. In answer to any such an argument I wish to say to my eastern friends who may happen to read this paper that we are just trying to avoid that one liability and we have succeeded. We as retailers have no right to establish prices among ourslves and no agreements can be entered into between wholsalers nor manufacturers regarding this subject: but the retailers have a right to ask the manufacturers individually to prevent the trade demoralizer from cuting the prices below a living margin or take away the special discounts.

Threatened Prosecutions.

There have been more prosecutions within the past twelve months for violations of the anti-trusts laws, than any previous year in the history of this country. In every case where there was a conviction, it was bcause there were agreements between two or more parties which is a violation of the law. The Pacific Coast Plan will obviate the necessity of any agreements and therefore take away any liability whatever of prosecution of the members of any Association. The Government attorneys who prosecuted the drug trust proved collusion between the Patent Medicine Men and the National Druggist's Association. and also provd that the National Retail Druggists Association maintained a list of people who would not maintain prices. The only way for any assiciation to govern any movement to maintain prices is to keep out of binding agreements because attorneys will bring out every point in order to prove collusionand try and parade before the public as trust busters to gain a little notoriety for themselves. With all we have accomplished in the way of maintenance of prices I will defy any attorney whether he be connected with the Government or a private concern to find one single agreement between our Association, or any manufacturer, or any agreement made between the retailers, and wholesalers, or among the retailers themselves. When we can create a condition of this kind in our vicinity, it can be done in others. To more forcibly illustrate my contention that we are keeping within the law I wish to point out to any skeptical grocer whether he be of the east or west, our experience with the recently enacted Cartwright law which is an exact copy of the Ohio and the Texas anti-trust laws. When this law went into effect on the 23rd day of May there was much joy in the camp of the trade demoralizers, who wished to take unto themselves the credit for freeing the trust ridden public of the grocers trust and no less than half a dozen dealers in Los Angeles were out with their advertisements promptly on time, stating they had defied the trust- and there would no longer be any prices dictated to them by any combination of wholesalers, retailer or manufacturers. Not only did these parties promise the public that hereafter there would be no more grocery trusts to contend with, but they taken a certain amount of credit on themselves for the passage of the law. The District Attorney called at the Association office and questioned the secretary, requsted a copy of th by-laws, and soon thereafter appeared notices in the paper that the grocery trust of which J. F. Paulding had been the managing head for the past five years would be a thing of the past, and perhaps the secretary would be in jail. The daily press was full of possible happenings and the department stores especially were much gratified that they could have their way at last, and defy the ever alert grocery trust that was grinding the public between the stones and keeping them (the department store) from doing as they pleased. One evening paper in particular taken up this fight and promised the public that the Retail Grocers Association, would have to disband with all other organizations of like character. A reporter who had gained some reputation in Chicago for getting information from members of organizations where an agreement had been made between the members called at the office several times and tried by diverse ways to get a copy of th old cast aside agreements of the Association in order to publish it along with his other vast amount of misinformation. He endeavored by every means to prove an agreement to maintain prices and so sure was he that he could do so he allied himself with the District Attorney's office in order to clothe himself with the authority to demand the most private papers on file regarding the subject. He was always treated with courtesy but told that there were no prices established by the Association, but all prices that were in effect were made by the individual manufacturers and that no law would effect the manufacturers right to continue this policy. This was the cause of this particular reporters remorse. He had pledged himself to his advertisers, and the public that there was to be a sensation, a prosecution and a conviction, and investigate as he might he could procure no evidence that would be of any use to him whatever. We have not heard of him for some months and his paper has ceased to mention in any way the grocery trust. The department stores were as sensational as the reporter and it seemed as if there was a collusion between the two for the purpose of making our association disband. They suffered disappointment and our Association is still in existence and the reporter has been forgotten, and we have forgiven him for his intended injury, because he is not responsible for his lack of knowledge of matters that he had never studied. It was a case of mistaken identity and he like some of our Texas and Ohio grocers placed the manufacturers establishing and maintaining prices on a plan with the oft tried and ever fatal way of prices by agreements between members.

Final Vindication.

The district attorney however would not give up his contention that the manufacturers had no right to establish prices, and he took the stand that the new law prevented any prices whatever, thereby placing an individual manufacturer in the light of a trust. I was one of a few who taken the position that no law would prevent the individual manufacturer from establishing prices and many were the predictions that failure was confronting this important department of the retail grocers paper. We let matters run along with as little publicity as possible well knowing that conditions would right themselves in the end. **The final result is that the District Attorney has announced that the manufacturer has the right to establish prices and the daily papers have made a final statement that the Retail Grocers' Association is not nor has it been in violation of the law at any time.**

The firm of ishop & Co. secured efficient attorneys who presented such conclusive evidence that the manufacturer had the right to protect his goods that the District Attorney says there will be no prosecutions unless two or more manufacturers are caught working together on the subject. This another bugaboo has passed and we are still on top.

THE BOSTON CONVENTION '08.

Secretary Connolly, who is also a director of the National Grocers Association then spoke forcefully upon the necessity of sending a strong delegation from California to the Convention at Boston in May, 1908 in order to help get the grocers of the country enthusiastic in the matter of having manufacturers maintain prices.

"The chief object to my mind," he said, "is a first class representation at Boston from California next May. If we would send a delegation such as they will from Denver, we will, have enough men to convert probably every delegate to the National Convention to our idea of joint action in inducing the manufacturers to maintain retail selling prices."

Mr. Connolly told of the great interest already excited by the discussions that took place at Dallas. He stated that both National Secretary Green and the delegates he had met later were agreed in stating that the matter of maintaining prices was of the greatest value.

Mr. Connolly told of activity in forming Dallas clubs. He urged that the grocers of California unite in forming a "Boston Club" of people who might desire to attend the next National Convention at Boston and be dwelt at length upon the value of attending that meeting. He told of the election to represent the West on the Board of Directors of the National Association and told how Oregon and Washington were preparing for a large representation and told the California grocers of many of the good things they might expect.

"The address of National Secretary Green," he continued, "has opened the eyes of many of our grocers to the need and value of the National Grocers Association."

Mr. Connolly explained the plans of the grocers intending to go to Boston in the shape of a Boston Club. He urged enough dues to insure $100 a piece for each member and then give theatre parties, whist parties, etc. to raise more money for general distribution. (Read about Boston Club elsewhere in this issue—full details.)

Upon the completion of Mr. Connolly's remarks, various sections the state were called upon for brief reports of progress. This feature wa commenced so close to the hour of adjournment that only Los Angeles, San Francisco, San Jose and Modesto had an opportunity to report.

On behalf of **Los Angeles** Mr. Mattaz of that city said:

While we of the South are not able to report an increase in our membership since last year, we are able to rport material benefits gained for our members.

Among the accomplishments of our organization since our last convention was the saving of $2.00 a month license which the city council proposed to put on every dealer who sold cigars. We were the only organization that took up the fight and with the assistance of a few individual cigar dealers we succeeded in preventing the passage of the measure after it was recommended by our Mayor and had received the favorable comment of a majority of the council. We also had a fight with our city council regarding a scale inspector which was added to the city force for the protection of the public supposedly, but the office was really created for the purpose of giving a political friend a job, and while we did not gain all we asked for we did succeed in having the proposed charges cut in half which means a saving of perhaps $4.000 a year to the merchants of Los Angeles. We were the only ones to protest against th passage of this measure and no individual help was given to our committee. We have also passed through a serious situation regarding the new anti-trust law and have passed through same without any loss whatever and we stand to-day stronger entrenched for the good of the grocers of our community than ever before. We have done our share toward securing the four valuable laws secured at the last session of the legislaturre, having spent with other Southern California towns about $300.00 in legislative expenses in addition to the amount we paid to the State Association. We have made material progress toward the organization of a mutual fire insurance company having at the present time more than $150.000 promised in risks and several thousand of our reserve funds subscribed. We have increased the size of our paper and delinquent list. We have just moved into larger and more central quarters where we have an office, meeting hall and display room 90 by 20 feet which gives us ample space for all purposes. We still have our fight on with the department store management and while we have to report two of our wholesalers as deserters we believe they have seen their mistake and the prices now being published at the department store shows they have to respect the wishes of the retail grocers of Southern California whether they buy goods direct or through the jobbers We are preparing for a mammoth pure food show which we believe will be the biggest exposition of the kind ever given in the west. We just held the most successfull picnic ever given by our association netting us more than $1.000 which gives us funds to meet our State and National expenses. Many matters of smaller importance have been accomplished too numerous to mention, but we are satisfied with our progress and wish each and every Association as great success as we have achieved and if there are those who have done more we extnd the glad hand and say well and good, for you are entitled to all you get.

San Francisco.

George B. Doyle was then called on to report on behalf of San Francisco. Mr. Doyle's remarks were brief and to the point, reciting as they did the recent success with Ghirardelli and the pending fight for a living and maintained profit on beer. The fact that San Francisco is at present free from any vicious cutters and trading etamp troubles was also brought out. Mr. Doyle went on to say that all present indications pointed to a big membership in the very near future—the present membership campaign now under way with the assistance of Mr. Carl Harrison showing great results.

San Jose.

San Jose was next called upon and delegate Jones gave a very optimistic report of conditions there so far as the future was concerned—their chief difficulty being to secure an efficient secretary. It now appears that a way has been found to supply this deficiency through an arrangement now being planned.

Modesto.

Modesto, with Mr. Clary of Rice & Clary as the speaker, made her report to the effect that while the Association there had at times fallen into a somnolent state, the present state of affairs was such as to insure an Association of great value to all concerned.

On motion, the convention then adjourned until 9 A. M. Thursday.

AN AUTOMOBILE RIDE.

At this juncture the delegates found automobiles at the door and the balance of the afternoon was spent in visiting Sutters' Fort, Oak Park, The Buffalo Brewing Co.'s plant and the California Winery where the delegates were treated to many courtesies, now duly acknowldged.

THE THEATRE PARTY.

In the evening the delegates and their ladies were given a theatre party at "The Alisky"—the thrilling military play "Winchester" being the bill.

THIRD DAY.
Thursday Sept. 12.

The third, and last day of the convention found most of the delegates in their chairs at 9:30 A. M. when President Jost called them to order.

At the close of Wednesday's proceedings, members from various points were reporting conditions as they found them in their own bailiwicks. The following reports were made upon call of the chair:

Joy D. Campbell, Stockton.—"We consider our Association the best investment we have ever made. We had to change our plans under the new law,but we have been able to go on with our work because, of the good feeling that has grown from long comradeeship brought about by our organization. We have one man who cuts a little now. We ignore him and his prices. We realize that the future of our Association work lies with the State Association. Success in maintaining prices lies with the manufacturer. We can no longer do this through agreements by Association. Our work must lie along this line and we should be alert to secure these ends.

J. P. Burbank, Anderson.—"I come from a small town. We have no organization but would be glad to help in building up an association for this district with Redding as a center.

Mr. Peck, Beckwith.—"I came here as an idividual to learn and to take back to my neighbors news of what is possible in the way of organized effort. This meeting has been of great value.

Mr. Dodge, Crockett.—"We have only four grocers in our city. Mr. Booth, one of our neighbors, attended the last convention. We believe the retail grocers are doing good work in their organization. I came to do what I could to learn how to better conditions in our neighborhood and I propose to help organize our own and near surrounding towns.

Mr. Rodgers, Vallejo.—"I intend to go back and try to encourage our grocers to form a grocers association. We have 12 or 13 grocers and, with the adjoining towns, we can make a good association.

J. F. Limpinsel, Placerville.—"We have an association of 6 members. We have an understanding as to certain prices, particularly as to butter and eggs."

Mr. Limpinsel explained that the greatest problem they faced was the unfair action of a certain flour milling company which is to-day one of the strongest supporters of protected prices throughout Southern California and the cities about San Francisco bay and in Sacramento and Stockton. A lively discussion ensued in which many members joined. Numerous delegates suggested that if properly called to the attention of this mill, the correction would be made.

Mr. Jones, Sacramento.—"Our Association has had its ups and downs. Our old association got into the shoals about five or six years ago. About four years ago we reorganized and elected and executive committee which fixed prices on certain important staples, that were upheld by the entire trade. We have since that time been a power to help ourselves and, I think, every grocer in the State. One source of strength has lain in the fact that there has been almost no friction among the largest stores.

Mr. Hale, Sacramento.—"We have no combination on prices. Our organization advises its members as to what prices should be and they sell at those prices."

Mr. Faucher, Sacramento.—"Upon the passage of the Cartwright law, we did away with the fine formerly imposed on those who did not maintain our prices. Our members now cooperate because they have learned its value and we depend on the honor of the grocers and our trust has been well founded."

Mr. Meacham, Toamles.—"I have learned a great deal by my experience at this convention. The State Association has done a great deal for all the grocers. I am satisfied that it has done as much for us in the country as for the men in the cities. We had

the same trouble with one of the flour companies as was reported by our Placerville brother. When we made our complaint, it was corrected."

F. F. Dustin, Redding.—"We have no grocers association although we have a Merchant's Club. The grocers work together and we obtain satisfactory prices in most instances. Flour prices are all right now. One of the reasons our representation is so small is that the grocers of Redding have no **real complaint.** The grocers are able to settle most questions by telephone.

COMMITTEE REPORTS RESUMED.

A few more reports were made. The convention then resumed the reports of committee.

PROPOSED LEGISLATION.

John D. Campbell of Stockton presented the following report:

Whereas, To properly conduct a mercantile business on safe lines, it is necessary that laws be passed to protect those engaged in same and

Whereas, The passing of such laws can best be secured by co-operation of mercantile associations; therefore, be it

Resolved, That we recommend that the Board of Directors of the California Retail Grocer's and Merchants' Association present at the next session of the State Legislature, laws covering the following points:

1st. That date of the last transaction shall be the date from which statute begins to operate.

2d. Honest weights and measures—net weight or measure to govern.

3d. Dishonest advertising, such as offering goods not as represented: offenses being punishable by a fine or imprisonment or both.

4th. That a law similar to the Equitable Process Law as operated in Kentucky to be used against debtors that try to trade their just obligations.

5th. We recommend that the state association and all local association communicate with their nearest represented in Congress and urge them to defeat the proposed Parcel Post Law or **any** law on similar lines.

6th. Also recommend that an amendent be placed on the bill known as the Palmer Bill to read $500 instead of $300. (National Legislation in re Bankruptcy.)

7th. We also recommend that the State Association and all affiliating Associations work with the Congressional Representatives and Senators from this State in an effort to defeat the Parcels Post measure known as the Henry Bill.

Same was adopted **8 point see copy** ..

FAVOR THE NATIONAL ASSOCIATION.

Mr. Stulz of San Francisco introduced the following report, which was adopted as read:

Whereas, the dissemination of the association idea has been much encouraged during the past few years by the activity of the National Retail Grocer's Association, and

Whereas, the grocers of the country would be greatly benefited by the prevention of the passage of the Parcels Post bill and

Whereas, the retail merchants of the United States need the protection of a limitation of at least $500 as the amount that a man must owe before before he can take advantage of the Bankruptcy Law and

Whereas, the grocers of the country can only secure recognition from the National Congress through the medium of an organization that voices the sentiments of the grocers in many different states, and

Whereas, there are many movements of general value that can be assisted by the co-operation of grocers in widely different communities; therefore be it

Resolved, that we consider it to the advantage of every Grocer's Association in California to affiliate with the National Retail Grocer's Association and lend its influence and financial support to the maintenance of the National Association of Retail Grocers of the United States. Be it further

Resolved, that a copy of this resolution be sent to every affiliating association in California, with a letter advising them to forward their per capita tax to the national secretary, and, if possible to send a delegates to the annual convention, which convenes at Boston in May, 1908.

ABATING TRADE ABUSES.

F. F. Dustin of presented the following resolutions which were adopted:

Whereas, Many Wholesalers and manufacturers sell indiscriminately to all hotels, restaurants, boarding houses, colleges, logging camps, etc.

Whereas, Much of that trade would otherwise go to retail dealers, and

Whereas, The majority of this, business is ultimately secured by those firms, which while doing a retail business, pretend to be wholesalers; be it further

Resolved, That the California Retail Grocer's and Merchant's Association disapprove of the practice on the part of wholesaler's and manufacturers in selling to establishments that would otherwise be supplied by retail grocers, and whose trade really belongs to the retailers of their respective communities; be it further

Resolved, That when a wholesaler or manufacturer insists upon continuing such a policy in the face of opposition that we will consider such action on their part as unfriendly, and act accordingly.

Whereas, The firm that sells to consumers in any one community makes it evident that they would sell to the consumers in other communities if circumstances made it profitable; be it

Resolved, That the affiliating association and individual members of the California Retail and Merchant's Association pledge themselves to confine their trade as far as possible to those concerns whose business is large enough to warrant their doing a strictly wholesale grocery business in each community where they operate.

Whereas, The retail grocers of many communities suffer from the unfair competition of tea and coffee peddlers, and the consuming public are generally deluded in the quality of the goods purchased from the persistent salesmen who play upon the sympathy and credulity of the innocent housewife and who pay no rent, no taxes, no license, no insurance, no interest on investment, no clerk hire, no gas power or light, and pay nothing to support the local government.

Resolved, That each Association should use its influence with the legislative body of its community to secure the passage of ordinances tending to restrict peddlers and make them pay their just proportion towards conducting the local government.

Resolved, That we consider it unfair for any firm that seeks the trade of retail grocers to send out peddlers, or solicitors for peddlers, or supply peddlers with goods.

Further resolved **that** when existing troubles hereinbefore specified cannot be remedied by local action that the State Association be notified to take up the matter and secure satisfactory adjustment of the trouble.

PREMIUM SCHEMES.

Whereas, The adoption of premium schemes as a method of advertising by one manufacturer, invariably results in the adoption of similar schemes by his competitors, and by so doing, reduce the value of said advertisement to nothing; and

Whereas, The payment for these premiums always has to be made by the retailer and later by the consumer, and

Whereas, In this way, the retail grocers are forced to handle crockery, silverware, clocks, etc., generally to the disadvantage of other merchants and without adequate returns to the grocers for the amount of money invested and the special effort required; be it

Resolved, That this organization declare itself as being opposed to the use of premium schemes by manufacturers, be it further

Resolved, That we will, in every instance, give perference in the sale of goods to those who seek to secure an increase of business because of quality and price consideration rather than by the giving away of presents.

Resolved, That the only legitimate basis of competition is quality and sevice, and that we are opposed to the giving of premiums in any form or manner.

EXTENSION OF ORGANIZATION.

Frank B. Connolly of San Francisco presented the following resolutions which were adopted:

Extension of Organization.
Dependent Branches.

Resolved, that where there are enough grocers and general merchants in a town to authorize the formation of an association shall be formed as "The .....Branch of the California Retail Grocer's and Merchant's Association" and the dues of the members be fixed at not less than $1.00 per month, payable in advance, the State Association to supply all letter heads, envelopes and other printing. That the State Association appoint a secretary whose duty it shall be to distribute to the members each month a copy of the State Delinquent List; to collect the dues each month, to help members act together to induce manufacturers to maintain prices in their territory to get from the members their bad bills sending the accounts to the State Association for its collectors to handle; sending a list of all accounts in his hands each month together with a record of collections, etc., to the State Association office for publication; keeping a record of all meetings of the branches of which he is secretary and attend to the correspondence of said branches. Each branch Association shall be entitled to 10 per cent of all moneys collected for dues from its members, the same to be paid to its local treasurer.

Recommend a Delinquent List.

Whereas, we recognize that a delinquent list and a collection agency is of inestimable value to the members of the California Fetail and Merchants Association, and

Whereas, it is necessary to facilitate a more speedy location of bad debtors and obtain a ready co-operation of the various members with the State Secretary, be it

Resolved, that the Secretary undertake issuance of credit ratings when called upon by the indivual members or secretaries of the affiliating associations, that he shall keep a record of such ratings in his office for ready reference.

National Secretary Green in this respect explains the National Organization was maintining a list of Secretaries so that each secretary in California could get information for his members from any association in the country.

INDEPENDENT BRANCHES.

In those communities capable of maintaining an effective, independent organzation, we would recommend that the following steps be taken:

First.—Let the State Field secretary help canvas the local field to secure the greatest possible membership.

Second.—Canvas adjoining communities to insure and secure their co-operation where practical.

Third.—Visit the affiliating associations at least once each year.

CONSTITUTION & BY-LAWS.

F. B. Fancher of Sacramento submitted the report of the Committee on changes to the Constitution and By-Laws.

A suggested change fixing the per capita tax permanently at $1.00 instead of leaving it to be fixed each year was adopted.

It was suggested that the number of Directors be changed from 5 to 6. A motion to adopt was made.

Mr. Mottaz of Los Angeles moved to amend by making the directors10, thus making the Board consist of 15.

Mr. Hale of Sacramento favored the motion.

Mr. Pearson of Stockton explained that he had opposed the idea at first but now favored it since he saw that it would be a great help.

W. E. O'Connor of Stockton suggested that the directors could appoint committees to take charge of special work, such as extending organization and attending the "Advocate."

Mr. Stulz of San Francisco favored the motion.

Several other members favored it and it passed.

Mr. Paulding moved the Sec. 3 be amended by making quorum 7 in lieu of 5 as at present.

Mr. King opposed on grounds of personal experience proving inadvisability.

Mr. Dustin explained his position as a director and said his experience made 5 seem sufficient.

Motion put—division called for—rising vote—17 aye—18 Noes. Motion lost.

After some further discussion the report was adopted with amendments.

WAYS AND MEANS.

Mr. Pearson of Stockton for the Ways and Means Committee offered, the following resolution which were read and adopted:

Resolved, That each affiliating Association be asked to pass a resolution making the **Advocate** its official paper and also authorizing its secretary to send out official letters on the request of the **Advocate** committee to help the paper get advertising.

Resolved, that the dues of individual members remain at $3 per year.

Resolved, that the State Directors be given full power to all in the matter of filing the dues of Dependent Branch Associations and deciding what proportion of the dues shall be given to the local treasury

Resolved, that the per capita tax remain $1 per year per member.

Resolved, that each affiliating Association report every 3 months reporting accessions to membership and paying full per capita tax per on all new members.

GROCERS ADVOCATE.

John W. King, Chairman of **Advocate** Committee offered the following resolutions which were read and adopted:

Whereas, effective association efforts depends upon the enthusiasm and confidence of the members. and

Whereas, in California the instrument that has done most in the way of organizing and in securing united action has been the **Grocers' Advocate;** and

Whereas, this paper is now the property of and controlled solely by the California Retail Grocers & Merchant's Association be it

Resolved, that each affiliating association be asked to take the following steps:

1. Pass resolutions making the "Advocate" their official paper.

2. Authorize the secretary to write official letters on the request of the State Chairman of the Advocate committee to help get advertising.

3d. Have the secretary try to get all members to at least try the paper for 3 months.

4th. Authorize the secretary to send data at least once a month to the "Advocate" on the request of the Advocate Management. be it further

Resolved, that every member of the State Association should "boost" the Advocate to all drummers as the best paper of its kind published—which it unquestionably is. since there is none other like it.

MAINTAINING PRICES.

J. S. Jones of Sacramento on behalf of the Maintaining Price Committee offer the following resolution which were read and adopted:

The Jobbers Responsibility.

Whereas, The cost of conducting the grocery business has been continually increasing, both through the necessity for stores of finer appearance, better delivery service and putting in of high class fixtures, and

Whereas, the merchant who intends to pay one hundred cents on the dollar must secure a fair margin of profit on all the goods he sells, and

Whereas, The few cutting stores of each city usually fail after a short career in which they have demoralized the prices of the conservative trade and taken from the conservative grocers many of their customers; be it

Resolved, That this association consider that the jobber who supplies such cutting firms goods on credit is guilty of an act that is prejudicial to our interests and unfriendly and unfair to the rest of their trade.

Want Manufacturers To Act.

Whereas, The highest courts of the land have decided that the manufacturer may name the price which consumers shall pay for his article, and also has the right to refuse to sell to dealers, both retail and wholesale, who fail to maintain the prices he may fix; be it

Resolved, That we consider it to the best interests of the grocery trade for the manufacturer to require from the trade agreements to maintain a certain fixed retail selling price upon his product satisfactory to the retailer and also that he require of the jobbing trade that they refuse to supply retail firms that insist upon cutting his established prices; and

Grocers Want Contracts.

Whereas, When the manufacturer fails to require of every retail dealer handling his goods a contract to maintain the selling price, and when the manufacturer fails to enforce the contract in any instance, the trade is upset thereby and those parties who maintain the contract are put at a disadvantage by those who did not, and are therefore liable to lose trade; be it

Resolved, That this association favors the selling of goods on the contract plan by the manufacturer, and will co-operate with the manufacturer, in maintaining such contract price only when the manufacturer enforces the price contract by every legal means in his power.

Should Encourage Workers.

Whereas, The maintenance of prices on an article in one community tends to make it easier to maintain the selling price of that article in other communities; and

Whereas, The opposite of this is true, and the selling of an article at a cut-rate in one community dissatisfies consumers who are paying a fair price with the dealer supplying them; be it

Resolved, That it is the duty of each Retail Grocer's Association on the Pacific Coast to lend its strength and influence towards encouraging the goods of those manufacturers who may maintain their selling prices, even though the grocers of those particular communities may not have been successful in establishing a card price.

All Associations Should Help.

Whereas, The success of the movement to maintain prices in any community in many instances depends upon the knowledge of the manufacturer that if he fails to maintain a fair retail selling price in a certain community, he will lose business in many other communities, and

Whereas, When manufacturers will allow their goods to be cut in one community, it is very good evidence that they will allow their goods to be cut in other communities.

Resolved, That each affiliating association in California should, in justice to itself, pass resolutions agreeing to discourage the sale of goods, the prices of which the manufacturers will not maintain.

Contracts With Jobbers.

Whereas, certain manufacturers have found it possible to minimize cutting on their goods by selling only through jobbers who sign a contract to sell these goods only to retailers who sign agreements to maintain the retail selling price, Be it

Resolved, that we urge upon manufacturers the advisability of the contract plan. Be it further

Resolved, that we will assist in every way in our power to advance the sale of goods so protected.

Want National Co-operation.

Whereas, the value of the maintenance of prices and the extent to which manufacturers can afford to devote themselves to this policy depends upon the extent to which they are supported by the retail grocery trade. Be it

Resolved, That we urge the officers of the National Grocers Association to use its influence to induce manufacturers of articles of widespread use to adopt the contract selling plan in all communities where the retail grocers are prepared to give such manufacturers the support that will warrant their undertaking this system.

Practical Methods.

Whereas, every dealer must help if the protection of prices by the manufacturer is to be continued profitably to all concerned. be it

Resolved, that the Field Secretary take the necessary steps to keep members informed at frequent intervals of the prices that are being maintained and secure from members the promise to notify him promptly whenever any such prices may be cut.

GENERAL RESOLUTIONS.

Mr. Paulding, of Los Angeles, Chairman of the Committee on General Resolutions, offered the following resolutions; same were adopted as read:

Whereas, Owing to ill health caused largely by zealous work in behalf of an association two of one leading members, Mr. J. R. Newberry and Mr. H. Hauch were unable to attend our eighth annual convention and

Whereas, we miss their genial countenances, wise counsel and valuable suggestions. therefore be it

Resolved, that we express our regrets at their non attendance and hope their trips will be the means of restoring their health and bringing them back to us better in health, more loyal in spirit.

Maintaining Prices.

(By request of officers of Pacific Coast Retail Grocers' Association.)

Whereas, The Pacific Coast plan adopted by many manufacturers, whereby the retail price of many of our leading staples are protected, thereby guaranteeing an adequate profit to the retailer, has been very beneficial to the retail trade at large, therefore be it

Resolved, that we reiterate our belief in this policy and recommended other manufacturers to inaugurate this system. Also our National Association to endorse this movement and make it a paramount issue.

Praise for Pioneers.

We especially commend the following manufacturers, who are doing an interstate business and who have adopted the Pacific Coast plan of protecting a consumer's minimum price:

Enoch Morgn's Sons Co, of New York on Sapolio.

Fairbanks & Co., of Chicago, on Cottolene.

National Food Co., of Niagara Falls, Shredded Wheat Biscuit and Triculi.

Kirk & Co., Chicago, Soaps and Crystola.

Gibson Soap Co., Omaha, Neb., Soap. Crystola.

Thurston, A., Chicago, Silver Polish.

Also the following California manufacturers:

A. Schilling & Co.
C. P. Grogan & Co., Los Angeles, Olive Oils.
Bishop & Co., Los Angeles, Ketchups and Crackers.
Los Angeles Soap Co., Soaps.
Bowles Bros., Compound Flours, etc.
Del Monte Mills, Meals and Breakfast Foods.
The Sperry Flour Company.
The Globe Grain & Milling Company.
The Stockton Milling Company.
The Port Costa Milling Company.
The D. Ghirardelli & Co.
A Schilling & Co.
J. A. Folger & Co.
Phoenix Milling Co., all of whom are protecting their prices.

Who Are Wholesalers?

"Whereas, in the great fabric of produring and manufacturing, distributing and consuming trade, there is a great need of harmonizing and systematizing to the end that the producer and manufacturer shall get the highest possible price for their production and that consumers shall have their goods at the lowest possible price consistent with economy and perfection in the food line; therefore, be it

Resolved that the producer and manufacturer should recognize two branches of the grocery distributing trade, namely, the wholesaler and retailer, and that there shall be a difference in the price that each shall pay the producer and manufacturer for their product, and

Whereas, it becomes necessary that there shall be a well defined line drawn between these two branches of distributers; therefore, be it

Resolved, that the producer and manufacturer shall recognize as a wholesaler those who distribute to wholesale and retail distributers, and as retailers those who distribute to wholesalers, retailers and consumers; and be it further

Resolved, that when the wholesaler, who, having the advantage, shall sell other than wholesale and retail distributers, they shall then be declared retailers by the producers and manufacturers and price his goods accordingly."

AGAINST PARCELS POST.

(Resolution by J. F. Paulding adopted by the L. A. Ass'n Sept, 6, 1907)

Whereas, The concentration of capital, power and influence in the hands of a few dangerous and against public policy and

Whereas, The passage of any act by our Congress that will tend to create a condition that will inure to the benefit of only a few is detrimental to the best interests of the great masses, especially when only large corporations with immense capital would be the only beneficiaries and

Whereas, The concentration of the mercantile business in the hands of a few has historically proven a detriment to the producer, consumer and the great mass of retail dealers and has almost invariably caused a reduction of wages, and the employment of female and child labor, also to impoverish the hundreds of thousands of small retailers who support our rural communities by subscribing to local charities, employing our nations wealth fairly and where it will do the most good and

Whereas, The large department stores and mail order houses are the leading exponents of a parcels post measure and would benefit by it to the detriment of the great masses of the American people and the passage of any such an act would concentrate trade at great centers of commerce at the expense of the government and cause the public to face a postal deficit and build up a monopoly of the retail trade of this country and

Whereas, Owing to the great territory covered by the U. S. Postal service the loss would be enormous, the greater portion of which would be borne by people who gained absolutely nothing by the passage of the act; and the benefits revert to a few which is against the principles on which our government is founded "the greatest good to the greatest number" and

Whereas, No country of greater area that one of our principal states has a parcels post now in effect which fact precludes any reference to them as a reason for adopting such a measure in this country and

Whereas, The retail merchants of our rural districts, especially of the West are forced to buy goods in wholesale quantities and pay local freight and packing charges which in many cases are more than the proposed charges by parcels post and in no instance will the merchants be able to take advantage of the proposed measure, therefore be it

Resolved, That we the California Retail Grocers and Merchants Association in convention assembled this the 12th, day of Sept. 1907 do hereby protest against the passage of any parcels post measure under any plan that has yet been devised and urge our president and representatives to oppose all such legislation.

TO HELP OHIO GROCERS.

(Resolution by J. F. Paulding.)

Whereas: The tendency of some wholesalers to start retail and chain stores seems to be growing in favor and

Whereas:—We note that the Eldridge Higgins Co. of Columbus, Ohio, have recently bought a number of retail stores in that vicinity notwithstanding the fact they are receiving the benefits of the best price offered by the manufacturers as wholesalers, therefore be it

Resolved—That, we, the retail grocers of California, offer our support to our Ohio brothers, in placing Eldridge Higgins Co. where they belong, on the retailers list.

PRIASE FOR JONES of San Jose.

(Adopted by a rising vote.)

Whereas—The grocers of San Jose have for the past three years been facing an unfortunate condition which precluded them from sending delegates to the State Convention, and

Whereas—Notwithstanding the unfortunate sntuation Mr. H. E. Jones has always been in attendance and did his utmost to further the interest of the State Association, therefore be it

Resolved—That we extend our hearty appreciation and a vote of thanks to Mr. Jones for his loyalty and manifest interest in our welfare and request that he grace our conventions in the future with his presence under all circumstances and be it further

Resolved—That we recommend that many more Jones of a like kind shall be induced if possible to go into the grocery business in this State.

PARKS BROS. ARE RETAILERS.

(Resolution by J. F. Paulding.)

Whereas:—Repeated complaints have been made against the firm of Parks Bro., supposd wholesale grocers of San Francisco, accusing them of Retailing and

Whereas, These complaints have as yet been undenied, therefore be it

Resolved, That we recommend our board of directors to take this matter up at once and request the manufacturers to place them on the retailers

FOR BETTER ORGANIZATION.

(By request of F. F. Dustin.)

Whereas The benefits of our State Associations have largely been confined to the larger and more central cities, and

Whereas There is a great need of our small districts being better organized, therefore be it

Resolved, That we recommend our board of directors to send an organizer to the outside towns at the earliest opportunity.

PRAISE FOR WORKERS.

Whereas We believe that good and efficient service rendered to our association should be appreciated, especially when rendered without recompense, therefore be it

Rsolved That we extend our thanks and appreciation to the following for their services rendered during the past year and during this Convention.

Mr. A. A. Jost our president.
Mr. F. B. Connolly, our Secretary.
Mr. A. H. Powers our Field Secretary.
The management of the Advocate.
Mr. F. F. Wear: Advertisers in the Advocate, and every member of the board of directors and

We recommend a rising vote of thanks for the splendid entertainment accorded us by the Sacramento Retail Grocers.

The motion was put and passed with three cheers and a tiger.

VALUE OF CO-OPERATION.

At this juncture Mr. F. B. Fancher of Sacramento delivered an extemporaneous address o nthe value of cooperation citing the experience of Sacramento grocers in this respect. His remarks were listened to with great interest and frequent applause

Mr. Fancher was formerly Governor of North Dakota.

"SHORTAGES AND LEAKS."

Mr. George B. Doyle of San Francisco was then called upon to deliver an address on "Shortages and Leaks" but owing to the limited amount of time remaining, Mr. Doyle confined himself to a few remarks which came straight from the shoulder and certainly wakened more than one delegate to the leaks of various sorts which sap the grocery business.

PACIFIC COAST RETAIL GROCERS ASSOCIATION.

Mr. Connollyl at the request of the Pacific Coast Retail Grocers Association read the following report from that organization:

Los Angeles, Cal., September 3.

The Pacific Coast Retail Grocers Association begs to report to the Convention as follows:

Wonderful Progress Made.

Our whole work during the past year has been concentrated upon one thing and one object, that being the Pacific Coast plan and what it means to honest manufacturers and it seems to us who have been nearest the firing line that we have made wonderful progress, much more signs of receptive recognition from the largest manufacturers during the past year than ever before. The more the Pacific Coast plan is understood the more it is appreciated and adopted. The wonderful fight made by the Pacific Coast at the National Convention for fixed prices and the result of that work if familiar to all of you gentlemen. There is no question to-day of the success of the proposition. It is along the line of progressive commercialism; is the only way that leading manufacturers to-day can get anywhere near the proper results from their wonderful amount of advertising. Straws point the way the wind blows.

Retailer Is King.

The retail dealers of this country are just beginning to recognize their power for good to their friends the consumer through united, conscientious and honest effort. The failure of the "Sunny Jim" breakfast food aggregation is entirely due to their lack of recognition of the retailer in allowing him a reasonable compensation for the work that they have been doing or trying to forc them to do. They depended entirely upon printers' ink, ignoring the Jobbers' compensation and also the retailer. They did remember the jobber to the extent of 8 per cent, but they practically required the retailer to do his work for them for nothing. The retailer bought none result, to them, after spending $3,750,000 for advertising, they had to go to the wall, showing conclusively the manufacturers can manufacture and advertise, the jobbers can stock, but it takes the retailer to

give the increase. This should be kept uppermost in the minds of every intelligent and honest reailer. First, that his customers are his friends and they look to him for protection; therefore he has that part of the trade absolutely with him if he is honest; it wants each one of us to recognize honesty as a basic principle of our success. Therefore we find the necessity of expanding the Pacific Coast Association to a wider and a grander field and we recommend that the Pacific Coast Association be reorganized into the National Protective Association; for this organization to take in the entire field of the American continent. United States, Canada and its provinces.

Our reasons for this are first, that we have a State organization which plays an important and a prominent part in the handling of our local associations; that we have our local association which locally sustains the State association and keeps in touch with the individual members in the different localities. These should work in absolute harmony. The National Protective Association should be an organization that reaches every state and territory, as well as our bordering nation that we can work in harmony and justice not only to ourselves but to our neighbor.

It is going to be of the utmost importance that the future of the retail grocery business should be kept on the highest possible plan and that can only be done through trusted education organized and handled by the retailers themslves. We must have reliable and honest information upon everything that pertains to our business; we must know and not to be deceived by interested parties, either manufacturer, producer or distributor.

The membership of this National organization shall be composed of producers and manufacturers, wholesalers, retailers and consumers. You will readily see this covers the entire vocabulary of American commercialism in our line.

Must Accept Conditions.

In our investigation and pressing the subject with important manufacturers during the past ewelve months there has been but one answer and that is: "Yes, we will work with the retailer either through the jobber or direct, as it best suits our policy, putting the lowest line of gravity between ourselves and the consumer." "You must recognize" they say "that the consumer is our objective point; that we must use the distributors best adopted for our purpose. It may be the wholesaler and the retailer, or it may be the retailer alone. Still we propose to work to get our production to the consumer at the easiest and most inexpensive way we can in order that he shall get our production at the most reasonable and economical price. Now there is no exception to any manufacturers that we have had the opportunity to discuss this matter during the past year. So this proposition confronts us. We must adopt ourselves to the conditions. Therefore, we must get in close touch and work in harmony with the wishes of the manufacturers' goods that our customers demand and always reserving the right to scrupulously inspect the integrity and the food value of such production. Now, this is the main object of the National Association, that it shall take up and investigate scientifically and with the government on the Pure Food lines that our customers shall have the greatest food value of the kind of goods that we present them that can be or is made in this country or in foreign lands. This is a broad subject and is of as much interest to prominent distributors all over America. Therefore in order to get the best results we must not be selfish in our investigations and protections. Thetre are approximately 250,000 retailers in America, and out of this number there are less than 300 catalogue houses—that is firms that issue monthly, semi-annually or annual catalogues. These houses are of great importance to the balance of the trade because it assists them in giving them an idea of what goods are retailed for and what merchants ask for them.

The object of the National Association should be to get manufacturers to establish minimum retail prices; to issue price lists showing the retailer what the goods are to be retailed at, as well as wholesale by the wholesaler.

Years's Progress.

The Pacific Retail Grocers Association added 23 business manufacturers during the past year to the number that have fixed retail prices. We strongly recommend the State Association to adopt the Pacific Coast plan in manufacturers making fixed prices. This plan, as you know, requires the manufacturer to place upon the outside of the case a notice reading in effect as follows:

NOTICE.

Goods contained in this case are sold on the condition, which is made part of the consideration of this sale, that if the purchaser retails them he will sell them at not less than our minimum fixed consumers' price, and if he wholesales them he will sell them under the same condition. That in receiving these goods it is understood and agreed that the distributors will conform his selling price at not less than our lowest minimum fixed prices than are as follows: (Here follows the fixed prices).

Now, we feel that the Association should in some proper way adopt strong resolutions and then insist upon manufacturers who claim to be friends of the retailers adopting this in every instance.

The latest convert we have to this plan is Walter F. Lowney of Boston, Mass. and the Joseph Campbell Soup people in their entire line, of Camden, N. J. and th Sea Foam Baking Powder people of New York, a rival of the Royal Baking Powder, which is making great strides in New England. There are six other large manufacturers prominent who have agreed to give this matter great consideration and will report to us, and I believe in every case will adopt it between now and January 1st. All of these institutions are goods that are staple on the Pacific Coast. The entire efforts of the Pacific Coast Association have been made for the entire coast and we want to commend the work of Secrtary J. J. Higgins of Seattle, Washington, untiring in his efforts, publishing his paper and has carried on the work to a wonderful degree and is a power in Washington and Oregon.

Credit to Paulding.

The Secretary of the Southern California Association, Mr. J. F. Paulding is an untiring worker; never has slacked in his duty towards the Pacific Coast Association; doing the work that has been required of him, and more too, in Southern California.

The finances of the Association will be reported to you by our worthy Secretary and Treasurer, but we know from past experience that the amount of money must be very limited that has been used during the past year. The actual cost prices were carried out according to agreement. We do not find the responsive demand that we anticipated because of a lack of funds to carry the necessary intelligence to the proper people.

Ine th National Protective organization you will notice that it is proposed in that to carry the cost prices only of those articles that we go into or have a demand from interested people in wanting to know the particular cots. There are certain lines of goods that the National organization's people will keep the organization thoroughly posted in, which are enumerated in the suggestions of benefits to be received from that organization.

Hoping that we have not given you too lengthy a report for our hopes for the future, we are, yours truly,

J. R. NEWBERRY.

THANKS TO MR. GREEN.

On motion of J. F. Paulding of Los Angeles a vote of thanks was given Mr. John A. Green of Cleveland, Ohio, Secretary of the National Association of Retail Grocers. As a mark of special appreciation a standing vote was taken.

Mr. Green responded in a few words of thanks in behalf of Mrs. Green and himself; saying that he loved the work and the California Retail Grocers and Merchants Association could rest assured that nothing will be left undone which tended to the welfore of the grocers.

Mr. Green serves without compensation, only requiring, that his necessary traveling expenses be paid. The position carries with it a high salary but Mr. Green preferred the money be used for the good of the National Association.

NOMINATIONS.

Next in order came the report of the committee on nominations. Chairman Mottaz, in its behalf, offered the following candidates for the approval of the convention:

President, Geo. B. Boyle, San Francisco.

1st Vice-President, F. N. Aubry, Stockton.

2nd Vice-President, C. A. Mattaz, Los Angeles.

3rd Vice-President, H. E. Jones, San Jose.

Treasurer, C. B. Pearson, Stockton,

Directors:

A. A. Jost, Sacramento.
W. C. Longstreth, Los Angeles.
J. R. Newberry, Los Angeles.
J. J. Hughes, Nevada City.
J. F. Limpinsel, Placerville.
L. Warnke, Alameda.
H. K. Duncan, Oakland.
L. R. Eccleston, Fresno.
F. B. Connolly, San Francisco.

Mr. Jones of San Jose offered a minority report in which he recommended Mr. John W. King in lieu of J. W. Limpensel of Placerville, stating as his reason that Mr. King had proved an extremely efficient director and had handled the "Advocate" with great success.

Mr. Paulding said that the Los Angeles delegation had succeeded in getting one officer and two directors and therefore felt that they could best withdraw one of their men, and said that they would be willing to have Mr. King serve in place of Mr. J. R. Newberry. With this understanding Mr. Jones withdrew his minority report and Mr. King's name was placed in nomination in lieu of Mr. Newberry.

With the above amendment the report of the committee on nominations was adopted.

CONVENTION CITY.

Nominations for the honor of entertaining the next State convention were then declared in order.

On beha'f of San Francisco Mr. Jos. A. Stulz placed that city in nomination in a few well chosen words.

Mr. Mottaz of Los Angeles seconded the nomination, explaining as he did so, that he came to the convention determined that his home city should win the plum—but that the pressure in favor of San Francisco was so strong that he felt it his duty to do all he could for the Northern metropolis—depending upon the sense of justice of the San Francisco boys to get the convention in 1909. His remarks were the occasion of prolonged applause.

Nominations were then declared closed.

Upon the vote being put **San Francisco was declared the meeting place of the California Retail Grocers' and Merchants' Association September, 1908.**

Mr. Stulz arose and assured Mr. Mottaz and the Los Angeles delegation that he would pull for Los Angeles with all his might next year.

Mr. Geo. B. Doyle of San Francisco thanked the convention for the honor bestowed upon his home city and upon the Associated Retail Grocers and promised the delegates the time of their lives.

ELECTION OF OFFICERS.

Mr. Fancher of Sacramento moved that the Secretary be instructed to cast the ballot of the convention for the officers and directors as proposed by the Nominating Committee.

The motion was put and adopted, whereupon Mr. Connolly stepped forward and cast the ballot with the result already recorded on page 5 of this issue.

The new officers were then escorted to their seats and President Doyle expressed his appreciation of the honor bestowed upon him and promised an administration which would bring forth all the strength within him.

Mr. Jost, before relinquishing the chair to Mr. Doyle, took occasion to thank the officers and directors who had served with him, for their cooperation and friendship.

A motion to adjourn sine die being in order same was put and passed—thus closing the most successful convention the grocers of California have ever held and one which promises much for the ensuing year under the new officers and directors.

STATE DIRECTORS MEET.

Old Board Adjourns Sine Die and New Board Organizes.

After the banquet on Thursday evening, the Board of Directors of the State Association, who had served during the past year, met in session and after voting on several minor matters adjourned sine die.

Immediately upon that action being taken, the new Board gathered and organized. The hour being late, little discussion was indulged in. It was agreed to meet in San Francisco early next month. Meeting then adjourned.

TROLLEY RIDE TO MARYSVILLE.

Most Enjoyable and Entertaining Visit to the County Seat of Yuba County.

On Thursday afternoon the delegates were taken for a flying trip to the prosperous and busy city of Marysville, via the new electric interurban system, operated by the Northern Electric Co. Something over an hour was taken in going from Sacramento to the point of interest.

The Chamber of Commerce of Marysville had been advised of the proposed visit of the grocers and they were certainly on hand with a big welcome. The details of the entertainment provided were under the supervision of Mr. W. H. Parks, secretary of the Chamber of Commerce.

On arrival, the visitors were greeted by his Honor, Mayor Hall, who in a few well chosen words expressed his pleasure at the opportunity to entertain the representatives of the grocers of the great commonwealth of California.

The ladies who accompanied the delegates, were escorted to the parlors of the Western Hotel by a committee composed of a number of prominent ladies of Maryville. In their behalf, Mrs. Emma Hapgood expressed her gratification at having the opportunity to meet the wives of the delegates. She was followed in turn by Mrs. P. J. Flannery, president of the Marysville Improvement Society, and Mrs. J. R. Garrett and Mrs. J. W. Hall.

Mrs. J. A. Green, wife of the Secretary of the National Retail Grocers' Association, replied in fitting words to the cordial welcome extended to herself and ladies accompanying her.

Several large carry-alls were provided and the city of Marysville and its charms were thoroughly displayed to the delegation and after refreshments were served in a prominent cafe, the return trip was made, leaving Marysville at 6 p. m. and arriving at Sacramento at 7:30.

THE BANQUET.

How Sacramento Treated the Delegates at the Farewell Gathering of the Delegates.

A most fitting climax for the most interesting convention yet held by the California Retail Grocers' and Merchants' Association was the magnificent banquet tendered that organization by the Sacramento grocers.

Over 150 guests were seated at the tables on the top floor of the Red Men's Temple. The march to the banquet room was started at 8:15 o'clock and after all had been comfortably

Cracker Jack

"The More You Eat
The More You Want"

The World's Greatest 5 Cent Seller

Dodge, Sweeney & Co.

Agents

San Francisco California

seated at their respective places, Mr. F. B. Fancher on behalf of Sacramento and the Grocers' Association of that city, extended a cordial greeting to the California Retail Grocers' and Merchants' Association and other invited guests.

As will be seen by the menue printed below, those present were treated to a banquet, first-class in every particular:

MENU

Manhattan Cocktails
Large Eastern Oysters
Sauterne
Bouillon **Dainty Chips**
Shrimp Salad **Stuffed Olives**
Cold Turkey Baked Ham Cold Tongue
Rolls **Bread and Butter**
Sandwiches
Salted Almonds **Olives**
Claret
Creamed Chicken with Mushrooms
Mashed Potatoes **French Peas**
Assorted Fruits
Champagne
Ornamental Cakes
Fancy Assorted Small Cakes
Brick Ice Cream
Swiss Cheese
Black Coffee **Shasta Water**
Cigars

After the majority of the items on the menu had gone the way of all good things eatable, Mr. Fancher arose and in his inimitable style introduced the various speakers of the evening.

The first among them was **Governor J. N. Gillett.** The Governor was evidently well prepared to talk to the grocers. He assured the grocers that he owned 240 pounds of flesh and bones to them and more particularly to his own grocer, Mr .Finnie, of Sacramento. His respect for the grocers was very great, realizing as he did, that they were the food distributors of the commonwealth. The Governor stated that he had been looking for the so-called "green" grocer all of his life, but after having done business with them for all those years, he had never yet been able to find the real article. He had therefore come to the conclusion that there was no such thing as a green grocer. One thing is certain and that is, that Governor Gillett made his credit good with every grocer present.

Mayor Beard of Sacramento, next expressed his gratification at being present, and said that in view of the fact that you can reach a man's heart through his stomach, he certainly had a very hearty interest in the grocery business. He went on to say that his experience with the grocers had proven them to be good fellows, his friend Fancher especially. He also observed that credit-giving grocers were a boon to humanity—himself in particular. With this last remark, the Mayor sat down amidst a storm of laughter.

A well-balanced quartet then favored the banquet with several selections.

Mr. John A. Green, Secretary of the National Association of Retail Grocers. was next heard from. He stated that he had been in the grocery business for 23 years, and that if he were once more a young man and had to again make a choice of his life's work and had the present knowledge which he has of the grocery business, he would re-enter it with the greatest avidity. He made an address on the value of organization and among other things said:

"If three or four earnest workers in an organization can accomplishment so much, how much more can we accomplish as a united organization. In ganization we are strong, and in our strength we can demand and receive respectful attention.

May its strength be used to promote its welfare.

May its influence be felt everywhere, and its object be attained by creating a brotherly friendship.

Then we shall have no premium giving.

Petty jealousies will be a thing unknown.

And so it shall be with **all that is detrimental and opposite to good, clean business methods.**

Let our minds be filled with the spirit of organization.

Let us believe that everyone working in his own independent way is doing so with an honest purpose.

Let us arise above the petty annoyances that place themselves in our pathway.

Let us sacrifice everything for the success of our organization.

Let us be filled with the spirit of charity.

Let us be true to ourselves.

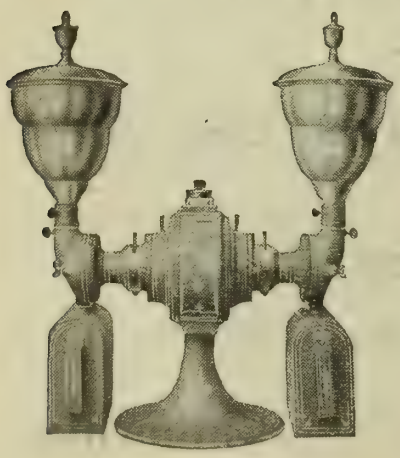
Let us above all things be true to our organization.

Let my last words to you be these, so that they may guide you in all your deliberations in the future:

Organization, association, friendship, oneness of purpose. The retailers' organization for the retailer, dominated by him and sustained by him, then shall we be triumphant in all we undertake."

At the conclusion of his remarks, the amount and earnestness of the applause showed that his remarks had sunk deeply into the minds of his hearers.

Mr. Jos. A. Stulz was then called upon by the Toastmaster and expressed his pleasure at being present, reminding the delegation and guests present, that he was regarded around the bay as "the daddy of the grocers." This is true to a large extent, since it was largely as a result of Mr. Stulz's work that there is a State Grocers' Association existing in California today. In fact, at the time he was elected president of the State Grocers' Association there was no such organization in existence. The National Association of Retail Grocers in session in Cincinnati, elected him president of the California Association and then told him to go ahead and create something where nothing existed. As Mr. Stulz said, the results of his efforts were obvious. The convention which had adjourned that afternoon was suf-



IN TWO YEARS THE

Royal Electric Mills

Have grown into the Largest Line of its kind in the World

WHY?

BECAUSE—

1st. A ROYAL MILL cuts the Coffee into even granules, without crushing or grinding.

2d. A ROYAL MILL is self-cleaning, not a grain of Coffee is left in the mill to mix with the next lot.

3rd. ROYAL MILLS will Pulverize Coffee Without Heating, no other will do this.

Beck Hardware Co.

73-75 Clementina St., Near 2nd and Folsom Sts San Francisco.

ficient reply to the question as to what had grown from the work of himself.

Mr. Geo. B. Doyle, newly elected president of the State Grocers' Association and president of the Associated Retail Grocers of San Francisco, then addressed the gathering. Mr. Doyle had just finished saying that only that day he discovered why the Sacramento grocers were such good fellows, when a champagne cork popped loudly and laughter at this opportune incident continued for almost a minute. Mr. Doyle dwelt on the importance of retail grocers as distributors of the necessaries of life and cited the conditions existing in San Francisco for the first two or three days after the great fire, when the retail grocery stores were confiscated by the authorities for the benefit of the inhabitants of the stricken city. Mr. Doyle also noted with pleasure the obvious sentiment of co-operation existing between the Sacramento retailers and the Sacramento jobbers. He said that conditions of that sort did not rule in San Francisco, but that he had hopes that such might be the case in time.

Superior Judge P. J. Shields of Sacramento, was next heard from in an extremely witty address in which he expressed his opinion of retail grocers. He urged them to educate their customers to buy quality instead of quantity and praised them for their efforts in forcing the Pure Food measures through the U. S. Congress and the State Legislature.

Mr. A. H. Powers was then called upon by the Toastmaster and his remarks took the trend of a historic description of what the grocers had accomplished by organization in the past; and in closing he gave them a glimpse of what they could do in the future if they only used the power which they possessed.

After Mr. Powers had seated himself and the applause meeting his address had subsided, Mr. Fancher arose and read the following telegram sent by **Mr. Gustav Wormser,** president of the Wholesale Grocers' Association of California:

San Francisco, Sept. 12th.

Frank B. Connolly,

Secretary California Retail Grocers' and Merchants' Association, Convention, Sacramento, Calif.

Regret exceedingly cannot leave owing to sickness in family. Please express to members my heartiest wishes for complete success of convention. G. Wormser.

Mr. P. C. Drescher of the firm of Mebius & Drescher of Sacramento and a member of the California Wholesale Grocers' Association, then delivered a series of remarks which spoke well for the conditions existing in Sacramento between the retailer and the jobber. Mr. Drescher stated that he had been in the wholesale grocery business for over thirty years and that the changed feeling between the jobber and the retailer had been a source of much gratification to him. What the retail associations had accomplished, received his heartiest commendation. He said that he felt that the average retail grocer was forced to work much harder for his profits than any other individual in other lines of endeavor and for that reason was entitled to a greater proportion of profit. Mr. Drescher also stated that he felt satisfied that such gatherings, as that which he was addressing, were extremely beneficial to both the jobber and the retailer alike and that the old position at being at loggerheads had now passed into the region of forgotten memories.

Mr. Wm. Curtis of Wood-Curtis & Co., followed Mr. Drescher and among other things impressed the fact upon the grocers that they as a class got closer to the people at large than men engaged in any other branch of trade. A large proportion of Mr. Curtis' remarks dealt with the prospects, present and future, of Sacramento, as a city, and from what those present at the convention could see, there is no question but what Mr. Curtis' remarks will be borne out by results. If there are many more "boosters" as good as Mr. Curtis, working for Sacramento, at the present time the future of that city is not in any doubt.

Mr. Alden Anderson, president of the Chamber of Commerce of Sacramento and former Lieutenant-Governor of the State, sounded a keynote in his remarks when he said that from his study of the retail business he was convinced that if the retailers did not organize among themselves, a large proportion of them would go to the wall or else make a bare livlihood with no pleasure in living. Mr. Anderson's experience in the fruit business as a producer and a shipper placed him in a particularly excellent position to judge of the value of co-operation in that line of business and the same advantages could easily be applied to the retail grocer.

Mr. J. F. Paulding, secretary of the Southern California Retail Grocers' Association, then spoke on Mutual Fire Insurance and covered the question in a deep and exhaustive review. Owing to the hour being late, Mr. Paulding cut short his remarks. The **Advocate** is promised a good article on this question from the pen of Mr. Paulding, very shortly.

Superior Judge Chas. N. Post of Sacramento, came to the fore and made himself popular with all of the grocers present by the way in which he handled his remarks. He said that he appeared as an advocate of the consumer and that he wanted those present to feel that they had best be very careful about what secrets they passed around, while he was present. The grocers all voted Judge Post a good fellow and showed no fear of his exposures. Judge Post reviewed the history and progress of the early Sacramento jobbers and retailers and told of his early experiences as a wholesale groceryman, from which line of endeavor he thanked his stars he es-

Sanipure Milk

An Artificial Mother's Milk for Infants and Invalids. The only Perfect Substitute for a Healthy Mother's Milk—All Jobbers.

PACIFIC COAST

CONDENSED MILK CO.

Seattle, Wash.

JOHN H. SPOHN, Agents.

San Francisco, Cal.

NOTICE

Is hereby given that on Wednesday, the 2nd day of October, 1907, a special meeting will be held by the stockholders of the Barrisick's Gold Amalgamating Company at the office, 1002 McAllister St., at 10 A. M.

L. H. BARRISICK'S,

President.

FOR SALE.

Entire stock of groceries and fixtures of my store at 12th and P Sts., Sacramento, Cal., as a whole or in part, together with lease. Fixtures include three Toledo scales; 200 account McCaskey Register; 2 National Cash Registers; Meat Slicers; Show Cases, etc.

GEO. KROEGER.

caped at an early age, to become a legal light.

The last speech of the evening was that of **Mr. F. B. Connolly,** one of the directors of the National Association of Retail Grocers and secretary of the State Grocers Association. Mr. Connolly can always be counted upon to make a good address. His heart is wrapped up in his efforts to make the grocery business better for all concerned and frequent applause punctured the various points he made as he talked. Mr. Connolly has quite a reputation for a poet also, and before taking his seat, he read the following verses which he prepared at the banquet table in odd moments:

California's best grocers
Looked forth with delight
To convene in Sacramento
And be with you tonight.
As we return home
We will always relate
How well you entertained us;
John Green says, "Its great!"

Paulding and Mottaz came up from the South,
Accompanied by Longstreth and Powers.
They told how they do things, successfully, too,
In that land of fruit, sunshine and flowers.

Mayor Beard (without whiskers)
Gave us the keys of the town.
We all think he's a mighty fine Mayor.
O'Connor and Aubry have done things up brown.
Jack Sullivan says Trask is a stayer.

Then Warnke responded and warmed up a bit.
Jost and Connolly read reports of the year.
We saw the State Fair,
With its elegant exhibits;
We're exceedingly glad to be here.

The Board was to meet next morning at nine,
But Connolly was sleeping away;
The Committee reported and John A. Green spoke.
We could have listened to him a whole day.

We went to the Rex with Joe Stulz to lunch,
That genial and good-natured host,
Then Eddy and Paulding preached to the bunch,
To Boston we got started—almost.

The autos then took us to Sutter's Fort and Oak Park
And the sights of your beautiful city;
At the winery and brewery;
Doyle drank all the beer;
To leave there Jones tho't it a pity.

The theatre party had finished the day.
Except for the 'Frisco delegation.
Geo. Golder and Duncan
Saw the sights, so they say;
Their good boys above all temptation.

Promptly at nine we started today.
Heard Limpinsel, Meacham and Peck;
The officers selected and
'Frisco next year;
The slate came near being a wreck.

We visited Marysville;
Had a nice trip—you bet.
At the banquet we forgot all our ills;
Met our famous Governor, James N. Gillett.
He's a dandy; he signed all our bills.

And now in conclusion,
"Sacramento is great"
When you want a convention city.
She'll always be the
Capital of our beloved State.
Gentlemen, this is the end of
My ditty.

Mr. Fancher then arose and declared the banquet at an end, and after singing of "Auld Lang Syne" the banqueters filed out one by one.

GHIRARDELLI'S PRICES.

We particularly desire to call the attention of our readers to the full page advertisement of The D. Ghirardelli Co., on page 59 of this issue.

Through an error on the part of the printer, and undetected by ourselves, the "Advocate" was made to say, in several recent issues that the prices were:

Ground Chocolate, 1-lb.....30c
Ground Chocolate, 3-lb.....80c
Eagle Chocolate, 1-lb.....25c

The right prices are those quoted in the advertisement referred to hereinabove. Be sure and read same.

BOSTON CLUB ORGANIZED.

Twenty-Four Grocers and Their Wives Sign the Roll.

At odd times during the convention Secretary Connolly busied himself in organizing the "California Boston Club."

This organization is made up of those grocers, their friends and their ladies, who plan on going to the National Convention of Grocers, which will convene at Boston next May.

The following named grocers and their friends have signed the roll:

San Francisco.

George B. Doyle and wife.
Frank B. Connolly and wife.
John W. King and wife.
J. M. Sullivan and wife.
Joseph A. Stulz and wife.
George Golder and wife.
Earl D. Eddy and wife.
Jesse Trask.
Charles E. Pierce.
Carl Harrison.

Los Angeles.

J. F. Paulding and wife.
J. R. Newberry.

Stockton.

Joy D. Campbell and wife.

San Jose.

H. E. Jones.

M·J·B·Coffee
PACKED IN TINS ONLY
P.C.TOMSON'S RED SEAL LYE
RED SEAL LYE.
Disinfectant, Water Softener, Cleanser. The Sifting top Can.
P. C. TOMSON & CO., Makers, Philadelphia, Pa.

Quite a few others signified their intention of trying to arrange their affairs so as to go. Mr. Connolly feels quite sanguine of enrolling at least 50 members.

The dues will be announced in a few days—probably $10 per month per member. The dues will be supplemented by various entertainments during the winter, designed to yield a revenue.

Members of the Boston Club will go in special cars from here to Boston. At Ogden a special train will be made up and the delegations from Oregon and Washington will meet our club there.

Lavish entertainments are promised us all along the line—Denver, Kansas City, Chicago, Cincinnati, Boston, New York, etc. Applications for membership and further information can be secured by addressing Mr. F. B. Connolly, 901 Stanyan St., this city. Any grocer is eligible to membership.

ENTERTAIN VISITOR.

Visit of John A. Green Made Pleasant by Associated Grocers.

The stay of Mr. John A. Green, secretary of the National Association of Retail Grocers in San Francisco was made one continuous round of pleasure.

Secretary F. B. Connolly met the distinguished visitor and his wife at the Ferry on Saturday evening, Sept. 7th, and took them to his home.

On Sunday afternoon they were whisked over the city in an automobile, through the few remaining ruins and out to the site of the Cliff House, laid bare the afternoon before.

A few members of the Associated Retail Grocers met at "Jacks" on Golden Gate Ave. and the automobilists were taken there to meet them and to make way with a modest dinner which had been prepared.

Among those present were: George B. Doyle, president of the local association; James S. Irvine, 1st vice-president; John W. King, 2nd vice-president; John F. Schomer, treasurer; Frank B. Connolly, secretary; and directors Stulz, Elliott and Schmidt, as well as Messrs. Eddy, Harrison, Trask, Powers, Keefe and Pedilina, together with L. Warnke of Alameda, director of the State Association. The wives of Messrs. Doyle, Connolly, Irvine, Eddy, Keefe and Pedilina were present. The guests of the evening, Mr. and Mrs. Green, occupied the position of honor.

During the progress of the dinner Mr. Green, President Doyle, Secretary Connolly, Director Warnke, Field Secretary Powers, Assistant Secretary Harrison, Director Elliott and Editor Eddy, as well as Messrs Keefe and Pedilina were called on for a few words.

The party broke up at a late hour, all present having had the opportunity of chatting with Mr. and Mrs. Green and listening to the words of good cheer which fell from the lips of the visitor from the National Association.

SKIDDING OVER THE SIERRAS.

The Sapolio Automobile Climbs Over the Summitt to Reno, Nevada.

Unsuspecting natives have been startled by the "Honk Honk" of the Sapolio Automobile all the way from Palo Alto to Reno, Nevada.

Mr. J. P. Gillespie, the California representative of Enoch Morgan Son's Co., has just completed an auto trip over the Sierra Nevada Mountains, tacking Sapolio signs as he went and otherwise marring the beauties of nature by defacing every available rock with big dauby letters in which Sapolio's virtues were enthusiastically voiced.

Mr. Gillespie started on July 20th, accompanied by his assistant, Mr. Grubb. They reached Tracy at noontime. Here they found that the bridge over the San Joaquin River was washed away and their machine had to be sent to Stockton on a flat car.

Through the Hot Valley.

After covering Stockton, Mr. Gillespie continued to Sacramento, stopping at all of the towns on the way. The Sacramento valley is particularly hot at this season of the year and the suggestion was not of the celestial regions.

The climbing commenced almost as soon as they left Sacramento. Some little time was spent in Folsom. By good luck Messrs Grubb and Gillespie were able to avoid detention at the big State's Prison and were able to "make their get away" towards Placerville.

This town has a number of wide awake merchants who were much interested in Sapolio's overland trip.

The next notch up the grade was to Pacific, 15 miles away.

The succeeding stop in the journey was Slippery Ford, another 15 miles.

On reaching Slippery Ford, Mr. Gillespie had to pass over a snow slide which had torn away the road for a good distance, filling the space with huge rocks, trees and soft snow. The Sapolio automobile was the first machine to get over this snow slide without block and tackle. The passage was made with considerable difficulty but the machine passed over on its own power.

A Fortunate Hold Up.

CHECK No. 1: — After leaving Slippery Ford, the Sapolio Machine met its first set back. Going up the mountain, a sprocket broke. The machine started to back down the hill at a rapid rate and there would have been a bad mixup of Gillespie and his Grubb at the bottom of a steep canyon had not a big granite rock intervened.



The travelers were miles away from any telegraph and telephone communication with the outer world. They finally got the machine back to a blacksmith's shop some miles away. Though the blacksmith had seen an automobile, he had never before touched one. As a consequence, Mr. Gillespie had to superintend the taking apart the machine and the repairs and three days were required before the automobile was ready to proceed.

The rest of the trip to Reno was made without further accidents.

Stops were made at Tahoe, Tallac and all the intermediate towns.

The splendor of the view from the summit looking down over the Carson Valley is sufficient to repay the travelers for almost any exertion in reaching it, according to Mr. Gillespie.

The travelers found everything booming in Reno. The mines were producing well and highly productive oil wells have been struck.

Reno's Wholesale Grocers.

The enormous increase in business consequent upon recent developments resulted in the establishing of two strictly wholesale grocery houses. These are the Reno Grocery Co. and G. Mitchell & Co. Enoch Morgan Son's Co. are very strict in not supplying at wholesale prices firms that do a retail business. They had no hesitancy in recognizing both of these firms as wholesale grocers.

Experiences Another Hold Up.

CHECK No. 2:—Mr. Gillespie had an unfortunate experience in Reno. He wished to have his machine overhauled and put it in charge of the Reno Garage Co., who claimed to be experts and to have only first class machinists in their employ. After tearing the machine apart and charging him 100 per cent. more than he would have had to pay a firm located anywhere else, he had to take the machine to Mr. Kenyon, proprietor of another garage in order to get it going. Of course, Gillespie had to pay him for his services.

The return trip was full of incident.

The road out of the Carson Valley over the summit of the mountains, is very sandy since the valley is practically a desert owning to the fact that rain falls very seldom in the territory east of the summit of the Sierras.

Climbing Out of the Desert.

Getting out of the Carson Valley, the traveler faces a nine mile hill, the grade of which is so steep that there is a raise of one mile in six. It took Mr. Gillespie 7 hours to make these nine miles, a large part of which was through sand six inches deep and so sharp that it actually cut the rubber off the tires.

After passing the first hill, the machine had to make another hill to reach the second summit. This was an even steeper grade, the raise being one mile in every five.

CHECK No. 3:—While rushing down the steep grade beyond the summit came the third perilous adventure. While the machine was going at a high rate of speed, the brakes by which it was controlled ceased to work. Mr. Gillespie threw on the emergency brake and it broke.

Realizing that the machine could not be controlled, he yelled to Grubb to jump. Grubb hung on, too scared to move. Mr. Gillespie then decided to take the chance of a collision rather than a smash up with the additional possibility of being drowned in the American River, which was winding through the canyon over 200 feet below. So he turned the machine into the bank.

It stopped with a jolt that loosened the pegs in their shoes.

Some minutes passed before Gillespie got his nerve back and Grubb still insists that he don't know yet whether he is alive or dead and is half way convinced that he is walking in his sleep.

When their nerves had quieted somewhat they roughly patched the machine. Then they tried to continue on their way down the grade.

Before they had gone 100 feet, the improvised brakes gave way. Gillespie did not wait for the machine to get impetus this time but turned its nose into the bank.

As it was late in the afternoon, he and Grubb camped out all night, sleeping on the cushions.

The next morning the brakes were again patched. This time they held for the twelve miles that had to be traveled to get to a blacksmith shop. Here the machine was put in good repair.

The return trip through the Sacramento and San Joaquin Valleys was one continuous record of sign tacking and calling upon the grocers.

Mr. Gillespie informs this office that he found that most of the better class merchants in the mountain cities were interested readers of the **Advocate** and that he did not even hear of any other grocery trade paper during the entire trip.

ITEMS OF INTEREST.

E. L. Chaddock, of Chaddock & Co., has invested and patented a new machine for seeding raisins which, it is claimed, will be no infringement on the Petit patent. The machine, according to the Fresno "Republican," bids fair to break the control of the "High Five," which seemed fixed by the recent decision of Judge Wellborn in the United States District Court at Los Angeles to the effect that all existing seeders not manufactured by the United States Consolidated Raisin Seeder Company, the owner of the patent, are infringements on that patent, and the infringing companies making or using such machines liable to damages and a royalty to be paid in future for the use of the machine. Not only this, but the new machine may even be made cheaper than the Petit device, and thus in time supplant it to a large extent.

The Home Grape Juice Company of Harrisburg, Pa., has been incorporated with a capital stock of $1,000,000. The incorporators are: W. S. Harris, Edward L. Bergstresser and Eugene L. Brock, all of that city. The company will grow and cultivate grapes, cereals, etc.

The Western Pacific Railroad is about to enter the magazine field. It has purchased the Overland Monthly and will install Marble Wright as editor. The price paid was $35,000, and the publication will be used like Sunset, to boom this Coast. The first issue will be the November, under the new when the public has lain in darkness and gullibility so long, a deal of explanation is necessary to make the average consumer realize that pure foods do not always look like the stuff that a strictly commercial packing industry has been serving up for many years.

At a recent meeting of the Supervisors' finance committee Supt. of School Roncovieri recommended that bonds in the sum of $2,000,000 be issued for the construction of a modern class-A building on the Lincoln school lot at the corner of Market and Fifth sts. It was figured that the revenue from the building would pay for the bonds and maintenance of the building in ten years.



California's Best Advertised Product

GHIRARDELLI'S

Chocolates and Cocoa Satisfies Everybody

THE DEALER
Because it Cannot be Sold for Less than a Fair Price:

THE CONSUMER
Because it is always Pure, Fresh and of Full Strength.

In order to protect our Trade Mark and Also Protect the Dealers who Distribute our Goods, we have fixed the following as the minimum prices of the goods listed below:

Ghirardelli's Ground Chocolate, 1-lb. tins 35c.
" Ground Chocolate, 3-lb. tins 90c.
" Cocoa, 1-2 lb. tins - - 25c.
" Eagle Chocolate, 1-lb. tins - 30c.

(More may be charged when the dealer finds it necessary.)

We sincerely trust that the Retail Trade will appreciate our Good Will and will lend their aid in our efforts to maintain the above prices

D. GHIRARDELLI CO.

"No Collection No Charge"

Mr. Business Man:

Do you ever stop to think how many partners you have? Any man that owes you and does not pay is a partner. Just look over your books and see how many YOU have. If you want that partnership dissolved, just let us handle those old accounts for you.

The American Collection Agency

Grant Building San Francisco

N .B. We refer by permission to:

MR. H. HAUCH, of Alameda, Secretary,
Pacific Coast Retail Grocers Association.

MR. F. W. N. AUBRY, of Stockton, 2nd Vice-President,
California Retail Grocers and Merchants Association.

THE RETAIL
GROCERS ADVOCATE

E. D. EDDY, EDITOR. SAN FRANCISCO, CALIFORNIA, SEPTEMBER 20 1907. VOL. 12, NO. 37.

PORT COSTA FLOUR
(28 per cent Gluten)

GOLDEN POPPY OAT FLAKES

GOLDEN POPPY CEREALS

ENCORE PANCAKE FLOUR

Port Costa Milling Co., - 210 Battery Street.
SAN FRANCISCO.



It Collected 570 Dollars In Two Days.

R. J. Magill has one of the finest Grocery Stores in the City of Buffalo. This letter should interest you.

Buffalo, N. Y. May 16, 1907.

TO WHOM IT MAY CONCERN:

When I purchased a 200 account McCASKEY REGISTER, I certainly knew it had some excellent qualities. I started it on Friday, May 3.. On Saturday, my four clerks took their orders with the McCASKEY ORDER BOOK COVER AND PADS and the goods went out with the ONE WRITING the clerks took from the customers on the road and I was only Ten Minutes late. This was certainly grand on the first Saturday. I was afraid some one of my customers would object to their accounts being totalled, but instead, I WAS COMPLIMENTED ON THE SYSTEM—not one objection. IT COLLECTED IN TWO DAYS $576.00 that I would not have had in three months. If the ladies in the Grocery Stores only knew the great value of the McCaskey System, they would have it shipped by express and not by freight.

Are YOUR Customers slow in paying their Bills? If so, INVESTIGATE THE McCASKEY ACCOUNT REGISTER SYSTEM. A 64-page Catalog FREE.

WE CAN SHOW YOU
How Our Register Quickly Pays for Itself, and Continually Earns You a Profit.

W. A. HAWLEY, General Agent Pacific Coast,
237-38 BACON BLOCK, OAKLAND, CAL.

BRANCH AGENCIES: Los Angeles, Cal.; Sacramento, Cal.; Spokane, Wash.; Portland, Ore.; Seattle, Wash.; San Jose, Cal.
THE McCASKEY REGISTER CO., 34 Rush St., Alliance, Ohio, Manufacturers of the Celebrated Multiplex Duplicating Carbon Back Counter Pads, also Single Carbon and Folding Pads.

The Advocate Endorses the McCaskey Account Register.

RUMFORD
The Wholesome
Baking Powder

It satisfies the grocer's most particular customers.

It enables him to sell the Best of the High-Grade baking powders at a reasonable price.

He is sure of its Quick Sale and a Good Profit.

We Sell

Rice!

From MILLS
Direct to YOU

Send for Samples

W. T. Welisch & Co.

RICE FACTORS

Monadnock Bldg. S. F.

New Sauerkraut

Orders
Promptly
Delivered

REED PICKLE WORKS

1507 Folsom St.

Bet. 11th and 12th

Phone Market 228.

Do You Sell Our

Y-E-A-S-T

Golden Gate Compressed Yeast Co.

Washington and Fillmore Sts.

THE
RETAIL GROCERS ADVOCATE
Published Every Friday by the
CALIFORNIA
RETAIL GROCERS
AND
MERCHANTS
ASSOCIATION
EARL D. EDDY, Editor and Manager
Paul A. Carew, Assistant.
George E. Place, Trav. Representative.

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Index to Advertisers

The firms listed below are using the columns of The Advocate in the cause of publicity. We urge our friends and members to remember them in placing orders.

AGENTS, MNFRS.
R. A. Holcombe & Co., 50 Clay St.
W. A. Hawley, 237-38 Bacon Blk., Okd.
Beck Hardware Co., 73-75 Clementina.
Kelly-Clarke Co., 23 Market.
John H. Spohn Co., 50-52 Clay St.
Fred F. Hobbs Co., Hansford Bldg.
The C. B. Jennings Co., 41 Clay St.
Johnson-Lock Mercantile Co., 213 Sansome St.
P. E. Lenfesty, 49 Hartford St.
Castle Bros., 1444 O'Farrell St.
Hughson & Merton, 438 Market St.
Mailliard & Schmiedell, Front and Sacramento Sts.

AMMONIA.
Pacific Ammonia Bottling Co.

BAKING POWDER.
"Royal," Johnson-Locke Mercantile Co., Agts, 213 Sansome St.
A. Schilling & Co, 2d and Folsom.
"Rumford," Rumford Chem. Works, Providence, R. I.
Crescent "Egg-Phosphate." John H. Spohn Co., Agts.

BANKS.
Swiss-American Bank, 1452 Fillmore.

BEER.
California Bottling Co., 1255 Harrison.

BITTERS.
Lash's Bitters Co., 1721 Mission.

CATSUPS.
Pacific Vinegar & Pickle Works, 161 Sacramento St.
"Sniders," John H. Spohn Co., Agts., 52 Clay St.
"Griffion's," California Fruit Canners' Association.

CHEESE CUTTERS.
"Perfection," Levenson Co., Distributors, Front and Pine Sts.

COFFEE, TEA, ETC.
J. A. Folger & Co., Spear & Howard.
M. J. Brandenstein & Co., Mission near Spear.
A. Schilling & Co., 2d and Folsom.

COFFEE MILLS.
F. F. Wear, D. S. A., Pac. Coast.
Hobart Mills, 137-139 Telegraph Ave., Oakland.
"Royal," Beck Hardware Co., Agts., 604 Mission St.
"Enterprise," 438 Market St.

COLLECTORS.
American Collection Agency, Grant Bldg.

COMMISSION MERCHANTS.
Dodge-Sweeney & Co., Hathaway Wharf, S. F.
Scatena, L. & Co., 104 Washington. Phone, Temporry 243.
Scheer, Morehouse & Grandi, Hathaway Wharf and 33 Clay St.
Monotti-Larimer & Co., 707 Grove St.

CONFECTIONARY.
"Hunky Dory," Dodge Sweeney & Co., Agts.

DELICACIES.
Rathjens, P. F., 13145-1319 Pacific.
Wieland Bros., 309-311 Davis St.

EVAPORATED MILK.
Carnation, John H. Spohn Co., Agts., 50-52 Clay St.
Alpine, F. F. Hobbs Co., Agts., Hansford Bldg.
Borden Condensed Milk Co., Johnson-Locke Co., Agts., 213 Sansome St.
"Honeysuckle," Kelley, Clarke Co., 23 Market St.

FLOUR.
Crown Mills, 416 Jackson St.
Del Monte Milling Co., Lombard and Montgomery. Phone, Temporary 1089.
Globe Grain & Milling Co., Chestnut and Montgomery. Phone, West 1616.
Port Costa Milling Co., Battery St., near California.
Bay City Mills, J. C. Westphal & Sons, Prop's., 1st and Clay St., Oakland.
Phoenix Milling Co., Sacramento.
Sperry Flour Co., 112 Spear St.

GINGER ALE.
D. Steimke & Co., Union and Octavia.

INSECT POWDER.
"Eureka."

LYE.
"Red Seal."

MAPLEINE.
John H. Spohn Co., Agts., 52 Clay St.

McCASKEY ACCOUNT REGISTER.
W. A. Hawley, Agt., 237-38 Bacon Blk., Oakland.

MINCE MEAT.
"None Such Condensed," Merrell, Soule Co.

MEAT SLICING MACHINES.
"Enterprise," 438 Market St.

OIL TANKS, ETC.
Beck Hardware Co., 604 Mission St.
F. F. Wear, "National," 137 Telegraph Ave., Oakland.

PAINTS, OILS & GLASS.
W. P. Fuller & Co., Mission and Beale. Phone, Temporary 940.
Whittier, Coburn & Co., Sansome St.

PAPER.
A. Zellerbach & Sons, 421 Jackson St.

PASTE.
Cleveland Macaroni Co., Golden Egg Brands.

PEANUT SELLERS.
Kingery Mfg. Co., 106 E Pearl St., Cincinnati, Ohio.

PICKLES, ETC.
Pacific Vinegar and Pickle Works, 161 Sacramento St.
Reed Pickle Works, 1507 Folsom.

POLISHERS.
X-Ray Stove Polish, R. A. Holcombe Co., Agts., 50 Clay St.
U. S. Metal Polish, J. T. Wilson, Agt., 2871 16th St.

PROVISIONS.
Cudahy Packing Co., Union St.
Western Meat Co., 17th and Harrison.
Swift & Co., 5th and Townsend.

PRUNES.
Los Gatos Cured Fruit Co., Los Gatos.

ROOT BEER.
Chas. H. Hires Co., Philadelphia.

RICE.
W. T. Welisch & Co., Monadnock Bldg.
New Orleans Rice Co., 104 Front St.

REFRIGERATORS.
Ft. Smith Refrigerator Works, Beck Hardware Co., 73 Clementina St

SAFES.
Parcell's Safe Co., 523 Market.
Richardson Bros., 131 Fifth.

SOAPS.
"Sapolio," J. P. Gillespie, Agt.
Babbitt's Brands, C. B. Jennings Co., Agts., 41 Clay St.
Cudahy Packing Co., 45 Clay St.
Fels Naptha.
Grandpa's Wonder.
Swift & Co., 5th & Townsend Sts.

SODA WATER.
D. Steimke & Co., Union and Octavia.

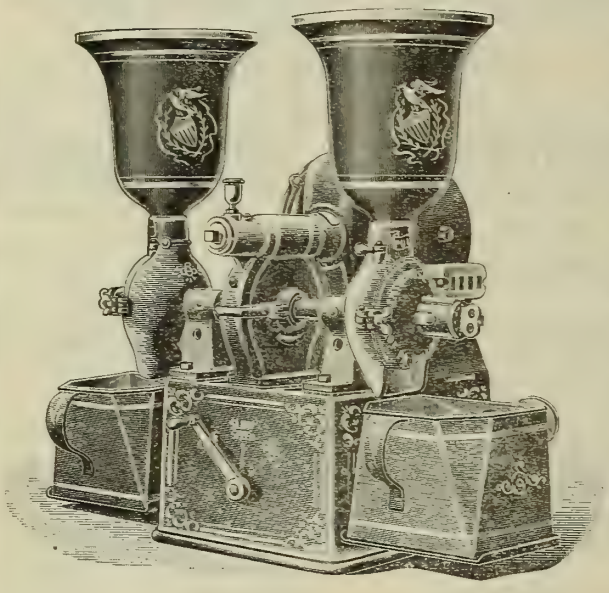
SYRUPS, ETC.
Long Syrup Refining Co., 8th and Brannan.

STATIONERY.
Schwabacher-Frey Co., 42 Sutter St.

WHISKEY
The Rothenberg Co., 7th and Franklin Sts., Oakland.
Wichman, Lutgen & Co., Everett and Harrison Ave., Alameda.

DO YOU KNOW HOW CHEAP ELECTRICITY IS? EVER THINK OF USING IT TO GRIND COFFEE? ASK THE MANAGER OF THE NEAREST POWER HOUSE. HE WILL POST YOU ON THE CONVENIENCE AND ECONOMY OF ELECTRICITY IN YOUR BUSINESS. AN

"Enterprise" Electrically Driven Coffee Mill



will save your clerks' time, your customers' time, and advertise your store. Write for catalogue describing our various Electric Mills, with capacities for granulating from four ounces to nine pounds of coffee per minute.

The illustration shows our double mill, No. 08712, with motor for direct current; one mill fitted with grinders for granulating, and the other for pulverizing. Each iron hopper holds six pounds of coffee. There are two speeds, fast and slow, which can be instantly changed from one to the other; at fast speed this mill granulates three pounds of coffee, or with ½ H. P. motor for alternating current. The latter for slow speed only. Can be regulated while running for grinding either fine or coarse.

We will gladly give any information desired about these mills.

It isn't so much a question of "Getting Along"--the other fellow may get along so much faster that you won't be in the race--
What you want to do is to "Get Ahead"
Your best asset is "ENTERPRISE"

"ENTERPRISE"

With New Total Registering Device

The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent absence of flies and dirt.



SELF PRIMING and MEASURING PUMP

Accurately measures molasses, heavy oils, tar and other thick liquids. Has total registering device showing when stock is low in barrel.

No. 97 Pump costs $6.00; Auger, 75 cents; Extension Tube, 50 cents a foot.

Write for illustrated catalogue of all the Enterprise Specialties

THE ENTERPRISE MFG. CO. OF PA., Philadelphia, U. S. A.
San Francisco Office, 438 Market St.

THE RETAIL GROCERS ADVOCATE

EARL D. EDDY, EDITOR. SAN FRANCISCO, CAL., SEPTEMBER 20 1907. VOL. 12. NO. 37.

LESSONS OF CONVENTION.

General Outline of What May Be Expected During the Coming Year.

THE ADVOCATE MOST IMPORTANT.

Success in San Francisco Will Help Make Successes Elsewhere.

By Aaron H. Powers.

After the excitment incident to a general meeting of men from many different places and after the effects of the unstinted hospitality of our Sacramento bretheren has abated, it is the part of wisdom to take a general view of the outlook.

The State Grocers Association found it necessary to devote its funds to creating machinery that would be effective with the legislature. This was done.

After the legislative session had passed, there not sufficient funds remaining to extend our organization propaganda and nurse weak organizations. As a consequence organization expense was eliminated and the organization went to the State Convention with nearly $300 in its treasury.

The Advocate Gets Results.

All this time, the **Advocate** was **earning money.** As the paper has of necessity, to conduct a credit business with the Eastern advertisers and many of its subscribers, and as the Association put up no money to conduct the publication the first earnings has of necessity, to be employed as capital for meeting the current necessities of the paper. This requires, at least, $1000. At the State Convention, $300 was turned over to the State Ass'n as its share of the net earnings which will be about $1500 for the year.

During the ensuing year, the **Advocate** will be turning over from $50 to $100 per month to the State Ass'n, **IF the directors do their share of helping it get business.**

This means better conditions for everybody.

The First Step.

San Francisco must have a strong organization if the grocers are to be a recognized power in inducing manufacturers to fix and maintain retail selling prices.

All the strength possible to be mustered should be thrown into this work during the next 30 days.

With San Francisco strong and a proper collection system, here are some of the things the grocers of interior cities can expect.

First—Uniform fair prices on leading staples.

Second—Abatement of the selling by wholesalers to consumers.

Third—Effective Collection Letters.

Fourth—A "Black List" of Delinquent Debtors for various districts.

Fifth—The collection of bills the grocers can't collect themselves.

(Continued on page 6)

Laws Won.

The following laws have been secured by the efforts of the California Retail Grocers' and Merchants' Association:

1. Permitting the Attachment of the wages of public officials.

2. Making a Wife's Separate Property responsible for family bills for the necessaries of life.

3. Mutual Fire Insurance.

4. Extending life of open book account to four years instead of two.

5. Making the drawing of a worthless check "with intent to defraud" a state's prison offense.

6. A fair guaranty clause in the pure food law.

POINTS TO WATCH.
SEE PAGE ELEVEN

GROCERS TO MAKE PLANS.

Important Meeting Called for Thursday Evening, Sept. 26th.

WILL ELECT NEW OFFICERS

Arrangements Being Perfected to Help Every Man in the Grocery Business

An extremely important meeting of the grocers of San Francisco, will be held on **Thursday evening, Sept. 26th.**

The meeting will be held at **Veteran's Hall, 431 Duboce Ave., at the foot of Fillmore street.**

For the past year, the Associated Retail Grocers have been making splendid efforts for the betterment of the grocery trade and have succeeded in accomplishing much that in the past had been deemed impossible. This progress has been made in the face of great difficulties.

Plan to Help Everybody.

At the meeting on Thursday night, certain definite plans will be laid before the grocers. These plans will, without a doubt, help every man in the grocery business very largely and be of special value to the members of the Associated Retail Grocers.

Every grocer who is interested in getting a fair profit on flour, bottled beer, bread, coal oil and a few more of the leading staples, is invited to attend.

Officers for the ensuing year will be elected and other matters of importance taken up.

A meeting of the Directors of the Associated Retail Grocers was held on Tuesday evening, Sept. 17th, at the offices of the organization 1714 Webster street. The new plans were talked over.

No definite steps were taken, however, as it was deemed wiser to submit the entire matter to the judgment of the members of the organization at their annual meeting.

All grocers of San Francisco are invited to attend this meeting.

Remember the time and place:

TIME: — Thursday evening, Sept. 26th, at 8:30 o'clock.

PLACE:—Veteran's Hall, 431 Duboce Ave., foot of Fillmore st.

PURPOSES: — Election of officers and completion of plans.

LESSONS OF CONVENTION.

(Continued from page 5)

Sixth—Information as to whether persons seeking credit formerly paid their bills.

The Second Step.

With San Francisco thoroughly organized, the next step would be to get the grocers of San Jose, Los Gatos, Santa Clara, Palo Alto and the other cities in that district united in a district organization with a secretary in common, a black list of all the people in that district who do not pay their bills and the ability to count on the help of San Francisco and the other cities of the State in any movement where common help would be of value.

Oakland and Alameda County, with the towns on the East side of San Francisco bay from Oakland to San Jose could then be brought to working together with Oakland as a center.

Next, the cities about Sacramento can be brought into line with that city. Each neighboring community should become a satellite of the Capitol City and, under Secretary Merring's direction and with a largely augmented income, much of value can be accomplished.

Modesto, Lathrop, Lodi and, perhaps Galt and several other towns could be made tributary to Stockton. Secretary O'Connor would find the additional income sufficient to warrant his engaging an assistant for much of the detail work.

Help for the South.

At this juncture, the organizer should be sent to Los Angeles to work under the direction of J. F. Paulding. The work in the South will be similar to that in the north.

Then the creation of new organizations should be taken up. The following cities can, with advantage be made the centers of new organizations: Fresno, Chico, Eureka, Vallejo, Santa Rosa, San Rafael, Santa Cruz, Salinas and Bakersfield.

In other cities, the grocers can be brought together directly through the influence of the State Grocers Ass'n.

All these results depend on two things.

First—San Francisco must be strongly organized.

Second—The **Advocate** must be supported and kept on a good paying basis.

Don't fail to see pages 34 and 35.

"It's better to buy a Hobart than to wish you had."

Ft. Smith Refrigerators.—Save Ice.

RETAIL PRICES ADVANCE.

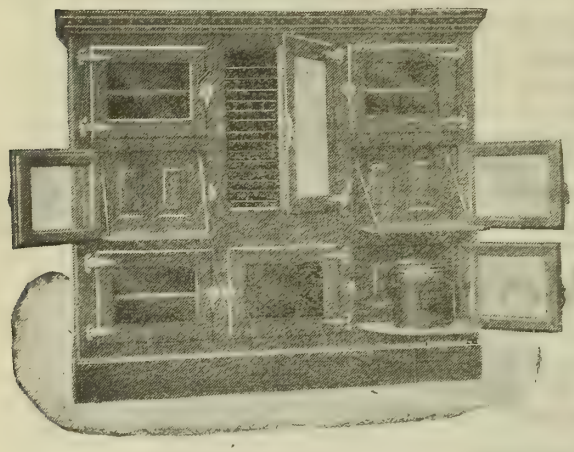
Higher in Every Month of 1906 Than in 1905.

Washington.—The annual investigaeion of the Bureau of Labor into wages and the retail prices of food, the report on which has just been placed in the hands of the printer, shows that in the principal manufacturing and mechanical industries of the country average wages per hour in 1906 were 4.5 per cent higher than in 1905, the regular hours of labor per week were 0.5 per cent lower, and the number of employes in the establishments investigated was 7 per cent greater. The average full-time weekly earnings per employe in 1906 were 3.9 per cent greater than in 1905.

During 1906 wages were increased generally in nearly all industries, 40 of the 41 industries covered by the investigaton showing some increase. The greatest increase was in the manufacture of cotton goods, where the average wages per hous in 1906 were 11.2 per cent higher than in 1905. Briefly stated, two industries showed an increase in hourly wages of more than 10 per cent, seven industries an increase of 5 per cent but less than 10 per cent, and thirty-one industries an increase of less than five per cent. In the industries as a whole, weighted according to importance, the increase in hourly wages was 4.5 per cent.

The fact should be borne in mind that these figures apply only to wage-

FORT SMITH REFRIGERATORS.



STYLE No. 7686

E. Broderick	715 Fillmore St.,	S. F.
Rathjen Co.	Lombard and Fillmore	S. F.
H. Hellberg	Ninth and Bryant	S. F.
McCarthy Bros.	Bush and Baker	S. F.
Kohn Bros	1201 Turk St.	S. F.
F. Stuermer	18th and Danvers St.	S. F.
C. Stelling	29th and Church	S. F.
J. M. Hanley	2300 Sutter	S. F.
Maxwell & Streckenbach	1302 18th St.	S. F.
Fred Pielhop	249 Courtland Ave.	S. F.
Fay Gro. Co.	3rd Ave. and B St.	S F.
J. Vennekohl	1839 Eddy St.	S. F.
Southern Heights Gro. Co	1471 18th St.	S. F.
W. A. Rogers	900 I St., corner 10th Ave.	S. F.
H. Heitman	2248 Misison St.	S. F.
H. Dinslage	3375 Sacramento St.	S. F.
Miller & Lawlor	Guerrero & Clinton Park	S. F.
C. F. W. Miller	239 Brighton Ave., Ingleside	S. F.
J. Straub	101 De Montford Ave., Ingleside,	S. F.
J. Soltaro	Park and Central Ave.	Alameda
Martin Eggers	Fruitvale Av. & Boulevard,	E. Oakland
W. Zeller		Palo Alto

Sonoma Co. Fruit and Produce Co.	Santa Rosa	Drury & Bartholomew — Stockton
C. D. Fontana	Copperopolis	J. Rohrer — Stockton
Rossi Bros.	Stockton	Hall Bros. — Stockton

The Following Well-Known GROCERS are Using the Above Style Refrigerator

We make all Styles and Sizes for the Grocery Trade.

REMEMBER - - - - - - - - - - If We Make It It's Made Right

BECK HARDWARE CO.

SAN FRANCISCO
73-75 Clementina St. Near 2d and Folsom

Phone Temporary 978

LOS ANGELES
47 Central Avenue.

workers in manufacturing and mechanical industries and do not show conditions so far as salaried employes are concerned.

The retail prices of food, weighted according to consumption in representative workingmen's families, were 2.9 per cent higher in 1906 than in 1905. As the advance in wages per hour from 1905 to 1906 was greater than the advance in the retail prices of food, the purchasing power of an hour's wages, as measured by food, was greater in 1906 than in the preceding year. In 1906 the purchasing power of an hour's wages as expended for food was 1.4 per cent greater than in 1905 and the purchasing power of a full week's wages was 1 per cent greater in 1906 than in 1905, or, in other words, an hour's wages in 1906 in the manufacturing and mechanical industries of the United States would purchase 1.4 per cent more food than an hour's wages in 1905, and a full week's wages in 1906 would purchase 1 per cent more food than a full week's wages in 1905.

The price of food was higher in every month of 1906 than in the corresponding month of 1905. The increase over the corresponding month of the preceeding year, which in February, 1906, was only 0.4 per cent, grew steadily greater throughout the year, the price in December, 1906, being 5.1 per cent above that of the preceeding Deecmber. The price in December, 1906, was 4.8 per cent higher than the average for the year 1906, which year showed a higher average than any other year during the seventeen years, 1890 to 1906, covered by the investigation of the Bureau of Labor.

The increase in prices in 1906 over 1905 applied, in unequal degree, to 25 of the 30 articles included in the investigation. The articles which showed the greatest advance in prices are lard, 9.8 per cent; evaporated apples, 9.1 per cent; fresh pork, 8.8 per cent; dry or pickled pork, 8.7 per cent; bacon, 8.4 per cent; ham, 7.3 per cent; while the advance in fresh fish and mutton exceeded 5 per cent. The only articles which showed any material decrease are flour and sugar.

The articles which showed the most marked advance in prices in December, 1906, over December, 1905, are butter, 15 per cent; lard, 13.9 per cent; fresh pork, 12.2 per cent; dr yor pickled pork, 11.9 pe rcent; bacon, 11.1 per cent, and ham, 9.8 per cent. The only articles which showed any marked decline i nprice in December, 1906, from the price in December, 1905, are potatoes, 5.8 per cent, and flour, 4.8 per cent.

As compared with the average for the ten-year period, 1890 to 1899, the average wages per hour in 1906 were 24.2 per cent higher.

BAKING POWDER WAR.

New York.—J. R. Newberry, head of the J. R. Newberry Co., the big Pacific Coast grocery syndicate, is in New York and has made preparations to carry the baking-powder war to the Coast. Mr. Newberry in an interview intimated that there is going to be some fun on the Pacific Coast in the baking powder matter, having placed an order for two cars of an independent brand, and proposes to put up a stiff fight when the material reaches its destination.



The above is the new structure belonging to Mailliard & Schmidell. Their new location is 300 Front Street. This building is typical for its excellent light and ventilation.

Now is the time to run on

HUMBOLDT COUNTY BUTTER

GIVE YOUR CUSTOMERS

ALPHINE OR GOLDEN GLOW

And you will not have to listen to Kicks.

MONOTTI-LARIMER CO.

Phones Park 570 and 571. 707 Grove St., S. F.

GROCERS ACCUSE FOUR FIRMS OF COMBINATION.

District Attorney Investigates Alleged Violation of Cartwright Law.

The district attorney's office is investigating a charge made by Hensley, Merritt & Co., wholesaler grocers, of 25 Oak street, San Francisco, against four jobbing firms of this city of violating the so called Cartwright act passed at the last session of the legislature. The law is to prevent acts in restraint of trade in the state, and is in many respects similar to the federal laws controlling interstate business.

The firm complained to District Attorney Langdon that the four firms in question, by acting in combination, had kept Hensley, Merritt & Co. from obtaining goods from certain eastern dealers, and alleged they had formed a trust for the restraint of local business.

Langdon turned the matter over to his assistant, W. Hoff Cook, who has asked the four jobbing houses accused to explain their actions. The law provides for a fine of not less than $50 nor more than $5,000, or for imprisonment for not less than six months nor more than one year, or both.

PURE FOOD A RELIEF.

"Talk about the grocery trade being antagonistic to Dr. Wiley and the rest of the Pure Food authorities," said a well known jobber the other day; "people don't believe there's a reputable jobber in the country who won't hold up both hands and vote the law an emphatic success. When we get it all running right there will be some pleasure in being a grocer and selling the nation food that is food.

"We had no idea how far away from decency we had drifted in this matter of serving up goods that would sell, rather than goods that were wholesome and entirely suited to health. Manufacturers had evidently been blinding themselves to the real welfare of the consumer in their race to put out the goods that would sell best. They were bleached and colored and artificially flavored and preserved till there was real danger, let alone an nudesirable uncertainty, and we were so engrossed in the commercial side of the question that we entirely forgot the consumer. It was time the Government called a halt, and when we get over the trouble of readjusting things, of packing things as nature made them, of leaving them their natural flavor and color and of telling the truth on the labels there will be some satisfaction in being a grocer."

Albany, Ore.—The Linn Condensed Milk Co. is to establish a $40,000 plant at Albany, Ore. F. W. Miller is president of the company.

ARTHUR DOWNEY, PRESIDENT A. P. BEARDSLEY VICE PRESIDENT J. W. HUTCHINSON SEC'Y AND TREAS. A. P. MURDOCH, GENERAL MANAGER.



Oswego Maize Products Company

General Offices, Oswego, N. Y.

IN THE MANUFACTURE OF OUR STARCH WE USE CLEAR LAKE ONTARIO WATER SUPPLIED BY OUR OWN PUMPING AND FILTRATION PLANT

Oswego, N. Y. Aug. 24, 1907

Mr. Retail Grocer;

Dear Sir:

When you desire to give your trade good Starch why do you not use Murdoch's Oswego Velvet Gloss Starch and Murdoch's Oswego Corn Starch? The price is right, and the quality of the goods equal or superior to any Starch manufactured in the world. Obtainable from all wholesale grocers.

Yours very truly,

Oswego Maize Products Company,

Oswego, N. Y.

ASSOCIATION ROSTER

California Retail Grocers and Merchants' Association.

President, Geo. B. Doyle, San Francisco.
1st Vice-President, F. N. Aubrey, Stockton.
2nd Vice-President, C. A. Mottaz, Los Angeles.
3rd Vice-President, H. E. Jones, San Fran-
3rd Vice-President, H. E. Jones, San Jose.
Treasurer, C. B. Pearson, Stockton.
Secretary, F. B. Connolly, San Francisco.

Directors:

A. A. Jost, Sacramento.
W. C. Longstreth, Los Angeles.
J. R. Newberry, Los Angeles.
J. J. Hughes, Nevada City.
J. F. Limpinsel, Placerville.
L. Warnke, Alameda.
H. K. Duncan, Oakland.
L. R. Eccleston, Fresno.
F. B. Connolly, San Francisco.

Associated Retail Grocers of San Francisco.

President, George B. Doyle.
First Vice-President, James S. Irvine.
Second Vice-President, J. W. King.
Treasurer, John F. Schomer.
Secretary, Frank B. Connolly.
Directors: Joseph A. Stulz, Herbert S. Elliott, Gus Lehrke, P. A. Buckley and B. A. Schmidt

PACIFIC COAST.
Retail Grocers' Association

President.

F. B. Fancher—Sacramento, Cal

First Vice-President.

J. R. Newberry—Los Angeles, Cal

Second Vice-President.

Fred Dresser—Portland, Ore.

Secretary

H. Hauch, Alameda, Cal.

NATIONAL RETAIL GROCERS' ASSOCIATION OF THE UNITED STATES.

President, Charles J. Kramer, Little Rock, Ark.

Vice-President, Simon Clark, Duluth, Minn.

Secretary, John A. Green, Cleveland, Ohio.

Treasurer, Henry W. Schwab, Milwaukee, Wis.

Director. for three years, F. B. Connolly, California.

Director, for one year, A. W. Farlinger, Georgia.

Senior Director, L. F. Padberg, St. Louis, Mo.



Absolutely Pure
A Cream of Tartar Powder, free from alum or phosphatic acid
Makes Home Baking Easy

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

DUST AND FLIES.

Now is the season when the retail grocer might profitably take a few lessons in the containing influence of street dust in food products. It is all very attractive to see edibles piled up in the open window or at the door of the corner grocery, but when one notes a cloud of street dust sweeping down upon them it might be worth while to consider the value of glass and screens and closed doors over grocery displays. Then there are the flies. Here is a Western board of health issuing in its bulletin interesting information of how flies carry disease germs. One of its experts recently captured a fly which had been daintly refreshing itself on a spot of sputum just ejected by a consumptive. He took a culture from the fly's feet, and determined the fact that he had thereby captured no less than 5,000 tuberculosis bacilli. Isn't it time to look after a few of the fly specks?

Bellingham, Wash.—An anonymous letter received here warns all Japanese and Chinese in this city to leave at once. Japanese working at the canneries are armed and say they will resist any attempt to force them out of town. The Chinese, however, will not make a strong stand. E. B. Deming, general manager of the Pacific American Fisheries, says if the Orientals leave the salmon canning industry is doomed, as the Japanese are being persuaded to affiliate with the labor unions.

"Hobart's Shear Cut Burrs are recognized as the standard."

Schilling's Best

is at home wherever grocers are alive to their interests.

California's Best Advertised Product

GHIRARDELLI'S

Chocolates and Cocoa Satisfies Everybody

THE DEALER
Because it Cannot be Sold for Less than a Fair Price:

THE CONSUMER
Because it is always Pure, Fresh and of Full Strength.

In order to protect our Trade Mark and Also Protect the Dealers who Distribute our Goods, we have fixed the following as the minimum prices of the goods listed below: –

CHIRARDELLI'S Ground Chocolate, 1-lb. tins 35c.
" Ground Chocolate, 3-lb tins 90c.
" Cocoa, 1-2 lb. tins - - - 25c.
" Eagle Chocolate, 1-lb. tins - 30c.

(More may be charged when the dealer finds it necessary.)

We sincerely trust that the Retail Trade will appreciate our Good Will and will lend their aid in our efforts to maintain the above prices

D. GHIRARDELLI CO.

M·J·B·Coffee

WHY PACKED IN TINS ONLY?



RED SEAL LYE.

Disinfectant, Water Softener, Cleanser. The Sifting top Can.

P. C. TOMSON & CO., Makers, Philadelphia, Pa.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

PIONTS TO WATCH.

POINTS TO WATCH.

FLOUR.—
As recently predicted in this department Flour advanced 5c per barrel this week.

DOMESTIC JAPAN RICE.—
It is said that the local market will be entirely bare of these goods from October 1st. to Nov. 15th.

CANNED FRUITS.—
The demand is very great and bids fair to exhaust the supply.

CANNED CORN.—
Reports from packing sections presage short deliveries.

MARTIN'S CHEESE.—
Very firm in the East.

CANNED TOMATOES.—
Present prices on 2½-lb standards are low.

SALMON.—
This week's review of the situation should be read carefully.

HAY.—
As soon as the rains begins advances may be looked for.

ADVANCES.—(For new prices see price list.)
Salt.
Cheese.
Walnuts.
Linseed Oil.
Bath Brick.
Texas Japans.
Clothes Lines.
Pacific Codfish.
Russian Caviar.
Feather Dusters.
Murdoch's Starches.
Fancy Carolina Rice.
Bull Durham Tobacco.
Manilla Wrapping Paper.
Tea Garden Drips—all sizes.
Baker's Chocolates and Cocoas.
Ghiradelli's Chocolates and Cocoas.

DECLINES.—(For new prices see price list.)
Twine.
5c. Milks.
China Rice.
Turpentine.
Hawaiian Rice.
Japanese Wax.
Paste—Royal, 2s.
New Holland Herring.
Tomatoes, 2½s. Standards.
Sugar 10 points cane; 20 points beet.

OUT OF STOCK.
Seeded Raisins.
Kodikook Codfish.
Quaker Puffed Rice.

N. B.—Owing to the great amount of detail work attached to the publication of our 104 page edition of Aug. 30th, and our 60 page number of Sept. 13th, dealing with the State Grocers Convention, our market reports have not been as fresh and accurate as we would like to have them. . . We feel sure that our readers will bear with us in this matter, since we have certainly worked hard to produce full and complete reports of the Convention and its doings.

FREE DEALS.

Fairbanks Gold Dust.

With five and a half boxes at 4.65 one-half box free. Size 24x72. With ten boxes at 4.60 one box free. With 25½ boxes at 4.55 two and one-half boxes free. With fifty boxes at 4.55 fiv boxes free. Above deal is good for but a short period.

Malta Vita—One case free with five.

Rex Lye—One case free with five cases.

Rumford Baking Powder—Five per cent discount in five case lots; one case free in ten case lots.

Jello—One case free with each 12 cases. Deal limited to 48 cases. Ice cream powder made by the same company may be assorted with Jello in making up orders.

Parsons Ammonia.—½ case free with 5½ cases, 1 case free with 10 cases.

Cal. Home Brand Catsup.—5 case Lots, $2.25 per doz. and one case free; 10 case Lots, $2.20 per doz. Two cases free 25 case Lots, $2.15 per doz. and 5 cases free; 100 case Lots, $2.00 per doz. and 20 cases free.

Murdoch's Starch—10 case lots assorted or straight at list, one case corn starch free. Crates of sixes count for two cases.

X-Ray Stove Polish—5c size, 3 doz. $1.50 with 6 free; 10c size, 3 doz., $2.50 with 6 free.

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo County

PHOENIX FLOUR

The Whitest **The Best**

Made in Sacramento, Cal.

Up=to=date Machinery

Modern Ideas Coupled with the Thirty Years Experience at the same Location Has Taught Us What Kind Of Wheat To Blend.

RESULT: = PERFECTION

Agencies at Oakland, Eureka, Placerville, Red Bluff and Reno.

PHŒNIX MILLING CO. Sacramento, Cal.

B. E. BRYAN, Oakland Agent, 17th and Wood Sts.
Phone Oakland 8254

Folger's Golden Gate Spices



Good spices help win the favor of Lady customers. **Foiger's Golden Gate Spices** will aid any high grade grocer in building up his Spice trade among housewives who demand the best. Summer or winter they are always the same. Ask our salesman the next time he calls, or write us, for quality discounts.

J. A. FOLGER & CO., San Francisco.

Specialists in High Grade Goods.

Bromangelon—One dozen free with each gross ordered. No free goods with orders for less than one gross.

Frazier's Axle Grease.—One case free with ten

SUGAR.

On Sept, 11th, the refiners issued their cards, dropping the price 10c. on Cane sugar and 20 points on Beet. The correct price will be found in our list in the usual place.

New York, Sept. 12.—Willett and Gray report:

The week.—Raws: Advanced .03c. Refined: Unchanged. Net cash quotations this date are: Molasses, 3.09c.; Centrifugals, 3.95c.; Granulated, 4.65c.

Raws.—In consequence of weakness which developed in the European markets during the week under review, there developed a desire to sell by the holders of Surinam, Porto Rico and Cuba sugars.

Louisiana crops conditions continue favorable, and the prospects of turning out the largest crop in the history of Louisiana are improving. The largest crop on record was the one of 1904-05 when the crop outturned 335,000 tons.

The general situation looks steady and firm, with the question of improvement now in abeyance and depending largely on the course of European markets.

Refined.—In California where the domestic beet crop is in full progress there is noted a decline of 10c. per 100 lbs, for cane refined with 20c. per lb. differential on beet refined. The quotations being for cane 5.10c. per lb. net and for beet 4.90c. per lb. net cash. This price for beet refined shows a handsome profit on cost of manufacturer.

The outlook is for a steady refined market, with contracts sale from decline.

COFFEE.

New York, Sept. 12.—Willett & Gray report:

The receipts at Rio and Santos so far this crop are about 500,000 bags less than they were at this time two years ago in the crop that gave a total of 10¼ million bags.

The Coffee trade is holding off, in fact, the interior is buying only the minimum possible to get along with, and as they have followed this practice a very long time they have thus been laying the foundation of thoroughly sound conditions by which the position of the current crop must be judged, and quite a time must elapse before anything postive is known as to the now-growing crop. The trade will only accept or believe that which is in conformity with its wishes, even the advice so far indicate the possibilities of another small crop.

Desirable goods have been in demand and sold at full prices regardless of the occasional reactions in futures.

Visible supply of world, in bags, Sept. 1, 1907, 16,004,313; Aug. 1, 1907, 16,075,812; Sept 1, 1906, 10,756,653.

Stock U. S. all in bags, Sept. 1, 1907, 3,862,690; Aug. 1, 1907, 3,933,190; Sept. 1, 1906, 3,190,701.

Stock Brazils in New York, Sept. 11, 3,564,463 bags. Total Brazils in the United States, 3,650,166 bags. Total in U. S., other kinds, Sept. 9, 287,334 bags. Deliveries of Brazils for the week ending Sept. 7, 80,982 bags, against 62,082 bags last year. Receipts of Brazils for week ending Sept. 11, 180,679.

RICE.

M. Phillips & Co., report under date of Sept. 17:

"The market remains very firm and we look for same to be entirely bare of Domestic Japans from Oct. 1st. to Nov. 15th.

"A new feature is the Unpolished Japan rice grown from Imported Seed in the Hawaiian Islands. This will help to fill up the assortment of Japan grades until new crop arrives. There is only a limited quantity however and we therefore do not expect the supply to be equal to the demand during the next six weeks.

"New Crop Fancy Heads are still firm. The market has not shown any signs of weakening up to the present time.

"Several mills have started operations and have put a few lots on the market but will not sell unless they obtain full prices."

New York, Sept. 10th.—Dan Talmage's Son's report:

Good demand has prevailed during the week. Prices are well sustained in sympathy with conditions at the South.

Advices from the South note quiet market on the Atlantic Coast. Reports from the growing crop are favorable and harvest is now the most important feature. At New Orleans, market is strong with active demand. Recepits of Rough are light and turn-out of Mills sold daily. High class parcels are being taken at advanced figures, and on account of high prices exacted, the trade in many instances have turned their attention to the lower grades, which being in more request have shared in the advance. In the Interior-Southwest Louisiana and Texas some few parcels of New are being offered, and quickly taken at prices trifle above the parity of New Orleans.

New Orleans, L. A., Sept. 7.—Siewerd Milling Co., Ltd. report:

"The Week's Rice Market closses active and Strong, and largely oversold at an advance of a full quarter of a cent. Trade in general buying freely, and with great confidence. Recepits of Rough Rice falling off rapidly: Supply of Raw Material not sufficient to run Mills on half capacity."

DRIED FRUIT.

Taken as a whole, the market in this time is in a peculiar condition. Heavy buying is not the rule, but regardless of this fact the market shows a strengthening tendency now that the status of the commodity has been settled by the Government authorities.

PRUNES.

We have been predicting right along a strong market on prunes and as each week rolls around, our judgment is proven to be correct. There is a gen-

BANKING INSTITUTIONS.

LOCARNO PARIS NEW YORK SAN FRANCISCO

Swiss American Bank

Of Locarno, Switzerland

San Francisco, Main Office 1452 Fillmore St.

CAPITAL $600,000

Branch 622 Montgomery St

SURPLUS AND UNDIVIDED PROFITS, $220,000

TOTAL ASSETS, $5,500,000

San Francisco Officers

HENRY BRUNNER, President. ALFRED MONOTTI, 2nd Vice-Pres.
T. C. TOGNAZZINI, 1st Vice-Pres. A. A. MICHELETTI, Manager.
OTTO OTTESEN, Asst. Cashier.

ACCOUNTS OF BANKS, FIRMS AND INDIVIDUALS RESPECTFULLY SOLICITED

RICE

Buy Right Direct from the Mills
Save Jobbers Profits

Largest ExclusiveRice Dealers on the Coast

NEW ORLEANS RICE MILLING CO., 104 Front St., San Francisco
Samples Mailed on Request

eral confidence in the fruit, with a wide spread feeling that even higher quotations than those quoted to-day, will be obtained as the season progresses. No mistake will be made in buying prunes at this time.

San Jose.—From appearances the new crop of prunes is going to fall considerably short of the estimates. Competent judges, put the yield now in to about 20 to 25 million pounds for the Santa Clara Valley, and it is fully expected that deliveries will fall short about 25 per cent, and in some instances where farmers have finished bringing in their green prunes they have failed as far as 50 per cent short.

"Regarding quality," one writer says "the prunes we have dried ourselves so far are large and excellent, and if the present cold and unfavorable weather gives place to warm and genial sunshine we should have a lot of as fine prunes as could be harvested. There are no offerings being made at all by growers, although we know that the principal packers on the Coast are in the market and are offering 5c. sack basis.

"There is absolutely no doubt in the writer's mind that owing to the extreme shortage in Santa Claras this year, and the short sellers who are trying to cover, that Santa Clara prunes will command before January 1st a 6c sack basis. In other words, it appears that there are not enough to go around, and you need have no hesitancy in advising the trade to come in out of the wet immediately at prevailing quotations.

"Our unsold stock is limited, and the few remaining prunes in the grower's hands are held all the way from 5c to 5½c. sack basis. From all reports the holdings in the grower's hands to-day do not exceed 10 per cent of the total crop."

RAISINS.

If any particular change can be said to have taken place during the past week, it would be towards a firmer condition of the market.

Fresno mail advices say that reports from the vineyards indicate that the raisin crop is ripening in fine shape. The berries are filling out better than last season, and it is predicted by some of the packers that there will be a substantial gain in weight this year. It is probable that the quantity of green grapes required to make a pound raisins this year will be one-half pound less than last year. The absence of extreme heat this season has been of great advantage to the crop. Instead of lessening the sugar in the grape, the weather has been favorable to the development of the berry in its natural and best form, without drying or other ill effects.

FIGS.

Prospects are becoming brighter for a good pack of California figs this season, according to late Fresno advices. During the recent spell of cool weather the fruit ceased to drop almost entirely, and it began to look as if the crop would be too small to furnish an average pack. Now, the stuff is coming in better and there is no reason why the pack should not run above the normal. The increased acreage every year is a factor to be seriously considered in the fig question, as it is always very appreciable in its effects. A fig packer is quoted as saying that in case the weather holds good for one week the crop will be very large. A big block of the figs was held over from last year by most of the concerns and this will help to increase the size of the pack which will be put out.

EVAPORATED APPLES.

This variety of fruit is extremely firm and quotations are on the advance with no prospects of relief.

WALNUTS.

The principal California walnut associations abandoned their intention to make opening prices on the 15th, and will wait until the 23d or 25th. It is generally expected that the opening figures will be on the basis of 15c f. o. b. for No. 1 soft shell.

ALMONDS.

Antioch.—Almonds are begining to come in and prices at present seem to indicate a good demand for the nuts. While not many lots have been purchased as yet, still those who have sold realized good returns, the average price paid so far being 15c per pound, according to quality. M. H. Jacobs of this place made his first shipment this week, and states that so far the nuts are of a good quality and from now on they will come in more rapidly.

HONEY.

Riverside.—L. Bamberger has just come from his ranch at Winchester and reports the honey crop to be a surprise when compared with the former reports sent out. The bees have stored more honey the past week than

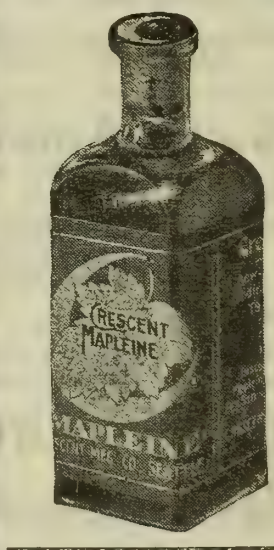
Some One Has Said

"Discount is the Mother of Progress and the Ideal is its Bacon Light."

ARE YOU DISCONTENTED with the progress of your business MY GROCER FRIEND? If you are, order a case of

"MAPLEINE"

It is THE IDEAL maple flavoring and will act as a BACON LIGHT of trade for you.



MAPLEINE

is a pure vegetable extract made from roots and herbs. It has even a more delicate flavor than maple and is unsurpassed for flavoring bon, bons, cakes, dessert, ices, etc.- and makes a syrup better than maple at a cost of 59½ cents.

JOHN H. SPOHN, Agt.,
50-51 Clay Street.
San Francisco, Cal.

Crescent Mfg. Co., Mfgrs., **Seattle, Wash.**

in all the year preceding and if this warm weather continues the coming week will equal it. The honey is a splendid quality and selling higher than for many years.

CANNED FRUITS.

The demand in this line is proving greater than the supply and there is nothing to prevent continuous advances until the pack of 1908 becomes available. The peach crop throughout the eastern states is extremely short, thereby increasing the demand for California packed goods. The grocer who stocks up on this line of goods for the next 8 or 10 months's requirements, will make some money.

CANNED CORN.

Advices received from the east with respect to the condition of canning crops generally, are of a disquieting nature and are supported either by the withdrawal of offers by packers or a display of reluctance by them to book further orders for futures delivery until they can get a better idea of how they will stand in the matter of deliveries on contracts already in hand. This condition of affairs applies to **corn** with particular emphasis, not only with respect to Standard Western corn. but the Maine pack as well. Up to the middle of last month, the latter crop promised to be one of the biggest packs ever made, but the dry, cool weather experienced there recently has had a very serious effect, because of the fact that the ears have not filled properly. This time last last year, the bulk of the Maine crop was in cans, but so far this year no packing has been done. In the judgment of some authorities, a pack of 80 per cent is the most that can be counted on. Even worse reports come from New York and Maryland and the Middle Western corn packing states.

CANNED STRING BEANS.

String beans were packed by a larger number of canners this year than ever before, according to Chicago advices, but the output of this article, too, seems to have been swallowed up in the demand which has increased—a result of the general prosperity—for everything in cans.

MARTIN'S CHEESE.

According to advices received from eastern sources, Martin's Cheese shows quite a degree of firmness there. This condition will very soon reflect itself in this market.

CANNED TOMATOES.

Canneries in the various parts of the State, are now operating full time on this vegetable, but none of them are making quotations. Some deliveries have been made and the local market is low at $1.00 per dozen on 2½ lb. standards. If the rains come early this year, the season will be cut short and present prices will suffer an advance. From all that we can glean, the present price on 2½ pound goods is low and should be taken advantage of.

BEANS.

The market in this line is inactive. owing to the unwillingness of operators to make purchases until they can better forsee what the growing crop will amount to. There seems to be a well defined belief that Pinks will harvest a light crop, but so far as other varities are concerned, there seems to be little in the way of prediction.

Stockton.—The local bean buyers agree that 600 acres are in beans in this county this season and that the yield will be over 150,000 bags. Last season there were 9000 acres in beans in this county and the total yield was 138,000 bags. The average yield per acre throughout the county was about 15 bags. Much of the island will yield from 35 to 40 bags to the acre this season.

FISH, ETC.

New York, Sept. 13.—Strohmeyer & Arpe Co., report:

Herrings.—The demand has improved all around.

Holland Herrings.—Although firmer in Holland are cheaper.

Scotch Herrings.—Are firmly held.

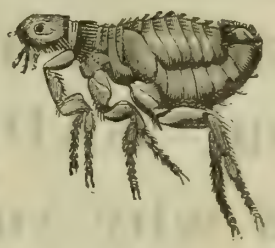
J. H. Newbauer & Co.

Importers and Wholesale Grocers

430-432 Fifth Street

Phone Temporary 3680

San Francisco California



The Eureka Insect Exterminator

is a preparation of eight different drugs and is so well compounded that it actually destroys insects, yet it is harmless to the human.

It kills Fleas, Flies, Ants, Moths, Bedbugs, Roaches, Lice, Mosquitos, Etc.

Price list, page 28.

For Sale by the Wholesale Drug and Grocery Trade
JOSEPH FUSCH, Manufacturer.

1797 Bray Ave.
Fruitvale, Cal.

Phone Merritt 2962

BAY CITY MILLS

GROCERS!

TRY OUR PATENT (Extra Family) ROLLER FLOUR
YOUR CUSTOMERS WILL THANK YOU.



Bay City Flour Mills, First and Clay Sts., Oakland

and in good demand. Large Fulls are scarce.

New Norway Fat Herrings.—First shipments are now on the way, and due here about the end of the month

Mackerel.—Prices rule high again and large fish are scarce.

Irish Mackerel.—In good demand and slightly higher than last week.

Imported Oil Sardines.—No change. No catch in France and none in Portugal. Imported Sardines of all kinds are very scarce and almost unobtainable.

Sprats.—No arrivals. Good demand and stocks are getting low.

Norway Smoked Sardines.—Catch has not improved, and there will be a shortage of this commodity this season.

Olive Oil.—Fine grades scarce and higher, and no chance of lower prices in the very future.

Griffith-Durney Co., (Brokers's selling to jobbers only) report under date of Sept. 12th.:

SALMON.

We think that every wholesale grocer, as well as every canned goods broker in the United States will admit that this has been a year of "whirls." We opened prices on Asparagus and sold the entire pack in less than twenty-four hours. We opened prices on Tomatoes, and the entire California pack, consisting of probably 800,000 cases was sold in less than two days. In less than a week after opening prices on fruits, the entire estimated pack of about 2,-500,00 cases was sold. While, therefore, we have had some experience in "whirls" we were not prepared for the salmon "whirl". It was the swiftest and most exciting "whirl" we ever experienced. The total pack of Alaska Red Salmon, which is estimated to be 1,500,000 cases, was sold out in less than thirty-six hours. We probably declined as many orders as we accepted, and we believe that a great many dealers, who refused to place their orders subject to approval of opening price have not been able to secure the quantity of Red fish they will need.

"Now, there is no Alaska Red salmon unsold in first hands; there are no Columbia River Chinooks to be had at any price; there are no Sockeye Talls, very few Sockeye Flats, and but a limited quantity of Sockeye Halves. We think Medium Red Salmon, (both Alaska and Puget Sound), has been practically sold up, and there will, therefore, be practically no salmon to offer between now and next season of any consequence except Pink fish. We are satisfied that the majority of the Alaska packers who put up Pink Salmon have sold the bulk, if not all of their pack, and that the surplus of Pink fish now unsold consists of Puget Sound Humpbacks, of which there has been a large pack.

"There still continues to be tremendous demand for Chums, but until we know that who have packed sufficient to fill orders already booked, we do not think it wise to enter more orders for this fish."

HAY.

Somers & Co., report under date of Sept. 17.:

"The market here shows no new or interesting features. The receivers of Hay are maintaining prices at a very fair range, considering conditions. At no time have prices been on a ruinous basis for producers, but it is generally conceded that as soon as the rains set in there will be a marked advance on practically all grades of Hay on this market.

"We give present quotations as follows:

Choice Wheat Hay	$18.00 to 20.00
Good Wheat Hay	16.00 to 17.50
Other grades same	11.00 to 15.00
Wheat & Oat	11.00 to 16.00
Tame Oat	11.00 to 15.50
Wild Oat	9.50 to 12.50
Stock Hay	7.50 to 9.00
Alfalfa	9.00 to 13.00
Straw, per bale	.45 to .85

PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but SAPOLIO goes on steadily. That is why you should stock

HAND SAPOLIO

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Wholesale Price List.

EACH DEPARTMENT OF OUR PRICE LIST IS CHECKED UP AND CORRECTED EVERY WEDNESDAY BY M. J. BRANDENSTEIN & CO., A. SCHILLING & CO., J. A. FOLGER & CO., SUSSMMAN, WORMSER & CO., J. H. NEWBAUER & CO., GUGGENHIME & CO., TILLMANN & BENDEL, WELLMAN, PECK & CO., CUDAHY & CO., WIELAND BROS., ROETHLISBERGER & GRASSOFF, WILLIAM CLUFF CO., WHITTIER-COBURN CO., W. P. FULLER & CO., STANDARD OIL CO., HOOPER & JENNINGS, M. PHILLIPS & CO., PACIFIC COAST BISCUIT CO., PACIFIC VINEGAR & PICKLE WORKS, HEYMAN-WEILL CO., AND SCHWABACHER-FREY CO., EACH FIRM TAKING THE DEPARTMENTS ASSIGNED, AS LIST INDICATES.

No claim is made that this Price List contains an ironclad schedule of rates—good for a week. No such schedule could be obtained, even on actual cash sales. These prices are solicited for publication, and represent, at the time of going to press, the average prices demanded by the general run of jobbing houses for average amounts of goods on average conditions of purchase. Persons with cash, or undoubted credit, always get special low rates.

Subscribers will confer a favor by pointing out to us any particular error or omission.

	COL.
Abalones	17
Ammonia, Laundry	25
Anchovies	17
Asparagus	10
Ax Handles	46
Axle Grease	42
Bacon	11
Bar Sugar	3
Barrel Covers	53
Baked Beans	11
Baking Powder	19
Bags (paper)	42
Barley, Pearl	23-24
Baskets	46
Bath Brick	42
Beans, Canned	10
Beef, Barreled	12
Beef, Extracts	32
Benzine	29
Binder Twine	46
Blacking, Shoe	45
Bloaters	15
Bluestone	42
Bluing	25
Borax	25
Boullon Capsules	32
Bowls	46
Brooms	46
Breakfast Foods	21-24
Brushes	46
Butter Ladles	53
Canles	42
Candles	41
Canned Fish	17
Canned Fruits	5-6-7-8
Canned Meats	13-14
Canned Soups	40
Canned Vegetables	10
Can Openers	47
Capers	32
Castle Soap	28
Castor Oil	29
Catsups (bulk)	39-40
Caviar, Russian	14
Cereal Coffee	34
Cereal Laxative	44
Cereals	21-22-23-24
Cheese, for & dom	14
Cheroots	49
Cheese Safes	47
Cigarette Papers	50
Chewing Gum	31
Chicory	1
Chimneys	48
Chloride of Lime	25
Chocolate	33
Chutney	34
Cider	34
Cigarettes	51
Citron	36
Clam & Clam Juice	17
Clam chowder	18
Clothes Lines	47
Clothes Line Pulleys	47
Clothes Pins	47
Coal Oil	29
Cocoa	33
Cocoanut	34
Codfish	15
Coffees	1
Coffee Extracts	1
Condensed Milk	34
Condiments	37-40
Corks	47
Cordage	43
Corn, Canned	11
Corn Starch	29
Cottolene	34
Crackers	31
Cream of Tartar	20
Currants	5
Cuttle Bone	44
Demijohn	47
Dishes, Wooden	53
Door Mats	47
Dried Fruits	5
Drops and Lumps	31
Dry Paints	30
Dust Pans	47
Dusters	47
Eels	17
Egg Food	43
Egg Beaters	53
Envelopes	55
Evaporated Milk	34
Extracts, Beef	32
Extracts, Flavoring	19-20
Extracts, Syrups	4
Farin. Goods	21-22-23-24
Figs	5
Fine Cut Tobacco	49
Fish and Cheese	14
Fish (canned)	17
Fish, Smoked	16
Fish, Potted	16
Flavoring Extracts	19-20
Flour	21
Fly Paper	43
French Mustard (bulk)	41
Fruits, canned	5-6-7-8
Fruits, dried	5
Fruit Wax & Strings	46
Fruit Jars	43
Faucets	47
Fruit Jar Caps	43
Fruit Jar Rubbers	43
Gasolene	29
Gelatine	35
Ginger, preserved	35
Glue	43
Gum, Chewing	31
Ham	11
Herring	16
High Grade Smoking Tobacco	49
Honey	8
Hops	35
Horseradish	41
Ink	55
Insect Powder	44
Ironing Boards	47
Jams	7-8
Jars	43
Jellies	9-10
Lantern Globes	48
Lamp Burners	48
Lamp Chimneys	48
Lamp Wicks	48
Laundry Starch	28
Lard	12
Laundry Materials	25
Laundry Starch	29
Lard Oil	29
Lead Pencils	56
Lemon Squeezers	48
Lemon Sugar	35
Lime Juice	35
Linseed Oil	29
Liquid Bluing	25
Lobsters, canned	18
Lozenges	30
Lubricating Oil	29
Lye	26
Macaroni	24
Mackerel (salt)	15
Mackerel, tins	17
Maple Sugar	4
Maple Syrup	3
Matches	44
Meals	21-22-23-24
Meats (canned)	13-14
Milk (condensed)	34
Mince Meat	8
Mixed Candy	30
Molasses	2-3
Mops and Handles	48
Mouse Traps	53
Mushes	21-22-23-24
Mushrooms	36
Mustard (dry)	18
Mustard (bulk)	41
Neatsfoot Oil	29
Nest Eggs	54
Nuts	7
Oil Cans	54
Oils	29
Olives	35
Olive Oil	36
Oysters	18
Pails	48
Paints, Dry	30
Paper Bags	42
Paper, Shelf	48
Paper, Toilet	44
Paper, Wrapping	44
Paprika	18
Paraffine Candles	42
Pastes	24
Peanut Butter	36
Peas (canned)	11
Peels	36
Pens, Steel	56
Pencils	56
Pepper	19
Pepper Sauce	41
Pickles	37-38-39-40
Pigs' Feet	12
Pineapples (canned)	9
Plug Tobacco	50
Plum Pudding	36
Polish, Metal	45
Polish, Shoe	44
Polish, Stove	44
Pork and Beans	9
Pork, Barreled	11
Potato Mashers	54
Potted Fish	16
Preserves	9-10
Provisions	11
Prunes	6
Raisins	6
Relishes	39-40
Rice	24-25
Rollign Pins	54
Rope	43
Sago	24
Salad Oil	39
Salad Dressing	36
Saleratus	20
Salmon (salt)	16
Salmon (canned)	17
Salsoda	26
Salt	40
Sardines	17
Salt Fish	15
Salt Meats	11
Saratoga Chips	39
Sauces	41
Sauces (bulk)	39-40
Sauerkraut	42
Seeds	45
Steel Pens	56
Sheep Dip	45
Shelf Paper	48
Shell Fish	17
Shie Dressing	45
Shoe Brushes	47
Shrimps	18
Smoked Fish	16
Smoking Tobacco	49
Snuff	52
Soda and Saleratus	20
Soap, scouring	28
Soups	40
Spices	19-20
Spittons	54
Spoons, Wood	54
Sprats	17
Starch	28
Stationery	54
Stick Candy	30
Stogies	50
Stove Polish	44
Sugar	2
Sugar, Maple	4
Syrup	3
Syrup, Extracts	4
Tacks	54
Tapers, Gas	54
Tapioca	24
Teas	1
Tabacco	49
Tobasco Sauce	41
Tomatoes	11
Tomato Catsup (bulk)	37-40
Tooth Picks	54
Traps	54
Truffles	41
Tubs	48
Turpentine	29
Twine	46
Twine Holders	54
Twist Tobacco	50
Vegetables (canned)	9
Vermicelli	24
Vinegar	37-38
Washboards	48
Washing Powder	28
Wax	46
Wax Strings	46
Whips	54
White Lead	30
Wicking	48
Willow Ware, etc	46
Window Screen	54
Wringers	48
Writing Paper	55
Wooden Ware, etc	46
Yeast Cakes	41

Department 1

COFFEE, CHICORY, ETC.

This Dept. is corrected by M. J. Brandenstein & Co.; A. Schilling & Co.; J. A. Folger & Co.

Green Coffee.

	In bags	In drums
Mocha, Gen. Arabian	23	25
No. 2	21	23
No. 3		
Mocha Liverato	23	....
" Aden	21	....
Kona (Hawaiian)	12	16
Mexican	12	18
Java, Common	15	18
Java, brown pln'tion	20	25
Java Mandheling	26	....
" Kroe	17	....
Caracol, prime w'shd	13	16
Caracol, ordinary	12	13
Guatemala Prime	15	..
" Choice	14¼	..
" Good	12½	..
Costa Rica Prime	13	..
" Choice(La G'nd)	13	..
" Good	11¾	..
Salvador Washed	13	..
" Unwashed	11½	..
Caracola Guatemala	15	..
" Salvador	13½	..

Roast Coffee.

Salvador	15	20
Java	24	31
Mocha Aden	27	31
Prme w'shd. C.A.blnds	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	13
Java Fncy Mndheling	33¼	33¾
" Kroe	25¾	26¼
Mocha Liverato	31¼	31¾
" J. S.	25¼	31¾
Java & Mocha Fancy	32¼	32¾
" No. 2	25½	26
Guatemala No. 1	19	18½
" No. 2	16¾	16¼
Costa Rica No. 1	17¾	18¼
" No. 2	17	18¼
" No. 2	17	17½
" No. 3	15½	16
Kona Fancy	20¼	20¾
" No. 1	16¼	16¾

Private Brands.

Lion, 100-lb

Hills Bros. Arabian Roast .26

Arbuckle's 100-lb. 17.37½

"M. J. B."

"M.J.B.," 60 1's in case.. .28

"M.J.B.," 30 2's in case.... .27

"M.J.B.," 24 3's in case.... .25

Schilling's Best Coffee.

In 1-lb cartons, in 25, 50 or 100-lb cases. Can be assorted as required.

5-star ..	36¼	1-star ...	18¾
4-star ..	29¼	2-star ...	32¼
3-star ..	25¾		

Folger's Golden Gate Coffee.

100 or 60. 1-lb tins	31
50 or 30 2-lb tins	30
40 or 30. 2½-lb tins	30
20 or 12. 5-lb tins	30

Never sold in bulk

Chicory.

California	05¼
Belgian No. 2	07
Belgian, No. 1	07¼

Coffee Extracts.

Bulk, per lb	.07
Vienna, ¼'s, 10-lb. bx	.25
Vienna, 1's, 10-lb. bx	.25
Ackermann's, ½-gross bxs.	
gross	4 00

1

Department 2

This Dept. is corrected by M. J. Brandenstein & Co., A. Schilling & Co., J. A. Folger & Co.

Japan.

TEAS.

(Panfired, Sundried or Basket-fired.)		
Extra Fancy	56	74
Fancy	44	55
Choicest	39	43
Choice	34	38
Fine	28	35
Fair	25	30

Green China

(Gunpowder Imperial or Young Hyson)		
Extra Fancy	56	76
Fancy	38	46
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	58	$1 50
Fancy	50	57
Choicest	36	48
Extra Choice	33	35
Fine	27	32
Fair	22	26

Ceylon and India.

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 4-oz, Cartoons. Never in bulk)

Japan, per lb	$0.45
do. 1 crown	.90
do. 2 crown	1.80
English Breakfast	.45
do. 1 crown	.90
do. 2 crown	1.80
Ceylon	.45
do. 1 crown	.90
do, 2 crown	1.80
Oolong	.45
do, 1 crown	.90
do, 2 crown	1.80

TREE TEA.

(Full weights only.)
Packed in 1 lb. and ½ lb. cartons.

Japan	37½	E. B Congou	37½
Oolong	50	Gunpowder	45
Ceylon	37½	Or'ntal Blnd.	37½

Folger's Golden Gate Tea.

	6-oz.	8-oz.	12-oz.	16-oz.	5-lbs.
Japan	43	42	41½	41	41
English Breakfast	43	42	41½	41	41
Ceylon	46	45	43½	44	44
Oolong	48	47	46½	46	46
Gunpowder	46	45	44½	44	44
Black and Green	43	42	41½	41	41

2

Department 3.

This Dept. is corrected by Sussman, Wormser & Co., J. H. Newbauer & Co.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c; half barrels, 25c; boxes, 50c; 50-lb. bags, 10c.

Standard Granulated.

Fine, Fruit or Coarse	5.35
Beet Granulated	5.15
Confectioners' A	5.35
Cube	5.60
Cubes (A) Crushed	5.60
Powdered	5.45
Candy Granulated	5.45
Magnolia A	4.95
Extra C	4.85
Golden C	4.75
"D" Sugar	4.65
H. & E. Crystal Dominos	8.75

California & Hawaiian Sugar Refining Co. Additional per 100 lbs: In bbls. and 50-lb bags, 10c more; half bbls. 25c more; boxes 50c more; for all grades:

Granulated Basis	5.35
Bar	5.70
Powdered	5.45
(A) Crushed	5.60
Berry	5.35
Extra Fine Granulated	5.35

3

Coarse Dry Granulated	5.35
Confectioners' (A)	5.35
Confectioners' Crystal	5.45
Cubes	5.60
Bricks	5.60
XXX Granulated (100-lb bags only)	5.15
Excelsior (A)	4.95
Extra (B)	4.85
Golden (C)	4.95
Yellow (D)	4.65

C. and H. "Higrade" Bar.

In 100-lb sacks	$5.55
30-lb. boxes	6.05
10-lb. tins, 10 in case	7.90
35-lb. tins	7.25
40-lb. tins	7.25
Barrels	5.65
Half barrels	5.80

Long's Peerless XXXXXX

Do. bbls	6.85
Do. ½ bbls	7.10
Do. 4-lb. tins, cases	8.40
Do. 35-lb. tins, 10 in case	8.40
Do. 10-lb. tins, 10 in case	9.05
Do. 8-lb. tins, 8 in case	9.05
Do. 30-lb. boxes	7.70
For Bakers' and Confections' Use.	
Barrels	$6.25
Half bbls	6.50
Boxes, 30 lbs. each	7.10

MAPLE SYRUP.
"Old Manse."

Gal. tins, ½ dz to case, dz	$14.00
¼ Gal tins, 1 dz to case, dz	7.50
Quart tins, 2 dz to case, dz	4.25
Pint tins, 4 dz to case, dz	2.50
Jacket Cans, bulk, per gal	1.00
Glass Qts, 1 dz to case, dz	4.50
Glass Pts, 2 dz to case, dz	2.75

4

Log Cabin Maple Syrup.

Gallons, per doz	$15.00
Cans	
Half-gals, per doz	8.00
Quarts, per doz	4.50
Pints, per doz	2.60
Bottles	
Quarts, per doz	4.75
Pints, per doz	3.00
Jackets, per gal	1.10

Log Cabin Pen-O-Che Syrup.

Cans	
Gallons, per doz	$12.00
Half-Gals., per doz	6.50
Quarts, per doz	3.75
Pints, per doz	2.25
Bottles	
Quarts, per doz	4.00
Pints, per doz	2.50
Jackets, per gal	.85

MAPLE SUGAR.

Toboggan Brand Maple Sugar.

30 1-lb blocks (cases)	$4.50
60 ½-lb blocks (cases)	4.80

Maltese Cross Brand Maple Sugar.

Ass't'd ¼s, ½s, 1s, per case.	$3.00
Scalloped Cakes, 100 to case.	2.85

Syrup Extracts.



2 oz, doz	3.00	16 oz, doz	18.00
4 oz, doz	5.25	32 oz, doz	36.00
8 oz, doz	9.75	Gals, each	11.00

Crescent Oil of Mapleine.

1-oz., doz	2.70	2-oz., doz	4.75
8-oz.,	15.00	4-oz., doz	8.25
16 oz, doz	27.00	32 oz, doz	48.00
Gals, each	15.00		

Hardesty's Maple Extract.

1 oz, doz	$1.10	2 oz, doz	1.75

Syrup and Molasses list withheld pending changes

5

Department 4.

DRIED FRUITS, NUTS AND HONEY.

This Dept. is corrected by Guggenhime & Co., Tillmann & Bendel.

(Add ¼c for 50-lb. boxes and ½c for 25-lb boxes).

Apples (crop 1907.)

Sundried, sacks 7
Evap. Fancy, 50-lb boxes.... 9½
Evap. ex. choice, 50-lb box.. 9
Evap. choice, 50-lb box..... 8½

Apricots.

1907 Crop

Choice Sacks 22
Fancy Sacks 23
Fancy, 25-lb. boxes..... 25

Blackberries.

In boxes, per lb.....none

Cherries.

Pitted, in boxes, per lb.....35
Unpitted, in boxes, per lb.12½

Currants.

In bbls 09½
Recleaned, in bbls.....10½
Recleaned, 25-lb boxes.....11¼
Recleaned, 50-lb boxes.....11
Recleaned, 1-lb carts.....11¾
Recleaned, 12-oz carts..... 10¾

Dates.

Fard, 14-lb, per lb.....11
Persian, 65-lb case.....07

FIGS (California)

Black, sacks 04½
Black, 25-lb boxes, per box..1.25
White, bags 04½
White, 10 1-lb. brks., pr box 65 90
White, 50-½s 2.00

FIGS (Imp. Smyrna.)

box ..... .90
Choice. 5-lb. bx., per lb....16

6

Nectarines.

1907 Crop

White 16
Red 16

Peaches.

Choice, sks..11| Fancy, sks..12½
Ex Ch'ce,sks11½

Pears.

Choice, ¼s, in sacks.....10½
Ex. choice, ½s, in sacks.....10
Fancy, ½s, in sacks.....13

Plums.

Unpitted ... Pitted,black.11
Pitted, blchd11½100s-110s ..

Prunes.

	Sks.	bx. 25-lb.
30-40s	8¾	9¼
40-50s	7¼	7½
50-60s	6	6½
60-70s	5½	6
80-90s	5	5½
90-100s	4¼	5
in cases of 125-lb tins		..
in cases of 12 5-lb tins		..

Raisins.

	Box	½s	¼s	50lb.
6 Cr. Layers	3.50	2.75	....	....
5 Cr. Layers	3.00	3.25	3.50	....
4 Cr. Layers			1.90	
3 Cr. Layers			2.00	
2 Cr. Layers			2.25	
4 Cr. Loose			.10½	
3 Cr. Loose			.10	
2 Cr. Loose			.09½	

Fancy Clusters, 1-lb cart per doz .....
Fancy Clusters, 5-lb cart per case .....
Unblchd Sultanas, 50-lb.... 8
Thompson's bleached Sult. seedless, 50-lb 11
Bleached Sult., sdlss..... 9
Seedless Muscatels, 50-lb cases 7¾

7

R. R., 36 16s 10½
Blue Bell, 50 1s (seeded)....10¾
Seeded, 12 oz. cartons.....10½
Seeded, 12 oz cart..... 9
Seeded, bulk, lb.....11

1907 Crop F. O. B.

Clusters and Layers	20-lb bxs
Imperial, clusters, 6 c.	3.00 3.50
Dehesa, clusters, 6 c..	2.50 2.75
Fancy clusters, 4 c....	2.00 2.25
London Layers, 3 c.....	1.60
London Layers, 2 c....	1.50

Seeded	Per pkg
Fancy, No. 16, 36 to cs	9¼ 9½
Fancy, No. 12, 45 to cs	7½ 7¾
Choice, No. 16, 36 to cs	8⅝ 9
Choice, No. 12, 45 to cs	6⅞ 6¼

	25-lb bxs
Fancy bulk, per lb....	8½ 8¾
Choice bulk, per lb....	8⅜ 8¼

Loose Muscatels	50-lb bxs
Standard, 4 c.....	7½
" 3 c..7.....	7 .¼
" 2 c.....	6¼ 6½
Seedless	6¾

Seedless Sultanas	
Unbleached	7¼ 7½
Bleached, standard ..	8½
" choice	9
" ex. choice..	9½

Thompson Seedless	
Unbleached	7½ 7¾
Bleached, standard	
" Choice	10
" fancy	10½
" ex. fancy..	11

NUTS.

Almonds, Fancy, I. X. L....18
Almonds, choice soft shell Drake 16
Almonds, shelled, No. 1.....45
Almonds, shelled, No. 2.....35
Almonds, shelled, Jordan Imported .....
Almonds, Jordan, Dom....

8

Brazils, 160-lb sacks.....18
Chestnuts, Italian 30
Cocoanuts, per 100.....4 50 5 00
Filberts, 175-lb sack.....14
Peanuts, California 06
Peanuts, Japanese 08
Peanuts, Eastern, hnd picked. 6 6½
Peanuts, roasted 8 9
Pecan, polished 18-20
Pine .....
Walnuts, soft shell, bleached.15½

HONEY.

Pure white sage, 2 5-gal tins, per lb..... 8
Light Amber, 2 5-gal tins .... per lb 7½

White Clover (stained.)

5-gal. tin, per lb..... .07½
2 dz 2-lb jars, per case.... 8.00
2 dz 1-lb jars, per case.... 4.25
24-qt. cans, per case..... 7.00
12 ½-gal. cans..... 6.60
6 1-gal. cans..... 6.00

Glass.

Per Doz
Tumbler, 8 oz., 4 doz in case 1.25
Oval pints, 4 doz in case.... 1.25
1-lb glass jars, 2 doz in case 2.25
2-lb glass jars (with comb.. 2.50

COMB

Water White, 24 1-lb frames..16
Light Amber, 24 1-lb frames..14
Water White, 24 1-lb frames..15

BEESWAX.

Pure 30-31

DEPARTMENT 7.

Prices should be figured on a basis of 5 per cent above those quoted hereinbelow.
This Dept. is corrected by **Haas Bros.; Wellman, Peck & Co.**
Canned Fruits

No. 3 Extras	No. 2½ Special	No. 2½ Extras	No 2½ Ex. Standards	No. 2½ Standards	No. 2½ Second	No. 2½ Water	No. 2½ Pie	VARIETY	No. 8 Ex. No. 3 Grade	No. 8 Ex. No. 2½ Grade	No 8 Ex. Standard	No 8 Standard	No 8 Water	No 8 Pie
2 00	1 85	1 70	1 40	1 30	1 20	1 10	1 10	Apples		4 50	4 25	3 75	3 00	2 85
3 00	2 75	2 50	2 10	1 80	1 50	1 40	1 25	Apricots	8 00	7 00	6 50	6 00	5 25	5 00
3 50	3 25	2 80	2 60					" peeled	9 50	8 50	8 00			
3 50	3 25	2 80	2 60					" sliced	9 50	8 50	8 00			
								Assorted						
2 25	2 00	1 75	1 60	1 50	1 40	1 30	1 30	Blackberries			5 00	4 75	4 25	4 25
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (Royal Anne)	10 00	9 00	8 00	7 00	5 00	4 50
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (White)	10 00	9 00	8 00	7 00	5 00	4 50
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (Black)	10 00	9 00	8 00	7 00	5 00	4 50
2 50	1 75	1 60	1 35	1 25	1 10	1 05	1 05	Grapes (White Muscat)			3 75	3 50	3 00	3 00
2 50	2 25	2 00	1 80	1 65	1 45	1 30	1 10 unp 1 20 pld	Peaches (Yelolw Free)	7 00	6 00	5 50	5 00	4 25	4 00 pld 3 75 unp
3 00	2 60	2 40	2 15	1 85	1 65	1 40	1 10 unp 1 25 pld	Peaches (Lemon Cling)	8 00	7 50	6 50	6 00	4 50	4 25 pld 3 75 unp
3 00	2 60	2 40	2 15	1 85				Peaches (Lemon Cling Sliced)	8 00	7 50	6 50	6 00	4 50	
3 00	2 60	2 40	2 15	1 85	1 65	1 40	1 10 upd 1 25 pld	Peaches (White Heath)	8 00	7 50	6 50	6 00	4 50	
3 00	2 60	2 40	2 15	1 85				Peaches (White Heath Sliced)						
3 00	2 60	2 40	2 15	1 80	1 65	1 40	1 05 unp 1 20 pld	Pears (Bartlett)	8 00	7 50	6 50	5 50	4 50	3 75 pld 3 50 unp
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Green Gage)	5 50	4 50	4 00	3 75	3 25	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Egg)	5 50	4 50	4 00	3 75	3 25	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Gold Drop)	5 50	4 50	4 00	3 75	3 25	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Damson)	5 50	4 50	4 00	3 75	3 25	3 00
3 25	3 00	2 75	2 50	2 35	2 25			Raspberries						
3 25	2 75	2 60	2 50	2 25	2 15			Strawberries						

No. 1 Tall Cans sliced L. C. Peaches, Ex. $1.35; Ex. Standard, $1.25.

If shipped 6 cans to the case, figure Gals. —10c per dozen higher.

All No. 3, No. 2 and No. 2½ cans, 2 doz en in a case; No. 1 cans 4 dozen in a case; galoln cans. 1 dozen in a case.

Swift's Premium Hams and Bacon

Sell hams and bacon that are in demand. Swift's Premium Brand are good sellers. People enjoy them and send repeat orders to the dealer who carries Swift's Premium Hams and Bacon. Every Ham and Bacon is U. S. Inspected and Passed.

Swift & Company, U. S. A.



9 10

Department 5.

This Dept. is corrected by Wellman,n Peck & Co.; Haas Bros

JELLIES, JAMS AND PRESERVES.

	Griffon 16-oz. Jars		Cutting 16-oz. Jars		Rose No. 2 Tins.		Rose Picnic Tins		Tumeler Jelly 4-d z.Case
	Preserves	Jam Pure	Jam Pure	Jelly Blended	Jam Pure	Jelly Blended	Jelly Pure	Jelly Blended	Jelly Blended
Apple	....	2 35	....	2 00	....	1 60	....	92½	90
Apricot	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Apricot Marmalade	2 35	....	....	....	1 85	....	....	....	.....
Blackberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Currant	2 35	2 35	....	2 00	....	1 60	97½	92½	90
Fig	2 35	....	2 00	....	1 85	....	97½	....	.....
Gooseberry	....	2 35	....	2 00	....	1 60	....	92½	90
Lemon	....	2 35	....	2 00	....	1 60	....	92½	90
Loganberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	....	90
Orange	2 35	2 35	....	2 00	1 85	1 60	97½	92½	90
Orange Marmalade	2 35	....	2 00	....	1 85	....	97½	....	.....
Peach	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Damson	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Green Gage	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Quince	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Raspberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Strawberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Assorted Regular	2 35	....	2 00	2 00	1 85	1 60	97½	92½	90
Assorted Berries	2 35	....	2 00	2 00	1 85	1 60	97½	92½	90

PINE APPLES

	Per Doz
Johnson's Columbia	
2's sliced, 2 doz. in case	2 30
2's grated, 2 doz. in case	2 30
1's sliced, 4 doz. in case	1 15
1's grated, 4 doz. in case	1 15
Gal. coreless, 4½ lb to tin, ½ doz. in case, per lb	16
Gal., grated, 7lb .to tins, ½ doz. in case ,per lb	16
2's sliced, Baltimore, 2 doz case	2 25
1's cocktail, Baltimore ovals, 4 doz. case	1 25
Hawaiian.	
Extra sliced, 2 doz, 2½	2.50
" " 4 doz, 1s	none
" grated, 2 doz, 2s	2.25
" " 4 doz, 1s	1.40
	Per doz
Standard. sliced. 2½s, 2 doz	2.00
" " 2s, 4 doz	none
" " 1s, 4 doz	1.35
Chunks, 2s	2 25
Whole, 2½s, 2 doz	2 00
Grated, 2s, 2 doz	1 75
" 1s, 4 doz	1.25
" gals, ½ doz	6 25

Singapore.

2 lb sliced	1.7522-oz., doz 48.00
1-lb sliced	952½ whole 2.25

Mince Meat.

Merrell-Soule Co.'s None Such Condensed Mince Meat, cases (6 doz. each), per case, $6.25.

Department 7.

This Dept. is corrected by Sussman, Wormser & Co., Wellman, Peck & Co.

CANNED VEGETABLES

Asparagus

Mammoth	5.50
Large White	5.00
Medium White	4.75
White Tips	4.50

Beans

Stringless Extras	
Blue Lake	1.35
Blue Lake, gal., none	
String, 2 lb, Standard	1 25

11

String, gal., Standard	4.50
Lima, soaked	1.00

Baked Beans

Fancy Eastern	$
1-lb Tall tins	50
2-lb Tall Tins	80
2½-lb Tall tins	1 00
3-lb Tall tins	1 10

Corn

2s Maine, per doz	$1.35
Gallon, cut, Maine, per doz	none
Gallon, cob, Maine, per doz	5 50
Iowa, per doz	.90
5 case lots, Iowa	.85

Succotash.

Standard Maine	1.35

Peas

Petit Pois	2.00
2s Extra Fine Sifted	1.75
Standards	1.35
2s, Soaks	.90

Tomatoes

3s, Solid Pack	No quotation
3s, with peppers	No quotation
2½s, Solid Pack	No quotation
2½'s, Solid Pack with peppers	No quotation
2½s, Standard	1.00
Gallon, Standard	2.85
Gallon, Solid Pack	No quotation
Gallon Puree	No quotation

Miscellaneous

Artichoke 2½s	$
Carrots, 2s	1
Cabbage, 2s	1.1
Turnips ,gal	4.00
Spinach, 2s	1.35
Spinach, gal	4 00
Beets, 2s	1 05
Hominy, Great Western, 3s	1.15
Pumpkin and Squash, gal	2.50

Department 8.

PROVISIONS.

HAMS.

Eastern Standard, 17-18	.17
" " 15-16	.17
" " 12-14	.17¼
Picnic Hams	.10½

Boiled Hams

Skin on	.24½
Skin on	.25½

Breakfast Bacon

Eastern Standard, 6-8	.22
" " 8-10	.20
" " 10-12	.19

English Cured Bacon

Eastern Cure, 8-10	.18
Eastern Cure, 8-10	.18½

12

Dry Salt Bacon

Clear Medium Bacon	.15¼
Clear Light Medium	.15¼
Light Belly	.16½
Extra Light Belly	.17½
Bacon Backs	.15¼
Bacon Bellies	.15¾

Dry Salt Meats

Sides	.14
Bellies	.14¾
Backs	.13
Fat Backs	None

Barreled Pork

	Bbls.	½-bbls
Spare Ribs	$	
Family Pork	21.50	11.25
Clear Pork	24.00	12.50
Big Pork	26.50	13.75

Barreled Beef

Mess Beef	10.00	5.50
Family Beef	10.50	5.75
Ex. Family Beef	11.00	6.00
Beef Tongues	23.00	12.00

Pigs Feet

Tierces, about 300 lb	$18.00
Barrels, about 200 lbs	13.50
½ bbls, about 80 lbs	5.50
Kegs, about 25 lbs	2.50
Kits, a bout 15 lbs	1.25

Pure Leaf Lard

Tierces, about 350 lbs net	12
½ bbls, about 100 lbs	12¼
80-lb Wood Tub, 80-lbs, net	12¼
60-lb Wood Tub, 60 lbs, net	12⅛
20-lb Wood Tubs	12⅝
50-lb Cans, one to a case	12¼
20-lb Cans, 4 to case	12⅜
10-lb Cans, 6 to a case	12¾
5-lb Cans, 6 to a case	12⅞
3-lb Cans, 20 to a case	13

Golden Gate Lard.

Tierces, about 370 lb net	12
½ bbls, about 150 lb net	12¼
50-lb cans, 2 to case	12¼
20-lb cans, 4 to case	12⅜
10-lb lb lb cans, 6 to case	12¾
5-lb cans, 12 to case	12⅞
3-lb cans, 20 to case	13
20-lb wood bkts	12¾
60-lb tubs	12⅛
80-lb tubs	12⅛

Compound Lard

Tierces, about 360 lbs, net	09¾
50-lb Cans, 1 to a caes	10
10-lb Cans, 6 to a case	10½
5-lb Cans, 12 to a case	10⅝
3-lb Cans, 20 to a case	10¾

13

"Arrow" Compound.

Tierces, about 370 lb net.... 9¾
50-lb tins, 2 to case.....10¼
½ bbls, about 150 lb net....10¼
50-lb tins, 1 to case.....10¼
20-lb tins, 4 to case.....10½
10-lb tins, 6 to case.....10¾
5-lb tins, 12 to case.....11
3-lb tins, 20 to case.....11
20-lb wood bkts, 20 lb net..10⅜
60-lb wood bkts, 60 lb net10½
80-lb wood bkts, 80 lb net..10⅛

Suetene.

50-lb Cans ..... None

Beechnut Packing Co.

Beechnut Sliced Bacon and Beef in Glass.



14

1 doz No. 1 Jars.....$3.25
Erie Brand Chipped Beef in Glass, 1 doz No. 1 Jars.... 2.60
5 case lots, less 5 per cent

Department 10.

FISH AND CHEESE.

This Dept. is corrected by

Wieland Bros.; Roethlisberger & Grassolf.

Russian Caviar.

	Per doz
1-lb. cans, 2 doz in case....	$20.00
½-lb. cans, 2 doz in case....	11.00
¼-lb. cans, 5 doz in case....	5.50
⅛-lb. cans, 6 doz in case..	3.00
White Label Brand.....	none

CHEESE

Foreign and Domestic.

	new
New York State Factory	
Cheddars, June make	18½
Twins, June make	18½
October make, Cheddadr's..	19½
October make, Cheddar's..	none
October make, Triplets....	19½
Cal. State factory flats....15½-16	
Cal. State fctry, Young Am..17-18	
Jack or Monterey.....17-18	
Brick Cream 18-19	
Limburger, Eastern, lb.....17-18	
Swiss, imported, lb..... 30	
Domestic Twins, new.....22½-23	
Roquefort, lb..... 42	
Gouda, per lb..... 27	
Sap Sago 22½	

15

Pineapples, Eastrn, 6 in cs, cs 3 50
Pineapples, Eastn, 6 in cs, sml 2 55
Holalnd, Edam,med plain, dz 9 50
Holland, Edam, medium in bladders, per doz . 9 50 to 00
P'ffr'd Edam, small . 34-35 pds per case of 12 ..... 9.00
P'ffr'd Edam, med....38-40 f 9.75
Do Edam, large....44-45 10.50

Fancy

Camembert, Brie, Roquefort and Gorgonzola, jars...none
Parmesan C & B, sml bot doz 3 00
Parmesan C & B, lge bot, doz 5 00

Bayle'

Small ½-lb 1 lb. 2½-lb 5-lb
Deviled Cheese $1.00, $2.25, $4.00, $5.00, $9.00
After Dinner Cheese: $1.00, $2.40, $4.00, $4.50, $7.50
Roquefort Cheese: $1.00 ,$2.40, $4.00 ,$4.50, $7.50

MacLaren Imperial Cheese Co.,Ltd

Imperial Cheese—
Club size, 2 doz jars, doz....$1.25
No. 1, size, 1 doz jars, doz.. 2.80
No 2 size, ½ doz jars, doz 5.25
No. 3 size, ½ doz jars, doz..10.60
Individuals, 5 doz jars, doz.. .85
Roquefort Cheese—
Small size, 2 doz jars, doz 1 75
Large size, 1 doz jars, doz.. 3.25
Individuals, 5 doz jars, doz 85

SALT FISH

Pacific Codfish

Bundles,, per lb..... 4½
Case, selected per lb..... 5½
Boneless, 30-lb. boxes, lb....none
Boneless, 40-lb. boxes, lb.... 7
Boneless Stripes, per lb.....6½
Boneless Blocks, per lb..... 7½
Boneless Tablets, per lb. ... 8½
Boneless Middles, per lb.... 7½
Boneless Middles, extra,per lb 10½

Eastern Codfish

Gen Georges, 8 fish to cs$11.0
Gen Georges, 12 fish to cs.. 10.0
Geo Cur. Cod, case..... 9.5
Geo. Cur. Cod ,40 fish to cs 8.0
Gen. Geo. Middles, 60 fish... 1
Gen. Geo. Tablets,36 fish 11½
Gen. Geo. Blocks, 40 fish 11½

Shredded Codfish

Beardsley's shredded, 2 doz in case..... 1.0

Norwegian Mackerel

Bloater, 120-130 fish 55 0
Bloater, ½ bbl., 60-65 fish . 28 5
No. 1, 150-160 fish.....45.0
No. 1, 75-80 fish..... 23 5
No. 2, 220-240 fish..... 37 0
No. 2, 110-120 fish.....19.5
No. 3, 300-350 fish.....28.0
No. 3, 150-175 fish.....15.0
No. 4, 400-440 fish, bbl.....25.0
No. 4, 200-220 fish.....13.5

Irish Mackerel

No. 1, 200-220 fish.....non
No. 1, 80-90 fish.....non
No. 2, 325-350 fish.....non
No. 2, 130-140 fish.....non
No. 2, 475-500 fish.....non
No. 2, 180-190 fish.....non
No. 1, 10-lb kits, 15-16....
No. 2, 20-22 fish..... 1 3

American Bloaters

Shore Bloaters, 115-120 fish non

16

Shore Bloaters, 45-50 fish..none
Extra No 1, 120-130 fish none
Extra No 1, 50-55 fish ....none
No 1, 140-150 fish..... none
No 1, 60-65 fish.....none
No 2, 130-140 fish.....28 50
No. 2, 55-60 fish 11 00
No 2, 140-160 fish .....none
No 2, 60-65 fish .....none
No 2, 160-180 fish.....none
No 2, 70-80 fish.....none
No 2, 180-200 fish.....none
No 2, 80-90 fish.....none

In Kits

Extra Mess, 7 to 8 fish each..$3 00
No. 1, kits, 8-9 fish or 15-17 fish 1.40
No. 2, kits, 8-9 or 20-22 fish 1.20

Salmon

King, bbls.....none
Oregon Silversides, bbls.13 00
Alaska Red, bbls.....13 00
Alaska Red, ½-bbls, 100 lbs 7 25
Alaska Red, kits..... 1.00
Bellies, bbls 15.00-18.0
Tongues and Sounds, kits 10-lb 1 40
Tongues and Sounds, ½ bbls, 50 lb..... 11 50

New Herring, Pack 1907

Ex Sletd Mixed, bbls.....17 00
" " " ½ bbls .. 9 00
" " " Keg 1 20
Cheaper grade, mixed, bbl..15.00
" " " ½ bbl.. 8.00
" " Keg 90
Ex Selected, Milcher, bbl....19.00
" " " ½ bbl..10.00
" " " Keg 1 3
Cheaper, Milchner, bbl.....17.00
" " ½ bbl.....9.00
" " Kegs 1 0
Labrador, round, 160 fish... 5.50
Labrador Split, per ½ bbl.. 6 50
Pacific, ½-bbl 3 00

Smoked Fish

Neptune, Brand, 100s.....$2.85
Neptune, Brand 50s..... 1.60
Dainty Brand, 50s..... 2.25
Bloaters, Grim., 100 box....$3.00
Bloaters, Grim., 50 in box. 1.75
Bloaters, Cromarty 3.00
Yarmouth, 100 in box....
Halibut, chunks ..... .15
Herring, boxes, Eastern ..... .25
Herring, boxes, Washington .20
Herrings, Neptune, boneless, boxes of 10s, net 1 35
Moir's Selected Red Herrings, 100's..... 1 90
Moir's Selected Red Herrings, 50's 1.25
Salmon ,per lb.....10 20

Beardsley's.

Herring, boneless, tins, doz.. 1.50
Herring, boneless, small, doz 1.00
Herring, boneless, vacuum tumblers, 2 doz in case.... 1 95
Finnan Haddies, 30-lb boxes, per lb 13½

Potted Fish.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy Bloater Paste.....	2.20
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	.75

Department 9. CANNED MEATS.

This Dept. is corrected by **Cudahy & Co.**

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 doz in case	No. ¼ Tins, 2 doz in case	No. 1 Tins, 2 doz in case	No. 2 Tins, 1 or 2 doz in case	No. 6 Tins, 1 doz in case	No. 14 Tins, ½ doz in case	No. 1 Tins, 1 doz in case
Corned Beef	....	.....	1 25	2 25	7 50	16 75	.....
Roast Beef	....	.....	1 25	2 25	7 50	.....	.....
Roast Mutton	....	.....	1 55	2 60	.....	.....	.....
Brisket Beef	....	.....	.....	2 75	.....	.....	.....
Boiled Beef	....	.....	1 25	2 25	7 50	.....	.....
Chipped Beef (in tins)	....	1 25	2 10	.....	20 00	.....	.....
Sliced Beef (in glass)	....	1 40	2 40	.....	.....	.....	2 40
Sliced Beef (in tins)	....	1 35	2 35	.....	22 00	.....	.....
Sliced Beef (in glass)	....	1 50	2 50	.....	.....	.....	2 50
Chip Beef (in Tins)	....	1 85	.....	.....	.....	.....	.....
Brawn	....	.....	1 25	2 25	.....	.....	.....
Pigs' Feet	....	.....	1 40	2 60	.....	.....	.....
Corned Pork	....	.....	1 25	2 25	.....	.....	.....
Lunch Tongue	....	1 65	2 75	.....	.....	.....	.....
Sheep Tongue	....	1 45	2 35	.....	.....	No.1½	.....
Lambs' Tongue	....	1 45	2 35	.....	.....	5 50	.....
Luncheon Tongue	....	.....	.....	.....	.....	.....	2 50
Sliced Bacon (in tins)	....	.....	.....	.....	.....	.....	2 55
Sliced Bacon (in glass)	....	1 55	.....	.....	.....	.....	.....
Deviled Ham (Geinuine)	85	1 50	.....	.....	.....	.....	.....
Potted Ham (Genuine)	85	1 50	.....	.....	.....	.....	.....
Potted Tongue (Genuine)	85	1 50	.....	.....	.....	.....	.....
Potted Meat (Ham Flavor)	40	75	.....	.....	No. 3	.....	.....
Deviled Meat (Ham Flavor)	40	75	.....	.....	Tins	.....	.....
Potted Meat (Tongue Flavor)	40	75	.....	.....	1 or 2	.....	.....
Boneless Chicken	....	2 60	.....	.....	Dz, in Case	.....	.....
Veal Loaf	.....	95	1 80	.....	1 80	.....	.....
Sandwich Loaf	....	95	1 80	.....	1 80	.....	.....
Picnic Loaf	....	95	1 80	.....	1 80	.....	.....
Chili Con Carne	No. ¾	95	1 80	.....	.....	.....	.....
Beafsteak and Onions	95	80	1 30	.....	.....	.....	.....
Hamburger Steak	.....	90	1 65	.....	.....	.....	.....
Frankfurter Bratwurst	.....	90	1 65	.....	.....	.....	.....
Minced Collops	.....	.....	1 80	.....	.....	.....	.....
Tripe	.....	.....	.....	2 20	.....	.....	.....
Sweetbreads	.....	.....	.....	1 65	.....	.....	.....
Vienna Sausage	.....	.....	2 50	.....	.....	.....	.....
Pork Sausage	.....	85	1 35	.....	.....	.....	.....
Oxford Sausage	.....	.....	2 35	.....	.....	.....	.....
Bologna Sausage	.....	.....	2 10	.....	.....	.....	.....
Sausage and Kraut	.....	.....	1 10	.....	.....	.....	.....
Stewed Kidneys	.....	.....	.....	2 35	.....	.....	.....
Corned-Beef Hash	.....	90	1 55	.....	.....	.....	.....
Lunch Sausage	.....	85	.....	.....	.....	.....	.....
German Lunch Sausage	.....	1 00	.....	.....	.....	.....	.....
Ox Marrow	.....	.....	.....	2 90	.....	.....	.....
	.....	No.1½	No. 2	No.2½	No. 3	No. 6	.....
Ox Tongue (whole)	.....	6 25	7 50	9 25	11 25	20 50	.....
Chorizos	.....	.....	.....	.....	.....	.....	No. 5 10 00

WIELAND BROS.

309-311 DAVIS STREET, SAN FRANCISCO

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Edam, Camenbert, Schloss, Kronen and Neufchatel Cheese

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Ditto, fancy pots.... .. 4.75
Kippered Herrings 1.90
Kippered Herrings, Meirs. 1.90

Department 11.

CANNED FISH.

This Dept. is corrected by **Sussman, Wormser & Co.; Tillmann & Bendel.**

	Doz.
Anchovies, in oil, 2 doz	
½ pts., in glass, doz.....	5.00
Anchovies, 2 doz, ¼ pts, dz.	3.00
Bloaters, Yarmouth C. & B. doz.....	4.50
Codfish Balls, 2-lb tins per. doz.....	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.35
Eels, smoked, 1-lb, per dz..	2.85
Finnan Haddies, 2-lb ovl.	2.25
Finnan Haddies, 1-lb. round, per doz.....	1.80
Sardelles. imp.,½-lb tins....	2.50
Sardelles, imp. in glass.	3.00
Sardelles, dom. 1-lb, glss	2 25
Sardelles, Ankers. ⅛ keg	3.00
Sprats 7.50	8.00

Mackerel

1-lb tins, 50 in a case
2-lb tins ,2 doz. in a case

Gold Label ,1-lb tins....	1.50
P. &. W., 2-lb soused....	2.75
P. & W., 2- lbmustard....	2.75
P. & W., 2-lb tomato....	2.75
Underwood, 2-lb soused..	2.85
Underwood, 2-lb tomato.	2.85
Underwood, 2-lb mustard.	2.85
Los Angeles, 2-lb soused.	2.55
Los Angeles ,2-lb tomato.	2.55
Los Angeles, 2-lb mustrd.	2.55
Mt. Desert, 2-lb soused..	2.25
Mt. Desert, 2-lb tomato...	2.25
Mt. Desert, 1-lb soused..	1.35
Blueback, 1-lb, fresh....	1.10
4 doz., 1s, flat, oval.....	1.80
4 doz., flat, square.....	1.40

Crescent Mackerel

Soused, 18-oz tins, doz.....$	1.80
Tomato, 18-oz tins, doz....	1.80
Mustard, 18-oz tins, doz....	1.80

Mackerel in Oil.

Bezler's	3.00	4.00
Lemarchand	5.00	7.00

Salmon

Alaska Red, 1-lb tins, doz..$	1.20
Alaska Red, 2-lb .....none	
Alaska Ping, 1-lb tins.....	90
Alaska Flats, 1 lb.....none	
Oregon Red, 1 lb.....none	
Oregon Red 2 lb.....none	
Oregon Pink, 1 lb.....none	
Oregon Pink, 2 lb... ....none	
Oregon Flats, 1 lb .....none	
Columbia Riv, 1lb tls. ..none	
Columbia Riv, 1 lb flats..none	

Sardines.

	Per case
French, ¼s, 18 m.m.....	9.50
" ¼s, 22 m.m.....	12.50
Portuguese, ¼s, 18 m.m....	8.50
" ¼s, 22 m.m.....	9.50
" ½s, 30 m.m.....	16.00
Norwegian, ¼s, 18 m.m....	9.00

Sprats.

French, ¼s, 18 m.m.....	8.50
" 22 m.m	9.50

American Sardines

(¼s pkd 100 to cs, ⅜s 50 to cs.)

¼ in oil, without key.....$	3.80
¼s in oil with key	4.00
¼s in oil, per doz.....	.50
¼s in mustard, per doz.....	.60
¼s in mustard, case.....	3.75
⅜s in mustard, per doz.....	.95
⅜s in mustard, case.....	3.25

SHELL FISH.

Abalones

4 doz in cs ,with shells, cs 6.00

Clams and Clam Juice

	doz
Doxsee Clams, 1-lb tins....$	1.85
Doxsee Clams ,2-lb tins.	2.75
Doxsee Clam Juice ,1-lb..	.90
Doxsee Clam Juice ,2-lb..	1.60

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B&M Lunch Clams, flat	1.37½
Underwood Clams, 1-lb.....	1.05
Underwood Clams, 2-lb.....	1.65
P. & W. Clams, 1-lb tins....	1.35
P. & W. Clams, 2-lb tins....	1.65
Oxford Clams, 1-lb tins.....	.95
Oxford Clams, 2-lb tins....	1.50
P. & W. Clam Chowder.....	2.25
Burnham's Clam Bullion, qts. ...	
Burnham's Clam Bullion,pts.	4.50
Burnham's Cl'm Bullion,½ pts	2.40

Crabs.

½s flat, 4 doz, per doz.....	2.25
Minced, ½s flat, 4 doz....	1.25
Picnic, 1s, 4 doz.....	1.15
" 2s, 2 doz.....	1.75

Lobsters

	Doz
Picnic talls, 4 doz, per doz..	3.00
Picnic flats, 4 doz, per doz..	2.80
½-lb. flats, 4 doz, per doz..	2.60
¼-lb flats, 4 doz, per doz....	1.40

Oysters

Oysters, Selects, 12 oz.....$	2.25
Oysters, Selects, 6 oz.....	1.75
Oysters, Standard, 10 oz....	2.35
Oysters, Standard, 5 oz.....	1.35
Oysters, Standard, 8 oz.....	2.10
Oyster, Standard, 4 oz.....	1.15

Shrimps.

Shrimps, pickled, 1-lb.....$	1.35
Dunbar's Picnics, 1-lb, doz..	1.35
Pride of the Gulf, 1-lb, doz..	1.30
Dunbar's 1½-lb, doz.....	2.35
Pride of the Gulf, 1½-lb, dz	2.30
Pickled Shrimp, 1-lb, doz....	1.35

This Dept. is corrected by **A. Schilling & Co.; Tillmann & Bendel.**

In Original Packages.

Pepper, Black.....14		18
Pepper, White.....25		30
Ginger 13		19
Ginger, Gen Jam.....15		21
Cinnamon, Ceylon.....22		25
Cassia .. 16		24
Cassia 16		64
Cloves 20		36
Allspice 10		17
Nutmegs 30		65
Mace 80		90
Laurel Leaves, in bales.....07		
Lalrel Leaves, in small lots, 10		

Paprika.

1 oz, doz..	1.00	16 oz, doz..	7.75
2 oz, doz..	1.50	2½-lb tins.	
4 oz, doz..	2.75	5-lb tins....	
8 oz, doz..	4.50	3ulk, lb....	

MUSTARD.

Colman's, ¼s, per lb....	.52
Colman's, ½s ,per lb.....	.48
Colman's 1s, per lb.....	.48
Colman's 5s, per lb.....	.43
Durkees ⅛s, per doz.....	.65
Durkees ¼s, per doz.....	1.30
Schilling's Best, small.....	.80
Schilling's Best, medium....	1.35

Prepared.

Louit Freres, per doz.....	2.25
Imitation Freres, per doz..	.70
Dusseldorfer, 1 doz pts, case	1.60
Eddy's Salad, small.....	.90
Eddy's salad ,medium.....	1.35
Eddy's large	2.00
Webbs, 2 doz. cs.....	.135
Heinz, 2 doz. cs.....	1.25

FLAVORING EXTRACTS.

Schilling's Best.

Triple Strength, Pure and Uncolored, Sprinkling Tops.
Full Measure. Never sold in bulk

	Lemon and Others	Vanilla and Rose		Lemon and Others	Vanilla and Rose
1 oz....	1.30	1.80	8 oz..	7.25	11.00
2 oz....	2.00	3.00	16 oz..	14.00	21.50
4 oz....	3.75	5.75	32 oz..	27.00	42.00
6 oz....	5.50	8.50			

19 20

Department 12.

SPICES AND FLAVORING EXTRACTS.

Schilling's Best Spices — Nature's Best.
Square Tins. Never Sold in Bulk.
Small medium, large size have sifting tops except Mustard.

	Small size per doz.	Medium size pr doz	Large size per doz	Ex.Large size pr doz	Hotel size pr tin
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.80	1.35	2.40	4.00	.85
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	1.35	2.30	4.35	7.75	2.00
Cloves	1.10	1.90	3.50	6.50	1.35
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
White Pepper	1.10	2.00	3.75	6.75	1.50
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain.....	**6 doz.**	**4 doz.**	**2 doz.**	**2 doz.**	**1 doz.**
Gross Weight.....	**21 lbs.**	**24 lbs.**	**23 lbs.**	**38 lbs.**	**54 lbs.**

Folger's Golden Gate Ground Spices.
High Grade—High Price.

Net Weight	⅛-lb per dz 4 doz to cs	¼-lb per dz 4 doz to cs	½-lb per dz 2 doz to cs	1-lb per dz 2 doz to cs	2½-lb per dz 2 doz to cs	5-lb per dz 1 doz to cs
Pepper	.75	1.15	2.15	3.65	.29	.28
Mustard	.75	1.15	2.15	3.65	.29	.28
Ginger	.75	1.15	2.15	3.65	.29	.28
Allspice	.70	1.10	2.05	3.50	.28	.27
Cinnamon	1.30	2.25	4.25	8.15	.65	.64
Cloves	.90	1.50	2.75	4.95	.40	.39
Cayenne	.90	1.50	2.75	4.95	.40	.39
White Pepper	.95	1.55	2.85	5.10	.41	.40
Nutmegs	1.60	2.65	5.15	9.75	.71	.70
Mace	1.75	2.90	5.40	10.25	.75	.74
Sage	.65	1.05	1.95	3.35	.21	.20
Thyme	.70	1.25	2.35	4.35	.32	.31
Marjoram	.85	1.40	2.60	4.80	.38	.36
Savory	.70	1.25	2.35	4.35	.32	.31

Folger's Golden Gate.
High Grade—High Price.

	Vanilla and Rose		Lemon and Others
1 oz.....	1.60	1 oz.....	1.25
2 oz.....	2.50	2 oz.....	1.85
4 oz.....	4.75	4 oz.....	3.45
6 oz.....	6.75	6 oz.....	4.75
8 oz.....	9.00	16 oz.....	12.00
16 oz.....	16.50	32 oz.....	23.00
32 oz.....	32.00	8 oz.....	6.50

Department 13.

BAKING POWDER, ETC.

This Dept. is corrected by **Hooper & Jennings; Tillmann & Bendel.**

Royal

	1 cs	5 cs	10cs
¼ lbs cans.	$1.38	$ 1.36	$ 1.34
6 oz. cans..	1.92	1.89	1.87
½ lb. cans	2.57	2.52	2.50
12 oz cans.	3.82	3.75	3.72
1 lb cans..	4.95	4.85	4.80
2½ lbs cans .	11.65	11.40	11.28
3 lb cans..	13.60	13.34	13.20
5 lb cans..	22.35	21.90	21.68

An extra discount of 1 % if packed in barrels.

Trophy

4 oz., doz..	1.10	2½ lb, doz.	9.00
8 oz., doz..	2.00	5 lbs., doz.	18.00
16 oz., doz.	3.50	10 lbs, doz.	31.50

Sun Baking Powder

16 oz, doz.	$3.90	4 oz, doz..	1.20
8 oz, doz..	2.20		

Schilling's Best.

Never sold in bulk.

4 oz, gr....	16.50	½ lb., doz..	10.50
6 oz, gr....	22.50	3 lbs, doz..	12.00
8 oz, gr....	28.00	4 lbs, doz..	16.00
12 oz, gr...	41.00	5 lbs, doz..	20.00
16 oz, gr...	53.00	10 lbs, doz..	39.00

Folger's Golden Gate.
Guaranteed Pure.

4 oz, gr....	16.00	2½ pat, dz.	10.00
6 oz, gr....	22.50	3 pat, dz...	12.50
8 oz, gr....	28.00	4 pat, dz...	16.00
12 oz, gr...	41.00	5 pat, dz...	20.00
16 oz, gr...	53.00	10 pat, dz..	39.00

CRESCENT.

	Per doz		Per doz
¼-lb tins..	.65	3-lb tins...	5.50
½-lb tins..	1.25	5-lb tins...	9.00
1-lb tins...	2.00		

Rumford Baking Powder.



½-lb, 1 doz.	$1.40
1-lb, 1 doz.	2.80
3-lb, 1 doz.	7.50
5-lb,, 1 doz.	12.50

Less 5 per cent in 5 case lots.
One case ½s or less with 10 case lots.

K. C.

10 oz., dz..	.90	50 oz., dz..	4.25
15 oz., dz..	1.35	5[illegible] oz., dz..	6.50
25 oz., dz..	2.15		

Pure Cream Tartar.

100-lb bbls	.27	5-lb tins, dz	2.65
50, 25-lb bx	.28	1-lb tins, dz	5.50
5-lb tins, lb.	.40		

SODA.

Churches ,A. & H., 30 or 60 1's	.05¼
Same, 60 ½s.....	.05½
Dwight's Cow Brand, 60 1s	.05¼
Same, 60 ½s.....	.05½

(12-oz. pkg. ½c more; 8-oz. package ¼c more; 5 cs lots, ¼c less.)

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Department 14.

FARINACEOUS GOODS.

This Dept. is corrected by **Hooper & Jennings; Wm. Cluff Co. and Port Costa Milling Co.**

Miscellaneous Flours

Port Costa	$5.20
Globe, A 1	5.20
Sperry	5.20
Golden Gate	5.20
Drifted Snow	5.20
Crown	5.20
Peacock	5.20
Banquet	5.00
Royal	5.00
Starr's Choice Extra	5.00
Colonial	5.00
White Navy	5.00
Success	5.00
Mission	5.00
Triumph	4.80
Bear	4.80
Bonanza	4.80
Eagle	4.80
Capitol	4.80
Caledonian	4.80
Silver Star	4.80
Mayflower	4.80
Rye Flour	5.20
Rye Meal	5.00
Whole Wheat Flour	5.20
Graham	5.00

Quaker Oats Co.

Quaker Oats, 36 2s	$3.85
" " family size, 20s	5.15
Scotch Oats, 36 2s	3.85
Banner Oats, 30 5s	4.75
" " family size, 20s	5.15
Saxon Oats, 20 5s	4.75
" " family size, 20s	5.15
Zest, 20s	4.10
Zest, 36s	2.75
Apetizo, 24s	3.00
Quaker Wheat Berries, 36 2s	3.00
Quaker Puffed Rice, 36 2s	3.00
Quaker Yellow or White Corn Meal, 36 3s	4.10

EGG-O-SEE CEREAL CO.

Egg-O-See, 36 1s, per case	2.85
E-C Corn Flakes, 36 1s, case	2.85
5 case lots either	2.75

DEL MONTE MILLING CO.

Del Monte Rolled Oats, wood,	7.25
Del Monte Rolled Oats,, sacks, 2 90-lb	6.75
Alta Mills Rolled Oats, wood.	6.75
Alta Mills Rolled Oats, sacks, 2 90-lb	6.25

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Del Monte Rolled Wheat, wood	4.30
Del Monte Rolled Wheat, 2 75-lb sacks	3.80

Case Goods.

	Per case
Self-raising Buckwheat Flour 20 cartons, 3½ lbs.	$4.00
24 cartons, 3 lbs.	4.00
40 cartons, 1¾ lbs.	4.00
Cal. Flapjack Flour, 36 2s.	4.00
Semola or Nutty Grains, 20 cartons, 4 lbs	3.60
Cal. Cream Flake Oats, 36 2s	3.60
Primrose Wheat, 36 2¾s	3.85
Farina, 24 cartons, 1-lb	1.80

American Milling Co.'s Cereals.

	Per Bbl.
Colonial Ex. Cream Rolled Oats, 180 lbs., (wood)	$7.25
180 lbs., 90-lb sacks	6.75
150 lbs., wood	6.00
Pacific Brand Rolled Oats, 180 lbs. (wood)	6.75
180 lbs., 90-lb sacks	6.25
Bohemian Rolled Oats, 180 lbs. (wood)	6.00
180 lbs., 90-lb sacks	5.50
Colonial Pearl Rolled Wheat, 150 lbs. (75-lb sacks)	3.80
Colonial Granulated Hominy, 200 lbs (wood)	7.75
Colonial Steel Cut Oat Meal, 200 lbs. (wood)	8.25
Brewster's Pat. N. Y. Buckwheat Flour, 200 lbs (wood)	8.25
Colonial Pearled Hominy, 200 lbs. (wood)	7.75
Colonial New Process Buckwheat Flour, 200 lbs (wood)	8.25

Case Goods.

Colonial Ex. Cream Rolled Oats, 36 2-lb pkgs	$3.75
Colonial Self-Raising Buckwheat Flour, 24 3-lb pkgs	3.80
Pettijohn's Breakfast Gem, 2-lb pkgs. to case	3.25

(All prices net.)

MISCELLANEOUS PACKAGE CEREALS.

Port Costa Milling Co.

Oat Flakes, 36 2s	3.60
Capital Mills Rlld Oats, 36 2s	3.60
36 2s	3.60
Grape Nuts, 1 & 2 doz, per dz	1.35
doz	1.35
Breakfast Gem, case 3 doz	3.25
Wheatine, 36 2s, per case	3.30
Germea, 20 4-lb. pkgs, per case	4.10
Germea, 20 2-lb. pkgs per case	3.20
Flaked Rice, 24 1's	3.00
Dr. Price's Wheat Flake Celery Food per case	2.85
Hecker's Farina, 24 2s, case	2.00
Pillsbury's Best Cereal Vitos, 36 2s	5.10
Cream of Wheat, 36 2's	5.25
Crespo, 36 2's	2.75
Snow Flake, 36 2's	2.80
Malta Vita, 36 1's	4.00
Our Mother's Mush, 36 2s	2.80
Twin Bros. Mush, 36 2s	2.80
H. H Robbins, Cr'mry Bkfst 36 2s	2.80
Carnation Wheat Flakes 20 5s	4.70
A B C Breakfast Wheat 72 2's	5.00
A B C Breakfast Wheat 36 2's	2.60
Nutro, 9s	2.80
Wheaton, 9s	5.20
Grape Nuts, No. 22, per doz	1.35
Morning Meal, per case	2.80
Olympic Wheat Hearts, 24 5s	4.75
Olympic Wheat Hearts, 48 2s	4.75
" Cake Pastry, 20 5s.	4.75

Pancake Flours.

Uncle Sam, 36 2s	3.25
Encore, 36 2s	3.75
Olympic Pancake Flour, 24 4s	4.45

H. O. Cereals.

	Case
H-O Buckwheat, 2 doz. 3-lb pkgs, per case	3.75
H-O Pan Cake Flour, cse.	3.90
H-O Oats ,24 2's, per cs.	3.15
Korn Kinks, 36 2s	2.85
Force	4.50

Freight paid on country shipments of H. O. goods up to 25c per cent on 5 case lots.

RALSTON MILLS.

Ralston Breakfast Food 36 2s	4.50
Ralston Barley Fo'd, 36 2s	4.25
Ralston Health Oats, 36 2s	4.50
Ralston Hominy Grits, 36 2s	4.25
Ralston Health Crisp 36 2s	2.75
Ralston Select Bran, 24 3s	2.50
Ralston Pan Cake Flour 36 2's	3.75
Ralston Whole Wheat Flr 4 ¼s	5.50

Capitol Mills.

	Per Bbl.
Ex Cream Rld Oats, 180 lbs.	$7.25
Ex Cream R'lld Oats, 180 lbs. (90-lb. sacks	6.75
Rolled Oats, 180 lbs.	6.75
Rld Oats, (90-lb. sks), 180 lbs	6.25
Rolled Oats, 180-lb. bbls.	6.00
Rolled Oats, 90-lb. sacks	5.50
Pearled Rld Wheat, 150 lbs	4.30
Pearled Rld Wheat (75-lb. sacks), 150 lbs.	3.80
Granulated Hominy, bbls.	7.75
Pearled Hominy, bbls.	7.25
New Process Buckwheat Flour, bbls	8.25
Steel-Cut Oatmeal, "A" (fine) "B" (medium), "C" (coarse) bbls	8.25
Brewster's Pat. New Process Buckwheat Flour, bbls.	8.25

	Per Case
Self-Raising Bckwheat Flour 20-3½-lb. pkgs, in cases	3.80
Self-Raising Bckwheat Flour 24-3 lb. pkgs, in cases	3.80
Farina, 24 1-lb. pkgs in cases	1.60
Mills Ex. Cream Rld Oats, 36 2-lb. pkgs in cases	3.60
Pan-Cake Flour, 36 2-lb. pkgs in cases	3.80

Farinaceous Goods in Sacks Manufactured by Local Mills.

Per 100 lbs. in 10-lb. sacks.

Buckwheat Flour, Plain	$4.00
Buckwheat Flour, Extra	4.30
Bckwheat Flour, New Process	4.30
Bckwheat Flour, Self-Raising	5.40
Buckwheat Groats	9.00

24

Corn Meal, Yellow	2.75
Corn Meal, White	2.75
Corn Meal, Ex Cream Yellow	2.90
Corn Meal, Ex Cream White	2.90
Corn Flour	2.75
Cracked Wheat	3.50
Entire Wheat Flour	3.20
Farina	4.20
Flaked Pearl Wht, 7-lb & 10-lb	3.20
Graham Flour	3.00
Hominy, large	3.40
Hominy, small	3.60
Granulated Hominy	3.80
Oatmeal, plain	4.10
Oatmeal, extra	4.30
Oatmeal, steel-cut	4.30
Oat Groats	4.30
Pearl Grits	3.85
Pearl Barley, No. 1	5.40
Pearl Barley, No. 2	5.40
Pearl Barley, No. 3	5.40
Split Peas, Yell..o....w	5.00
Split Peas, Green	6.50
Rice Flour	7.20
Rolled Oats, 7-lb & 10 lb	4.30
Rye Flour	3.40
Rye Meal	3.20
Wheat Meal	3.40
Pearl Barley, No. 1, 25 and 50-lb. boxes	5.40
Split Peas, Yellow, 25 and 50-lb. boxes	5.00
Split Peas, Green, 25 and 50-lb. boxes	6.50

25-lb. sacks deduct 10 cents per cwt. from price of 10s.

50-lb. sacks deduct 20 cents per cwt. from price of 10s.

PASTES

Imported.

Crown Macaroni, 25 1s, pr pkg	.12
" Spaghetti, 25 1s, pr pkg	.12
" Vermicelli, 25 1s, pr pkg	.12

Imported Style.

Bellac Macaroni, 25 1s, pr pkg	.10
" Spaghetti, 25 1s, per pkg	.10
" Vermicelli, 25 1s, pr pkg	.10
" Alphabet, 25 1s, pr pkg	.12
Wash. Macaroni, 25 1s, pr cse	1.80
" Spaghetti, 25 1s, pr cse.	1.80
" Vermicelli, 25 1s, pr cse	1.80

Golden Egg.

Macaroni, 48 5c packages		$1.80
" 24 10c	"	1.80
Spaghetti, 48 5c	"	1.80
" 24 10c	"	1.80
Noodles, 48 5c	"	1.80
" 24 10c	"	1.80
Alphabets, 48 5c	"	1.80
" 24 10c	"	1.80

Marvelli.

Macaroni, cs 4 dz, No. 1 car, dz	1.20
Spaghetti, cs 4 dz, No. 1 car, dz	1.20
Vermicelli, cs 4 dz, No. 1 car, dz	1.20
Alphabets, cs 4 dz. No. 1 car, dz	1.20
Straight or assorted on above	
No. ½, Extra, per box	.20
No. 1, Extra, per box	.35
No. 1, Extra, 25 lbs	1.00
No. 1, Extra, 50 lbs	2.00
No. 1, Extra, 100 lbs	5.00
Royal, 2s	1.50
Queen's Taste, 12 3s	2.20

Sago and Tapioca.

Pearl Sago	.07
Pearl Tapioca	.05
Flake Tapioca	.06
Minute, 36-¾	2.75
Instantaneous, 50-1s	5.50
Instantaneous, 36-¾	2.75

Department 15.

RICE.

M. J. Brandenstein & Co.

Japan Table, Fancy	$5.50
" Rice, extra fancy	6.00

" M. J. B. Double Diamond

Head	6.25
Head	6.75
Louisiana, Japan	5.50
Louisiana, Tenkie	5.12½
Louisiana, Japan Banzai	5.00
Hawaiian	5.25
China, No. 1, per dbl mt	6.37½ 6.50
China, Mxd, dbl mt	4.60 4.75
Patna Head	7.00
Caro Head, MJB, 40 2s, r 20 5s	7.50
Imp. Japan MJB 40 2½-lb	6.75
Imp. Japan MJB, 10 5-lb	6.75

STERILIZED MEALS IN CARTONS PUT UP BY LOCAL MILLS.

ALL NET	Carton	Nt Case	Rt'l Pr Pkg.
Buckwheat Flour	36-2 lbs.	$3.65	15c
Buckwheat Flour	20-5 lbs.	4.85	30c
Corn Meal, White or Yellow	36-2 lbs	2.35	10c
Corn Meal, White or Yellow	20-5 lbs.	3.20	25c
Cracked Wheat	36-2 lbs.	3.60	15c
Cracked Wheat	20-5 lbs.	4.60	30c
Graham Flour	36-2 lbs.	2.85	10c
Graham Flour	20-5 lbs.	3.90	25c
Hominy, Large	36-2 lbs.	3.60	15c
Hominy, Large	20-5 lbs.	4.60	30c
Hominy, Small	36-2 lbs.	3.60	15c
Hominy, Small	20-5 lbs.	4.60	30c
Oat Meal, Granulated	36-2 lbs.	3.65	15c
Oat Meal, Granulated	20-5 lbs.	4.60	30c
Steel Cut Oatmeal, A. B. C.	36-2 lbs.	3.75	15c
Steel Cut Oatmeal, A. B. C.	20-5 lbs.	4.85	30c
Pearl Barley, 1, 2, 3	36-2 lbs.	4.75	20c
Pearl Barley, 1, 2, 3	20-5 lbs.	6.20	40c
Rice Flour	36-2 lbs.	3.80	25c
Rice Flour	20-5 lbs.	5.00	55c
Rye Flour	36-2 lbs.	3.60	15c
Rye Flour	20-5 lbs.	4.60	30c
Rye Meal	36-2 lbs.	3.50	15c
Rye Meal	20-5 lbs.	4.50	30c
Split Peas, Yellow or Green	36-2 lbs.	4.45	15c
Split Peas, Yellow or Green	20-5 lbs.	5.70	40c
Whole Wheat Flour	36-2 lbs.	3.00	10c
Whole Wheat Flour	20-5 lbs.	3.85	25c
Gluten Flour	36-2 lbs.	4.30	15c
Gluten Flour	20-5 lbs.	6.00	40c
Farina	36-2 lbs.	3.95	15c
Farina	20-5 lbs.	5.35	30c
Lightning Tapioca	24-1 lb.	2.00	15c
Cardinal Crushed Oats, Premium	20-5 lbs.	4.15	

The Advocate is the LARGEST EXCLUSIVE Retail Grocery JOURNAL west of CHICAGO.

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Japan Table Queen, 33 3-lb.. 6.00
Japan Table Queen, 40 2½-lb 6.00

M. Phillips & Co.

Hermosa, Ex. Fancy 2½ & 5-lb 7.10
Fiesta, 2½ and 5-lb..... 6.75
Ex. Fancy Carolina..... 7.00
Fancy Carolina .....6.00 to 6.75
Hawaiian .....5.10 to 5.50
Satsuma No. 1 Imp. Japan.. 6.25
Toyokome 6.00
Togo 5.85
Higo 5.50
Mikado 5.35
Texas Japans .....5.10 to 5.85
China No. 1 .....5.65 to 6.75
China No. 2 .....4.35 to 5.15

W. T. Welisch & Co.

Samurai, La., Japan.....$5.25
Fuji, La. Japan..... 5.50
Fuji Yama, La. Japan..... 5.65
W (circle), La. Japan..... 5.85
Snow White, Caro. Head.... 6.75
Mardi Gras, Caro Head..... 6.50
Paragon, Caro. Head..... 6.75
Virgin, " " 2½ & 5 7.10
Honeymoon " " 2½ & 5 6.95
Natural, Caro Head, 3s..... 6.50
Mascot, Caro. Head..... 5.75
Ti..n, Caro. Head..... 5.50
Best Yet, Japan, 3s..... 6.25

Rice Specialties.

Quaker Puffed, 3 doz to case. 3.00

Department 16.
LAUNDRY MATERIALS.

This Dept. is corrected by **J. H. Newbauer & Co.; Tillmann & Bendel.**

AMMONIA

Greer's Washing Ammonia

First grade absolutely pure. 180 Beaume Strength.

Pints, 2 doz to cs, per doz..$1.65
Qts, 1 doz to case, per doz.. 2.70
½ Gal., ½ doz to cs, per doz. 4.50

Greer's Toilet Ammonia

Lavender and Violet

Pints (2 doz .to cs).$2.50 pr dz

Parson's Household Ammonia (Neutral.)

Pts., 2 doz to case, per doz..$ 1.75
Qts., 1 doz to case, per doz.. 2.65
½ gals, 1 doz to case, per doz 4.50
One-half case free with 5 cases; one case free with 10 cases.

Washing Ammonia

Standard Grade

Pts, 2 doz to case, per doz..$ .80
Qts, 2 doz to case, per doz.. 1.10

Bluing, Ball

Nuremberg, A, ½s, per lb. 35
Do A. D., ½s, per lb.... .27½
Do A. C. R., ½s, per lb.. 22½

Crown

German ½s' per lb...12½ 13
Do ¼ 's, per lb....14½ 15
Deschamp's French, 1's per lb 27½
Do ½'s, per lb....28½

Bluing, Liquid

Common, pts, 3 dz to case.. .85
" qt, 2 doz to case.. 1.25
" ½ gal, 1 doz to case 2.50

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Borax

20-Mule Team, 1's cs of 2 doz $2.25
20-Mule Team, 12-oz cs of 4 doz..... 3.45
20-Mule Team, ¼'s cs of 8 doz 2.90
(Less 5 per cent in 5 case lots;
Lump, 25 lbs in box..... .09
Powdered, 25 lbs in box.... .09

Chloride of Lime

Brookman's, 1's per lb....7¼
Do ½'s, per lb.....9
Blue Bell, 50 1s, per lb.....6½
Owl, 50 1s.....7

Potash.

Per case
Babbitt's, 4 doz in case..... 3.35
American, 4 doz in case..... 3.00

Lye.

Tomson's Red Seal, 4 dz to case 3.85
Tomson's 5-lb 12 to cs.. 4 50
American, 1s, 4 dz in case.... 3.00
Babbitt's Lye, 4 doz in case...3.35
Metropolitan 4 dz to cs.. 3 00
" 5-case lots... 2 90
Banner, 1 case, 4 doz..... 3.60
Blue Bell, 48 1s..... 2 85
Jumbo, 48 1s..... 1 90
Golden Star, 4 doz to case.. 2.90
Merry Nickel, case 1.75
Merry War, case 2.85

Sal Soda

California, sacks 1 40
California, bbls 1 50

Department 17.
SOAPS.

This Dept. is corrected by **Wm. Cluff Co.; Tillmann & Bendel.**

Peet Bros.

Silk Soap $3 35
A. B. Naptha..... 4.20
Crystal White 4.00
Fern 3.30
Lily White (Floating) 3.90
Mechanics, 36 cakes in box.. 2.05
Mechanics, 50 in box (5c size) 1.90
Swansdown, 50 bars in box.. 2.00
Pine Tar, 100 cakes in box.. 3.75
Olive Castile, bx doz, pr gr.. 4.80
Mottled Castile, bx 1 dz cakes 4.80
Pure White Castile, 12, 15 or 20 bars to box 3.10
Spring Blossoms, bx 3, wrpd, gr 4.80
Beau Ideal, bx 3, wrpd, gr.. 5.20
Attar of Roses, bx 3, wrpd, gr 5.20
20th Century Buttermilk, box 3 cakes, wrapped, pr gross 5.00
Elder Flower, bx 1 dz cakes 4.80
Turkish Elder Flower, bx 3, gr 5.20
Turkish Oatmeal, bx 3, wrpd, gr 5.20
Oatmeal, bx 1 dz cakes, pr gr. 4.25
Witchazel, bx 1 dz cakes pr gr 5.00
Bart'nia Bouquet, bx 3 wrpd, gr 24.00
Sweet Narcissus, bx 3, wrpd, gr. 17.50
La Rosa, bx 3 wrpd, pr gr.... 9.00
Maj'tic Series Hellotrope Jasmine, Jcky Clb, Rose bx 3, wrp 9.00
Japan Bouquet, bx 3, wrpd, gr 9.00
Barbers' Cream, 6 lb bxs, pr lb 20

27

Standard Soap Co.

Gasene, 100 ..... 4 25
Top Notch, 100 10 oz..... 3.25
Yellowstone, 100 14 oz..... 4 00
Marigold, 100 16 oz..... 4 20
Radio, 100 " oz 3.00
Magno, 100 [illegible] oz..... 6 00
Gold Medal Borax..... 6 50
Purity, "Floating," 5c size 3 90
Do. 10c size..... 6 25
Do. 10c size, 20..... 1 30
Electric Mineral, 100 16 oz 5 50
Electric Mineral, 20, 16 oz.. 1 15
Peerless Kitchen, 100 10 oz.. 2 85
Peerless Kitchen, 20 10 oz ..... .65

Swift & Co.

Wool Soap, 10 oz., 100s..... 7.00
" " 6 oz., 100s..... 4.00
Witch Hazel (Swift & Co.).. 5.00
Oat Meal (Swift & Co.)..... 5.00
White Ribbon 3.65
Swift's Pride 3.35
Swift's Naptha 4.00
Elko 3.55
Cream Laundry 4.25
Snap, 60, 16 oz..... 2.65
Snap, 100, 8 oz..... 2.25
Special, Grocers' Assmt (sells for $9.00, 80% profit)..... 5.00

Miscellaneous.

Mascot $2.65
Miller's Naphta, 100 14-oz.... 4.35
Mikado, 20 14 oz..... 4.25
Mikado, 20 14 oz..... 1.05
Lenox, 100..... 3.35
Lenox, 20 ..... .75
Ivory, 100 10 oz..... 7.00
Ivory, 100 6 oz..... 4.00
Fairbank's Clairette, 100.... 3.35
Fairbank's Santa Claus, 100.. 3.35
Fairbank's Copco, 100.... 4.00
Fairbanks' Fairy Ovl, 5c.... 4.00
Fairy Oval, 10c..... 7.00
Sunny Monday, 100s..... 4.75



50 large.. 3.50

100 small 3.65

Jewboy, Indry size, 60 cakes $4.00
" Indry size, 30 cakes.. 2.00
" toilet size, 100 cakes.. 2.00
" toilet size, 50 cakes.. 2.00
Sunlight, Indry shape, 100 cks 4.20
Welcome, Borax Indry soap. 4.20
Cheerful, high grd Indry soap 3.50
Monkey Brand, 100 cakes.... 4.00
Monkey Brand, 50 cakes..... 2 00
Babbitt's, 100 ..... 4.25
Strker's Kitchen, 100s, 8 oz.. 3.40
Strker's Kitchen, 20s, 8 oz.. .80
Star of Kitchen Sand Soap.. 4.75
Gem of Kitchen Sand Soap..3.25

28

Yacht Club Borax, 200s..... 7.50
" " " 100s 3.90
" " " 20s ..... .85
Nun Nicer Borax, 10 oz..... 6.00
Blue Ribbon Borax, 7 oz.... 4.00

SAVON.

Gilt Edge, 100, 16 oz.....$3.80
" " 20s ..... .85
Royal, 100, 14-oz..... 3.40
" 100 12-oz 3.10
" 100 10-oz 2.75
Vermont Long Bar Laundry, 100-lb cases 3.50
Packed either 100, 80, 40 or 25 bars to case.

The Genuine.



Price, per case $4.35
Packed 100 bars in Case

Castile Soap

Notre Dame 8
White Virgin, lb..... 8½
White, Conti 15
Mottled, imported 7½
Clover Leaf White 15

Scouring Soap

Bon Ami, 3 dz to cs, per cs.$2.50
Sapolio, ½ gross box, per box 4.50
Sapolio, hand, ½ grs bx, pr bx 4.50

WASHING POWDERS

Gold Dust, 24 3's, per cs.$4.50
Gold Dust, 100 10 oz.... 4.00
Swift's Pride, 12 oz..... 4.25
Swift's Pride, 24 4s..... 4.25
Lavarine, 36 1 lb, pr. cs. 3.00
Lavarine, 100 5c pkgs.... 3.50
Pearline, 100 6 oz pkgs.. 3.75
Babbitt's 1776, 6 oz..... 2.85
Kleeno, 72 1s..... 5.25
Kleeno, 24 3s..... 4.75
Kleeno, 100 ½s..... 4.00
Peet's Seafoam, 24 3s..... 3.75
" " 100 12 oz..... 3.75
Grandma's Borax, powdered 24 3s 4.50
" 60 ¾'s 2 40
One case, large size, free with 5 cases, large or small.

Department 18.
STARCHES.

This Dept. is corrected by **J. H. Newbauer & Co.; Wm Cluff Co.**

Kingsford's Oswego.

Silver Gloss 12 6-lb bxs..9
" 40 1-lb pkgs.8½
Corn, 40-lb boxes.....8

NATIONAL STARCH CO.

Lily, Sioux and Ningra Brands.

Corn, 40 1s 6

BABBITT'S BRANDS.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 41 CLAY STREET. S. F.

29

Gloss, 48 1s.....6¼
Gloss, 12 6lb.....7
Laundry (bulk), 50s.....5½

J. C. Hubinger Bros. Co.

Elastic (Flat Irn Brnd),64 ¾s 5.00
Pops Corn, 40 1s..... 6.50
Tiger Lump (bulk 50-lb bxs) 4¾
" " 40 1s 5¼
" " 3-lb pkgs..... 5¼

None Such Brand.

Corn, 40 1s.....6
Gloss, 48 1s.....6
Gloss, 12 6s.....7
Gloss, 50-lb box.....4¾

Owl.

Corn, 40 1s, per lb.....5
Gloss, 40 1s, per lb.....5½
" 12 6s, per lb.....6

Murdoch's Oswego.

Oswego Corn, 40 1s.....7½
Velvet Gloss, 40 1s.....8
" " 12 6s ..... ½
One case free with 10.

Blue Ribbon.

Gloss, 48 1s .....
Gloss, 12 6s.....
Corn, 40 12s.....

Miscellaneous

Celluloid, 60 ¾-lb pkgs,pr bx 4.75
Elastic, same, per box..... 5 00
China, 80s 6.00

Department 19.

OILS, PAINTS, ETC.

This Dept. is corrected by Whittier-Coburn Co.; W. P. Fuller & Co.

Coal Oil

Water White, bulk.....10½
Water White, 150 deg bulk..11½
Special Water White, bulk...12½
Pearl, cases, 2 5s.....17½
Astral, cases, 2 5s.....17½
Star, cases, 2 5's 17½
Ex. Star, cases, 2 5's.....20½
Argo, bulk 19
" case 26
Elaine, cases, 2 5s.....26½
Eocene, cases, 2 5s.....20½

Gasoline and Benzine

86 deg. Gasoline, bulk.....30
86 deg. Gasoline, cases....37½
Benzine, bulk 12
Benzine, cases 19
Stove Gasoline, bulk.....18
" " case 25
Gasoline, 86 deg., bulk.....30
Same, cases, 2 5s 37½
Red Crown Gasoline, in bulk.18
Red Crown Gasoline, in cases, 2 5s 25
Motor Gasoline, bulk.....18
Motor Gasoline, in cases, 2 5s.25
No. 1 Eng. Dist. Iron Bbls. or Drums 09½
No. 1 Eng. Dist., cases, 2 5s..16½
No. 2 Eng. Dist. Iron Bbls or Drums 08
No. 2, Eng. Dist., cases, 2 5s..15
V. M. & P. Naptha, in bulk..10
V. M. & P. Naptha,cases,2 5s.17½

Turpentine.

Strictly Pure, cases, 2 5s....77½
" drums of iron bbls..70½

Linseed Oil

Pure, raw, bbls.....53
" boiled, in bbls.....55
" raw, case, 2 5s.....59
" boiled, case, 2 5s.....61

Castor Oil

Baker's AA, cases, 2 5s..... 1.30
No. 1, cases ,2 5's..... .70
2 oz ..... .65
4 oz ..... .90
8 oz 2.00
2 5-gal tins, per gal..... 1.30

Lard Oil

	Bbl	Case
Strictly pure	.85	91
Sup. Win., str	.75	81
No. 1	.60	66
1 oz		.45
2 oz		.55
4 oz		.85

Neatsfoot Oil

Cooper's	.80	85
Extra	.70	75
No. 4	.60	66

30

Lubricating Oils

	bbls	Case
Star Cylinder Oil	.60	65
Columbia Cylinder	.40	65
Gem Cylinder Oil		..
Ruby Cylinder Oil		..
Star Machine Oil	.30	35
Star Dynamo Oil	.50	55
Star Spindle Oil	.50	55
Star Sep'tor Oil	.50	55
Red Engine Oil	.27	32
600 M Cylinder	.45	50
FFV Cylinder	.80	85
Med. Ruby Eng.	.30	35
Castor Machine	.23	28
Auto-Cylinder	.60	65
Gas Engine	.30	35

Miscellaneous Oils

Union Salad Oil	.70	76
Pure Sperm Oil	.70	75
No. 1 Polar	.40	45
ihCna Nut Oil,ordinary..—		75
China Nut Oil, No. 1.....—		90

White Lead

Whittier, in kegs,	7¾	8½
Pioneer, " "	7¼	8¼

Dry Paints

English Paris White, bbls..$1.60
Whiting, barrels 1.20
Prince's Min'l B'wn, bbls. 1.65
Yellow Ochre 1.50 1.65
Eng Ven Red, bbls....1.50 1 75

Department 20.

This Dept. is corected by Pac. Coast Biscuit Co.

CANDIES.

Lozenges
(5-lb. boxes)

XXX Peppermint, pals.13 .16
Thin Peppermint..... .16
TT Peppermint ..... .16
Musk, fluted, pails.... .22
Cinnamon, Lemon, Sassafras, Rose..... .18
Midget fruit ..... .20
Conversation and hrts. .15
Liliput Conv. & herts.. .17
Midget Conv. Lozenges. .18
Crown T. T. Loz, 24 5c pkgs .80
Aurora Lozenges, 24 5c pkgs .80
Cough Troaches, 5-lb bx .25
Eagle Wafers, Peppermints ,Wintergreen.. .25

Mixed Candy
(30-lb pails)

Plain Mixed 9½
Royal Mixed.....12½
Grocers' Mixed.....10½
Yankee Mixed 13
American Mixed.....13
Fancy A Mixed 15
Fancy C. Mixed.....14½
French S. Mixed 16
French No .1 Mixed.....18
French Extra Mixed.....20
Lady Mixed 15
Broken Mixed 9½

Steam Panwork

Anise Seed 22
Aromatic Cachous.....18
Assorted Berries.....16
Assorted Dragee.....14
Assorted Imperials.....16
Assorted Small Seeds....22
Bird's Eggs 17
Boston Baked Beans.....17
Burnt Peanuts.....18
Burnt Almonds.....25
Caraway Seed ,smooth....22
Caraway Seed, pearled...22
Celery Seed.....22
Cinnamon Beans large red15
Cinnamon Beans, imperial17
Coriander Seed, pearled..22
Jelly Beans, pails..12½ 14
Jelly Bird's Eggs.....17
Jelly Cranberries.....17
Jelly Limes.....17
Jelly Raspberries.....17
Jordon Almonds, fine 50
Jordon Almonds ,imitation18
Licorice Beans 15
Red Hots.....25
Ringed Marbles.....16
Sugar Coated Licorice Tablets 20
Sugar Almonds.....25
Sugar Plums.....16

31

Cream Goods.
(5-lb boxes)

Fondans Creams.....14
Hand Dipped.....20
Hand Dipped, with nuts on....22
Fruit and nut Ices.....18
Cream Peppermint.....20
Crushed Fruit Bonbons..32

Chocolates.
(5-lb boxes)

Chocolate, plain 16
Chocolate, Hand Made 21
Chocolate Dipped Bonbons...21
Chocolate Dipped Bonbons with nuts 23
Chocolate ,Climax ,30-lb pails 18
Chocolate Chips 26
Chocolate Nonpareil Drops.....21
Chocolate Wafers 22
Chocolate Cream Tablets 30 in box 1.10
Fleur de Lis Marshmallows, 6-
Fleur de Lis Marshmallows, 3-lb tins 28
Occidental Marshmallows, 3 lb tins 30
Dipping Marshmallows, 5-lb boxes 25
Angel Food, 5-lb boxes.. .20
French Nougat, 30 5c slices in box 1.00
Walnut, Apricot ,Spanish Nougat, 5-lb boxes ,lb....25

Sundries.

Opera Carmels ..... .19
Rock Candy ,white & red .15
Rock Candy, brown..... .16
Licorice Drops ..... .20
Licorice Sticks, 16 to lb.. .28
Licorice Tablets, 5-lb box.... 1.25
Licorice Tablets, 24 5c bx .80
Licorice Penny Sticks, 100 in box..... .65
Buttercups, 5-lb tins..... .25

Gum Goods
(5-lb boxes)

A. B. Gum Drops, asstd....9
A. B. Gum Drops licorice 9
A. B. Gum Drops, cryst'zd11
A. B. Bonbons, plain inbls 7
A B. Bonbons, fancy, inbl 7½
A. B. Bonobns ,fancy, crystalized, 5-lb boxes.....15
A. B. Fruits.....18
Royal Gum Drops.....15
Genuine Gum Drops, hard 25
Jelly Squares ,assorted...14
Bijou Sticks 18
Spiced Jelly Drops.....20
New Turkish Figs.....16
Fig Paste ,plain.....17
Fig Paste, tricolor.....18

Chewing Gum.

	Single	Box
Sweet Heart, per box....		.60
Sen-Sen, 20 pieces.....		.60
Sweet Heart, 20 pieces..		.60
Blood Orange, 20 pieces..		.60
Chiclets, 40 5c pkgs.....		1.25
Chiclets, 10 10c pkgs....		.80
Newton's Pepsin, 20 pkgs....		60
Pearlo, 40 5c package...		1.00

Department 21.

CRACKERS.

Animals ..... .12½
Animals Iced ..... .15
Assorted ..... .12
Assorted Extra ..... .14
Assorted ..... .12
Assorted Extra 14
Automobiles ..... .12
Assorted Fingers ..... .15
Boston ..... .09
Butters, Templar ..... .09
Champions ..... .09
Chocolate Wafer 18
Coco Taffy ..... .15
Cocoanut ..... .15
Currant Cakes ..... .12½
Cornhills ..... .11
Cherry Marshmallow .... .18
Cracker Meal ..... .06
Cracknel, plain ..... .22
Creole Belle ..... .16
Dainty Chip ..... .14
Dainty Marshmallow .... .16
Digestives ..... .09

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Egg Jumble ..... .14
Fig Bar ..... .14
Fruit, Iced 1
Fruit Biscuit ..... .14
Fine and Dandy ..... .18
Fruit Sultanas ..... .14
Golden Cream ..... .15
Graham Gems ..... .09
Ginger Cake ..... .10
Ginger Nut 11
Graham ..... .10
High Tea 15
Honey Comb, Iced ..... .14
Honey, Frosted ..... .14
Iced Sweets 14
Iced Squares ..... .14
Jennie Lind 12
Lemon Snap 14
La Grand ..... .11
Lemon Biscuit ..... .14
Lemon Wafer 14
Little Egypt ..... .14
Lunch Banquet ..... .14
Lunch, Oakland ..... .09
Lunch, Coast ..... .09
Monitor ..... .09
Marshmallow, Walnut .. .16
Nicnacs 12½
Nicnacs, No 1 11
Orange Wafer 14
Oysteretts ..... .08
Pilot Bread ..... .04
Pretzel ..... .10
Popular, Mixed ..... .12½
Picnics 07½
Pilot, Extra ..... .05
Pretzelletts ..... .11
Pineapple Delight ..... .16
Red Cross Oyster ..... .08
Salien Snowflake ..... .14
Snowflake ..... .14
Seed Cake ..... .12
Salted Fingers ..... .10
Snowball ..... .16
Saloon Pilot ..... .07
Sugar Cookies ..... .12
Soda ..... .06½
Soda, Extra ..... .07
Soda, Saloon ..... .07
Soda No. 1 (5c seller) doz .50
Soda No. 2 (10c seller) .. .08
Soda No. 3 (25c seller).. .20
Soda ..... .06½
Soda Extra 07
Strawberry Wafer ..... .14
Star Butter ..... .09
Vanilla Biscuit ..... .14
Vanilla Snap ..... .12
Wafers, Assorted ..... .16
Walnuts, Marshmallow .. .16
Your Sweets ..... .16
Zephyr Pilot ..... .09
Big Four Snaps, doz..... .50
Railroad Lunch, doz..... 1.00
Gingerette-Lemonetts, doz .50
Chocoletts-Str'wb'ryetts,dz .50
Banquet Lunch (cartons). .15
Banquet Lunch, 2-lb tins .30
Saline Snowflake, 2-lb tins .30
Grahams, 2-lb cartons, doz 1.00
Del Monte Tea (carton) dz .75
Water 12½

Department 22.

FANCY GROCERIES

This Dept is corrected by Wellman, Peck & Co

Wellman, Peck & Co., [illegible]

Bouillion Capsules

Armour's, 10 capsules in box
¼ doz boxes 3.00

BEEF EXTRACT

"Rex," 2 oz per doz 4 50
" 4 oz " " 8.00
" 8 oz " " 14 75
" 16 oz " " .....
Marshall's 2 oz. per doz.... 2.65
" 4 oz., per doz..... 4.75
Liebig's 2 oz per doz 4.50
" 4 oz.16 12s to cs " 8 40
" 8 oz 8 12s to cs " 15 00
" 16 oz. 4 6s to cs. " 29 75
Libby's, 2 oz per doz 4 50
" 4 oz. " " 8.00
" 8 oz. " " 14 00
" 16 oz. " " 26.00

Capers

Capotes, 1 d in case....1.00 1.50
Nonpareil, small 1.75
Nonpareil, large 2.25
Nonpareil, Imperial 3.50
" , 2 litre .. 20
" , 4 " ... 37

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CHOCOLATES
Baker's.

Our registered guarantee under National Pure Food Laws is Serial No. 90



WALTER BAKER & CO., Ltd.

(Established 1780)

DORCHESTER, MASS.

	Per Lb.
Premium No. 1 Chocolate, 12 and 25-lb. boxes	37½
Vanila Chocolate, 6 and 12-lb boxes	30
German Sweet, 6 and 12-lb boxes	25
Breakfast Cocoa, ½-lb tins, plain, 6-lb boxes	
Breakfast Cocoa, ½-lb tins, 12-lb. boxes	43
Cracked Cocoa, ½-lb pkgs, 12-lb boxes	
Caracas Sweet Chocolate, 6-lb boxes	
Soluble Chocolate (hot or cold soda), 1-lb cans	

Ghirardelli's. In paper.

Eagle, 24 1-lb	23½
Eagle, 12 1-lb	24
Eagle, 12 ½-lb	25
Eagle, 12 ¼-lb	26
Crescent, 6, 5 to lb	19½
Crescent, 12, 6 to lb	20½
Cal. Sweet, 6, 6 to lb	26½
Cal. Sweet, 12, 6 to lb	25
Monarch, 12 and ½ lb	28
Manarch, 12, 1-lb	27
Monarch, 12, ½ lb	28
Star, 24, 1-lb	20½
Star, 12, 1-lb	21

Ground. In tins.

Ghirardell's, 12 1-lb	29½
" 24 1-lb tins	29
" 60 1-lb tins	28½
" 60 3-lb tins	27
" 30 3-lb tins	27
" 60 10-lb tins	26½
" 1 35-lb tins	26

In delivery cases.

Ghirardelli's, 60 3-lb tins	27
Venard's, 24 1-lb tins	22
" 20 3-lb tins	21
Miner's, 12 1-lb tins	25½
" 24 1-lb tins	24
" 20 3-lb tins	23

COCOAS.

Van Houten's, ¼s and ½s	83
Van Houten's, 1s	80
Royal Dutch, 12 ¼s	77
Royal Dutch, 12 1s	60
Epp's, 14 ½s	38
Fry's, 12 ½s	39
Webb's, 6 ½s	23
Lowney's, 6 ½s	37
Ghiradelli's Bkfst, 6 ½s	41½
" Bkst, 12 ½s	41
" Impri, 6 & 12 ½s	53
Miner's Breakfast, 6 ½s	38½
" Breakfast, 6 1-5s	40
Van Emden's Dutch, 1-lb	65
Van Emden's Dutch, ½-lb	70
Van Emden's Dutch, ¼-lb	75

Cereal Coffee.

Postum, 24 ½'s, per doz	$1.35
Postum, 36 1's, per doz	2 25
Fig Prune Cereal, 12 1s	2.25
Caramel Cereal, 36 1s	1.20
Grains, 12 1s	2.20

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Chutney.

Bombay, assorted qts	$6.25
" assorted pts	4.00
" Major Grey, qts	7.00
" Major Grey, pts	4.00

CIDER.

Mott's boiled, doz qts	3.25
Monroe's, champagne, doz	2.00
" boiled, doz	2.40
Bidwell's, " "	3.00

COCOANUT.
Baker's.

Baker's Drifted Snow, pails	14
Bbls, 126 lbs	13
Brazil shredded or Table Talk, long thread, 20-lb pails lb	14
" 150-lb bbls, per lb	13
Table Talk in parchment bgs, cases of 30's, 60½'s or 30½'s and 15 1's	14½

Schepp's.

Shredded 1-lb pkgs, per lb	23
" ½-lb pail, per lb	24
" ¼-lb pail, per lb	25
" 12 5c pkgs	47½

Dunham's.

Shredded, 1-lb ppr, per lb	27
" ½-lb ppr, per lb	28
" ¼-lb pksg, per lb	29

COFFEE SUBSTITUTES.
Postum Cereal.

No. 1, 2 dz, sml pkgs, per dz	1.35
No. 3, 3 dz, lrg pkgs, per dz	2.25
No. 0, 1 dz, lrg pkgs, per dz	2.25

EVAPORATED MILKS.

BORDEN'S

MILK CO.
All Borden's Brands Guaranteed.



Eagle Brand—	
Condensed Milk, 4 doz	6.80
Pioneer Brand—	
Evaporated Milk (Unsweetened)	
Tall Cans, 4 doz	4.25
Small Size, 4 doz	2.00
Challenge	4.65
Floral	4.50
Rose	4.75

Borden's Malted Milk.

Trial size, pe rdoz	.90
Small Size	4.00
Large ize	8.00
Hospital Size	33.00

Alpine Milk.

20-oz., 1 to 5 case	4.05
20-oz., 5 to 10 case	4.00
20-oz., 10 to 25 case	3.95
20-oz, 25 to 50 case	
20-oz, 50 cases or more	
8-oz, 96 to case	
Gal., 6 to case	

Carnation Milk.

20-oz, 1 to 4 case	4.05
20-oz, 5 to 9 case	4.00
20-oz, 10 to 24 case	3.95
20-oz, 25 to 49 case	
Gal 6 to case 10c less	

HONEYSUCKLE MILK.

20 oz., 1 to 5 cases, per case	$4.00
20 oz., 5 to 10 cases, per case	3.95
20 oz., 10 to 25 cases, per case	3.90
Baby size	3.00

Miscellaneous.

St. Charles, 4 doz in case	$4.50
St. Charles, 5 case lots	4.40
Jersey, 4 doz, per case	4.00
Lily	4.25
Highland	4.25
Pet, Fam., 4 doz to case	3.35
Baby Pet, 6 doz to case	3.00

Cottolene.

	Single cs.	5 cs.	10 cs.	25 cs
Small	7.25	7.15	7.10	7.00
Medium	7.25	7.15	7.10	7.00
Large	7.25	7.15	7.10	7.00

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GELATINE.
Bromangelon.



(Straight and assorted flavors: Raspberry, Lemon, Strawberry, Orange, Cherry, Chocolate).

Large, 2 doz, per doz	1.20
Small, 3 doz, straight or assorted, per doz	.99
Silver White Keystone, per dz	1.00
Minute, per doz	1.00
Knox's, per doz	1.25
Knox's per gross	15.00
Knox, Acidulated, per doz	1.20
Cox's, per doz	1.15
Keck's, per doz	1.10
Plymouth Rock (1 doz. free with 3 doz.)	1.20
Sheet	35

Ginger Confections.

China, per case of 6 stone jars	2.50
China, Chyloong small stone pots, per doz	
Crystallized glace, ½-lb. tin, per doz	2.50

Hops.

No. 1, ¼ lb, 30-lb box, lb	30
No. 1, 1 lb, 30-lb box, lb	30
Less than 30-lb boxes	31

Junket Tablets.



1½ doz in container, per dz	.80

Lemon Sugar.

Gilt Edge, 24½s, per doz	1.37½
Gilt Edge, 24 1's, per doz	1.85

Lime Juice.

Tahita, 24 8 oz, per doz	$1.25
Tahita, short measure, 16-oz	1.50
Tahita, full measure, 32-oz	2.50
Tahita, bulk, gal	1.00

Olives.
Bottled.

Queen Olives, 10 oz, oval, pts, 2 doz	3.00
Fluted Stuffed Olives, 5 oz., 6 doz	1.10
10 oz., oval olives, pts, 2 dz	2.50
Baby Pimolas, 10 oz., 2 doz	3.65
Baby Pimolas, 24 18s	6.25
Manzanilla, 8 oz, 4 doz	1.25
Manzanilla, 5 oz, 4 doz	1.10
American Ripe, pts, tin, 2 dz	2.25
American Ripe, qts, 2 doz	3.75
Old Mission Ripe, pts, 4 doz	1.80
Old Mission Ripe, qts, 2 doz	3.25

White Label, 5-oz., Manzanillas.

	Per doz
5-oz., Manzanilla	1.30
8-oz., Queen	1.85
10 oz., Queen	2.35

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14 oz., Queen	3.75
22 oz., Queen	5.75
32 oz., Queen	9.00
64 oz., Queen	16.00
5 oz., Stuffed	1.30
10 oz., Stuffed	2.65

Olive Oil.

1 doz qts (California) per dz	8.00
2 doz pts, (California) per dz	4.25
4 doz ½ pts (California) pr dz	2.25
Callon tins, " each	2.50
½ gal. (California) each	1.50

Nicelle Brand.

4 doz ½ pts, case	9.00
2 doz pts, case	8.50
1 doz 22 oz., case	9.00
1 doz qts, case	8.00

Old Mission.

1 doz qts., case	8.00
2 doz pts., case	9.00
2 doz ¼ pts	4.80

Grogan's Purity Olive Oil.

Qts., 6 to gal, 12 to cs, pr cs.	7.50
Pts., 12 to gal, 24 to cs, pr cs	8.00
½ pts., 24 to gal, 48 to cs, pr cs	8.50
Gal. Can, 8 to case, per can.	2.40
½ Gal Can, 12 to case, pr can	1.30

Mushrooms.

	doz
Le Court, 100 to case	$3.50
La Forrest, 100 to cs	3.00
Hotel, 100 to case	3.00
Fancy Stuffed, pts	4.00

Peanut Butter.

Heron's 2 doz to cs, per doz 2.40



Imperial, 2 dz, No. ¼, glass, dz	1.10
" 2 dz, No. ½, glass, dz	2.10
" 1 dz, No. 1, glass, dz	3.25

Peels.

Citron, 25-lb box	.23
Citron, 10-lb box	.23½
Lemon, 25-lb box	.15
Lemon, 10-lb box	.15½
Orange, 25-lb box	.14
Orange, 10-lb box	.14½

Plum Pudding.

Curtice, Individual, doz	$1.10
" No. 1, doz	2.50
" No. 2, doz	4.50
" No. 3, doz	6.50
G. & D., 1s, 2 doz to cs, dz	2.50
" 2s, 12 to cs, doz	4.50
" 3's, 6 to case, doz	6.50
" 4's, 6 to case, doz	8.50
R. & R., Individual, doz	1.00
" 1's, per doz	2.65
" 2's, per doz	4.60
" 3's, per doz	7.10

Salad Dressing.

Durkee, small, 2 dz, per doz	2.50
" large, 1 doz, pr doz	4.25
" picnic size, 4 dz, pr dz	1.00

HOOPER & JENNINGS
Importers and Wholesale Grocers
Teas, Coffees, Dried Fruits, Provisions, Cigars and Tobaccos
462-468 Bryant St., bet 2nd and 3rd Sts.
Telephone Temporary 674 San Francisco

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Department 25.

PICKLES, VINEGAR, RELISHES, ETC.

This Department is corrected each week by the Pacific Vinegar & Pickle Works.

PICKLES IN BULK

California Home Brand

	Sour			Sweet		
	Bbl 50 gals	½ bbl 32 gals	¼ bbl 16 gals	Bbls. 50 gals	½ bbl 32 gal	¼ bbl 16 gals
Midgets	3.00	20.00	10.50	14.00	42.00	28.00
Special Small Gherkins	27.00	18.00	9.50	34.50	23.00	12.00
Bbl. 9000, ½ bbl. 6000, ¼ bbl.3000						
Special Small Mixed					24.00	12.50
Same count						
Gherkins	24.00	26.00	8.50	31.50	21.00	11.00
Bbl. 6000, ½ bbl. 4000, ¼ bbl.2000						
Mixed					21.00	11.00
Same size						
Special Small Medium Pickles	21.00	14.00	7.50	28.50	19.00	10.00
Bbl. 4500, ½ bbl. 3000, ¼ bbl.1500						
Special Small Medium Mixed		13.00	7.00		18.00	9.50
Same count						
Small Medium Pickles	19.50	13.00	7.00	25.50	17.00	9.00
Bbl. 2400, ½ bbl. 1600, ¼ bbl.800						
Small Medium Mixed		12.00	6.50		16.00	8.50
Same count						
Bbl. 3000, ½ bbl. 2000, ¼ bbl.1000						
Delicatessen Pickles	16.50	11.00	6.00			
Chow Chow					15.00	8.00

Package Count	Bbl 1800	Bbl 1500	½ bbl 1200	¼ bbl 600	½ bbl 1000	¼ bbl 500
DILLS	15.00	14.00	10.00	6.00	9.50	5.50

Jumbo Dills.—bbl., $12.00; ½ bbl., $9.00; ¼ bbl., $5.00.

California Home Brand.

Sour and Sweet, (Plain or Mixed), German Dill, Chow Chow and Oionns

	No1 Sml	No2 Mdn	No3 Lrg	Dills	Swt Mid gets	Sweet Gher-kins	Chow Chow	Pearl Onions
Barrels, 50 gals				$0.28	$0.28	$0.60	$0.60	$1.70	$0.46
Kegs, 5 gals				.36	.36	.70	.68	1.74	.54
½ Barrels, 32 gals				.30	.30	.62½	.62	1.73	.48
¼ Barrels, 16 gals				.32	.32	.67½	.64	1.75	.50
Kegs, 10 gals				.34	.34	.67½	.66	1.77	.52
Kegs, 5 gals				.36	.36	.70	.68	1.74	.45
Pails, 5 gals				.36	.36	.70	.68	1.79	.54
Pails, 2 gals				.45	.45	.75	.77	1.88	.63
Pails, 1 gal				.55	.55	.85	.87	1.98	.73
Sd kegs, 10s, 8 gals				2.00	2.75	5.50	5.00	7.25	3.75
Sd kegs, 5s, 4 gals				1.00	1.50	3.00	2.75	3.75	2.00
Sd kegs, 3s, 2½ gals				.85	1.00	1.75	1.60	2.25	1.50

"CENTAUR BRAND"

Sour (Plain or Mixed), German Dill, Chow Chow and Onions

Midgets Small Medium Select'd Dills Chow Onions

	No1 sml	No2 Mdn	No3 lrg slct	Ger man Dils	Chow Chow	Calif. Onions
Barrels, 50 gals	$0.33	$0.30	$0.25	$0.25	$0.32	$0.25
½ Barrels, 32 gals	.35	.32	.27	.27	.34	.27
¼ Barrels, 16 gals	.37	.34	.29	.29	.36	.29
Kegs, 10 gals	.39	.36	.31	.31	.38	.31
Kegs, 5 gals	.41	.38	.33	.33	.40	.33
Pails, 5 gals	.41	.38	1.25			
Pails, 2 gals	.42	.47	.65	.35	.50	.40
Kegs, 5 gals	.41	.38	1.10	.33	.40	.32
Pails, 1 gal	.62	.57	.50	.45	.60	.50

PICKLES IN GLASS

California Home Brand

Pat. Top—English or Octagon	10 oz	½ Pt.	Pt.	Qt.
Gherkins Sour	1.75	1.60	2.30	4.50
Mixed Pickles	1.75	1.60	2.30	4.50
Chow Chow	1.75	1.60	2.30	4.50
Pearl Onions	1.75	2.00	3.25	
Sweet Gherkins	1.75	1.90	2.75	5.00
Sweet Mixed Pickles	1.75	1.90	2.75	5.00
Senf Gurken			2.75	5.00

CENTAUR BRAND

	American Style—Square Bot			Eng. style, Round Bot.		
	Pts.	Qts.	½ Gal	Gal.	½ Pts	Pt.	Qt.
Gherkins	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Mixed Pickles	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Chow Chow	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Picalilli	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Mexican Hot	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Cal. Onions	1.20	1.75	3.00	5.00	1.20	1.75	3.00

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TOMATO CATSUP.

	In Glass, per doz ½ Pt.	Pt.	Qt.	Jugs,per Jug 1 Gal.	2 Gal.	1 Gal. Tins Scr. tp	Ft.tp
Cal. Home Brand	1.35	*2.25	3.25	1.00	1.90	.80	.75
Sunrise				.85	1.60	.65	.60
Sunset	.90	1.65	2.75	.60	1.20	.50	45

Tomato Catsup—In Bulk.

	Bbl. 50 Gal.	¼ Bbl. 32 Gal.	¼ Bbl. 16 Gal.	10 Gal. Keg	5 Gal Keg
Cal Home Brand	.50	.55	.60	.63	.65
Sunrise	.40	.45	.50	.53	.55
Sunset	.35	.40	.45	.48	.50

TABLE SAUCE.

In Glass.

	½ Pts.	Pts.	Qts.	In Jugs 1 Gal.	In Jugs 2 Gal.	Gal. Tins.
Cal. Home Brand	1.75	2.75	3.75	1.25	2 25	...
Worcestershire	1.00	2.00	3.00	1.00	2.00	.85
Chestershire	.75	1.50	2.25	.60	1.20	55

Table Sauce in Bulk.

	Bbls. 50 Gal.	½ bbls 23 Gal.	¼ bbl. 16 Gal	10 Gal. Keg	5 Gal Keg
California Home Brand					
Worcestershire	.80	.82	.84	.86	.88
Chestershire	.55	.57	.59	.61	.63

VINEGAR

Commercial Wine, Cider, Malt or Spirit Vinegar

	40 Gr.	50 Gr.	60 Gr.	70 Gr.	80 Gr.	90 Gr.
Barrels	.14	.16	.17	.18	.20	.22
½ Barrels	.16	.18	.19	.20	.22	.24
¼ Barrels	.18	.20	.21	.22	.24	.26

HIGH GRADE VINEGARS

	Barrels	½ Bbls.
California Home Brand White Wine Vinegar	.30	.35
California Home Brand Red Wine Vinegar	.30	35
Cal. Home Brand Apple Juice Vinegar	.25	.30
California Home Brand Pure Pickling Vinegar	25	30
Cases of one dozen uarts		2.50

RELISHES AND CONDIMENTS.

Miscellaneous.

California Home Brand.

	9 oz.	½ Pt.	Pt.	10 oz.
Tomato Chutney	1.75	1.65	2.50	1.35
Chili Sauce	1.75	1.65	2.50	1.35
Salad Dressing	1.75	1.65	2.50	

California Home Brand

Same, in Bulk, Per Gallon.

	8 oz.	Olympics	14 oz	Pts
Sweet Relish	.95	1.75	2.00	2.75
East India Relish	.95	1.75	2.00	2.75
Red Hot	.95	1.75	2.00	2.75

Salad Oil.

Tierces, about 50 gal., gal. .$ .75
1 gal. tins, 10 to case, gal. 1.00
5 gal. tins, 1 to case, gal. .... .95
½ gal. tins, 20 to case, gal. .. 1.10
Quart bottles, 12 to case, doz 2.75
Pt. Bottles, 24 to case, doz.. 1.50
½ pt. bot., 36 case, doz.....

Saratoga Chips.

(Less 5 per cent.)

Bulk, 15-lb box 3.60
Cartons, 6-oz., 24 in case, doz 1.30

SALT.

Cal .Table & Dairy, 75 2's, 60 2½'s, 50 3's, 30 5's, 15 10's and 8 20s, per bale..... 1.75
Do 50-lb bags, ton.....12.00
Leslie's Sterilized, 75 2's, 50 3's, 40 4's, 30 5's, 15 10's, and 8 20s, per bale..... 2.25
Do, 50-lb bags, ton.....none
Leslie's, 50s 20.00
Imptd Liverpool, 50s, ton....20.50
" " 100s, ton....19.50
" " 200s, ton....19.00
Genuine Werrington,50s,pr ton20.00

H. R. H. Liverpool.

Bales of 75, 2s, per bale....
Bales of 50 3's, 40 4's, 30 5's, 15 10s, 8 20s, per bale....
Bags, 50s, per ton.....

Worcester.

Worcester Dairy,bbl 320 lbs (5 bbls. 5.25)..... 5.25
Worcester Dairy, bbl 320 lbs. 10 bbls 4.75

Worcester Table, 140 2s, 100	1 bbl	5 bbl
3s and 60 5s.....	5.75	5.50
Worcester Table, 30 10s	5.50	5.25
Worcester Table, 50lb sacks, Irish Linen	.90	.85

Rock Salt.

Half-Ground, 100-lb sks, ton 9.50
" " 50s, ton.....10.00
Stock, 100-lb sack, per ton. 8.50
" 50s, ton 9.00

Package Salt.

Leslie's Sterilized, 48 2's..... 2.75
" " 24 3's..... 2.00
" " 20 5's..... 2.50
" " 50 2's..... 3.60
L. S. V. P., 2s, 24 to case... 2.80
R. S. V. P., 3s, 24 to cs, pr cs. 2.00
R. S. V. P., 5s, 20 to cs, pr cs. 2.50
Log Cabin, 24 2s..... 1.70

Celery Salt.

Durkee's, 1 doz in box..... 1 25

SOUPS.

Anderson's 20 varieties..... 90
Campbell's, 21 varieties..... 90
Snider's, Tomato 3's 2.60
" " 2's..... 1 85



Van Camp's, 21 varieties.... 95
Libby's, 2's, assorted..... 2.35
" 1's, " 1.40
" concentrated, 1's..... 1.00

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Franco-American.

	Qts	Pts
Mock-Turtle, Ox-Tail, Consomme, Bouillon, Julienne, Vegetable, Beef, Pea	3.15	1.80
Chicken	3.50	2.00
" Gumbo	3.30	2.00
Green Turtle, thick	7.09	3.60
" " clear	9.50	....
Mulligatawney	3.50	2.00
Tomato	3.15	1.80
Assorted	3.25	1.85

Truffles.

1-16 glass, per doz	3.60
1-16 tins, per doz	2.75
⅛ tins, per doz	5.25
¼ tins, per doz	10.45
½ tins, per doz	20.35

Yeast Cakes.

Magic Yeast, case	1.20
Yeast Gem, case	1.15
Great Western	1.00
Gillet's Magic	1.20
Yeast Foam	1.20

This Dept. is corrected by **Tillmann & Bendel; Pac. Vinegar & Pickle Works.**

CATSUPS.

Snider's, qts. doz	3.75
" pts "	2.40
" 1½ pts, "	1.40

Griffon's.

½-pints, per doz	1.12½
Pints, per doz	1.85
Quarts, per doz	3.25

Miscellaneous.

Campbell's, ½ pts, doz	1 15
Heinz, 10-oz	
" 12-oz	
" 17-oz	
Blue Label, 25 ½-pts. to cs	
Blue Label, 25 pts to cs	
Blue Label, 12 qts to cs	
Golden Star, gal jugs, doz	none
" " qt. jugs, doz	5.65
" " pt jugs, doz	2.35
" " ½ pt jugs, doz	1.40

Long's Fruit Catsup.

Pts, 24 to cs, case	4.75
½-Pts, 48 to cs	5.75
" 2, 5 and 9 Gals, lb	1.60

SAUCES.

Holbrook's, ½ pts	2.40
Lea & Perrin's, small	2.75
Lea & Perrin's, medium	5.00
Lea & Perrin's, large	8.25
5 cases, 5c per doz less.	
Tobasco, McIlheny	4.00
Tobasco, New Iberia	3.50
Bengal Worcester, ½ pt	.85
Bengal Worcester, pt	1.25
Pepper, sprinkle top, ½ pt	2.00
Superior Pepper, small	.90
Superior Pepper, large	1.50
Libby's Manchester Sauce, 24½ pints, per doz	1.20

HORSE RADISH.

Picnic Gems, doz	.95
Pints, doz	.95
Medium, doz	1.30
Quarts, doz	2.50
10-Gal. Kegs, gal	.78
5-Gal. Kegs, gal	.80
2-Gal. Pails, gal	.85
1-Gal Pails, gal	.90
Standard Kegs, 10s, keg	6.50
" " 5s, keg	3.25
" " 3s, keg	2.00

FRENCH MUSTARD.
(In bulk.)

	Cal. Home Brand	Stan-dard
Bbl, per gal	.35	.30
½ bbl, per gal	.37	.32
¼ bbl, per gal	.40	.34
10-Gal Keg	.42	.36
5-Gal. Keg	.45	.38
2-Gal. Pail	.50	.45
1-Gal. Pail	.60	.55
Standard Keg, 10s	3.50	3.00
" " 5s	1.75	1.50
" " 3s	1.50	1.25

In Glass, Cal. Home Brand.

8 oz, 2 dz to case, per doz	.95
14-oz, 2 doz to case, per doz	1.75

Standard.

6-oz, small bbl	.80
8-oz, Dusseldorf	.90

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16-oz, "	1.40

SAUERKRAUT.
Cal. Home Brand—Dry Pack

Bbl., 50-gal	15.00
½-bbl., 32 gal	10.50
¼-bbl., 15 gal	5.50
10-Gal Kegs	3.25
5-Gal Kegs	1.75
3-Gal Pails	.85
1-Gal Pails	.60
Standard Kegs, 10s	2.50

Department 24.

GROCERY SUNDRIES.

This Dept. is corrected by **Haas Bros.; Wm. Duff Co.**

Axle Grease.

H. & L., per case	$2.00
C. & S., 2-doz case, per case	2.00
" 5 case lots	1.95
" 10 case lots	1.85
Frazer's, 2 doz tins, per case	2.25
Frazer's, 4 doz wd, per case	3.60
Frazers, 15-lb pails	1.00
Mica, 3 doz tins, per case	2.60
Castor Oil, 2 doz 1s	2.60
Universal, 2½, light	2.00
Universal, 2½, dark	1.75

Paper Bags.

Automatic, Self-Opening, 500 in pkg., List.

¼-lb	$1.00	8-lb	4.80
½-lb	1.20	10-lb	5.20
1-lb	1.60	12-lb	6.30
1½-lb	1.70	14-lb	8.30
2-lb	2.00	16-lb	9.00
3-lb	2.50	20-lb	10.00
4-lb	2.90	25-lb	11.00
5-lb	3.40	30-lb	13.00
6-lb	4.00	35-lb	15.00
7-lb	4.40		

Sizes 8 to 35 lbs.

Sugar Bags, broad bottom, lb 06

Discounts from above list
Cheapest, 50%.
Eagle or Equal, 50%
White bags, 50%.
Lion, 40%.
Mikado (stripped) 40%

Bluestone.

Barrels, per lb	.12
5 bbl. lots, per lb	11½

BATH BRICK

Bristol, 2 doz, per case	95
Powdered, Large	1.40
Powdered, Small	1.60
Assorted	1.50

CANDLES.
Adamantine.

Adam, 14-oz., 20s	.11½
" 12-oz., 20s	.10½
" 10-oz., 20s	.09¾
Hotel, 40s, 12-oz	.10¾
(Wrapped ¼c higher.)	
Chippowa, 1 oz	.07

Torchlight

Stearic Acid, 12 oz, 20s	.10¼
" 14 oz, 20s	.11¼
" (wrap) 16 oz 20s	.13¼

Stearic.

Schneider's 14-oz., 20s	.14
Schneider's 14-oz., 40s	.13⅞
Schneider's 16-oz., 20s	.15¾

Parafine, Etc.

	Per lb.
4s, 6s, in cartons of 36-lb bxs	11
12s, in cartons of 36-lb bxs	11¼
½-lb, in cartoons of 25-lb bxs	11
1-lb cartons of 25-lb bxs	11
Colored, 1c higher.	
Beeswax, pure for churches	.35
Do No. 2	.27½
Do No. 3	.22½
Christmas, all sizes	.09
Do holders, per gross	.85
Wax Tapers, per doz pkgs	.80
Do Per gross	8.00
Night Lights, German, on pap & wd, per doz	.40
Do French, on tin, doz 85, 1	

Wicks

16 oz, S. A., 40s, (wrap)	.16¼
16 oz, S. A., 20s	.15⅞
14 oz., S. A., 40s, (wrap)	.14
14 oz, S. A., 20s	.13⅞
14 oz, Adam, 20s	.11¾
12 oz, Adam, 20s	.10¾
10 oz. Adam 20s	.09

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Standard Oil Company.
Electric Light.

	Per Set
6s, 16 oz., 20 sets	.11¼
6s, 14 oz., 20 sets	.10¼
6s, 12 oz., 20 sets	.09¼
6s, 10 oz., 20 sets	.08¼
12s, 12 oz., 40 sets (hotel)	.09¼

Granite Mining.

	Per Set
6s, 16 oz., 40 sets	.13¼
6s, 16 oz., 20 sets	.13
6s, 14 oz., 40 sets	.10¼
6s, 14 oz., 20 sets	.11¾
6s, 12 oz., 20 sets	.09¾
6s, 12 oz., 20 sets	.09¾
6s, 10 oz., 20 sets	.09
12s, 12 oz., 40 sets (hotel)	.10

Paraffine Wax.

	Per Set
1s, 14 oz., 25 sets white	.10½
2s, 14 oz., 25 sets white	.10½
4s, 14 oz., 36 sets white	.10½
6s, 14 oz., 36 sets white	.10½
12s, 14 oz., 36 sets white	.11

Colored, 1 cent higher.

Radiant Paraffine Wax.

	Per Set
4s, 14 oz., 36 sets	.10
6s, 14 oz., 36 sets	.10
6s, 14 oz., 20 sets	.09¾
6s, 10 oz., 20 sets	.08

Egg Food.

Pratt's, 26-oz, 2 doz in cs	$4.50
Wellington's, 1-lb, 2 doz box	4.00

Fly Paper



Sticky (holders gratis) $ 2.50



Tanglefoot, per case	2.50
Tanglefoot Holders, per case of 50	.35
Subert's, 40 5s, paper in box	.90

Fruit Jars.

(Net cash—no discount)

Mason's, pts, per gross	6.25
Mason's, qts, per gross	7.00
Mason's, ½ gal., per gross	10.00

Fruit Jar Caps

Porcelain, 6 doz to box, pr bx	2.80

Fruit Jar Rubbers.

No. 1 White, per lb	.60
"Gold Seal," cartons, per gr	.75
"Badgers," cartons, per gr	.60
Red Ribbon	.75

Glue.

Le Page's, 1 oz per doz	.80
Le Page's, 2 ob., per doz	1.30
Le Page's ½-gill tins, per doz	1.50
Le Page's, 1-gill tin, per doz	2.00
" " Tubes, small, gr	12.00
" " " big, per gr	18.00

Cordage.

Basic price—Manila 15¾, Sisal 10¾, (5,000 lbs. ¼c and 10,000 lbs. ½c less.) All kinds advance on base price per pound as given underneath:

	Sis.	Man.
Rope, 1¼-in., (7-16 diam		
" 6 and 9 thr. (¼ and upwards)	basis	basis.
" 12 thread (⅜ diam)	½	½
" and 5-16 diam)	¾	¾
" Bale, 3 and 4, strand	½ less	basis
" " 2, 6, 8 st'nd	½	⅛
Lath Yarn	basis	basis
Hop Twine, tarred	1	1
Grape Vine Twine	1	1
Spring Twine	..	2½
Paper Twine, unoiled	½	2¼
Whale Line and Bolt	..	1

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Hawser laid rope for well-boring	1
Transmission of Power	5
Lanyard and Tarred	ba
Manilla Rope, hd tw, unoiled, 3 & 4 st'd	1
Sash Cord [illegible]	

Cuttle-Bone.

Birds', per lb	

Insect Powder.

Eureka, 10c size, per doz	
Eureka, 25c size, per doz	1.
Eureka, 60c size, per doz	4.
Eureka, $1.00 size, per doz	8.
Buhach, 2-oz., per doz	1.
" 4-oz., per doz	2.
" 8-oz., per doz	3.
" 16-oz., per doz	6.
" 6-lb, per lb	

Matches.

Tins	1.
Boys, doz boxes	
Swedish Safety, per gross	
Swedish Wind, 1 gross	
Vulcan Paraffine, 65s per gr	
Do 50 grs lots	

Diamond Match Co.'s.

Anchor, 200s	1.
Do, 500s	4.
Bird's Eye, 500s, gr	3
3 Noes Safety, 100s	7.
Bees Wax, 100s	1.
Globe, 100s	5.
Domino, case	2
Red Top Safety	2.
S. & C. Eastern Parlor 80's	4.
S. & C., 200s	2.
S & C., 300s	3.
S. & C., 500s	4.
Press, 100s, 5-gross case	1.
Little Star, per case	2.
Search Light, 100s, large, 1 gr	4.

Paper, Wrapping.

Butter, White, per ream	.20
Do Waxed, per ream	.25
Manila, No. 1, rolls or flat	.06
Manilla, No. 1, rolls or flat	.05
Straw, per ream	.95
Do rolls, any size, per lb	.03
Drab, per ream	.60
Do rolls, any size, per lb	.02

Paper, Toilet.

Royal, 100 rolls of 500 shts	4
O Keyed, 5-oz rolls, per case	2.
Royal, 8-oz rolls, per case	4.
O Keyed, tablets, per caes	3
Pastime, tablets, per case	4
Union, per case	7
Lulu, pkgs, 4000 shts, per cs	3
Astoria, pkgs 450 shts, per cs	3
Windsor, pkgs 500 shts, per cs	4
Universal, pkgs 700 shts, pr cs	6.
Great Eastern, pkgs 1000 shts, per case	7
Popular Rolls, 5 oz, 100 rols, per case	3
Daisy Rols, 9 oz, 100 rolls, per case	4
Express Rolls, 10 oz, 100 rolls, per case	5
Asbestos Rolls, 11 oz, 100 rolls, per case	5
Mammoth Rolls, 16 oz, 100 rolls, per case	7
Pyramidal, 2000 sheets, 50 rolls in case	7

"No-Meds"
(Cereal Laxative.)

48 cartons to case, per case $12
Less 30 % discount to trade
Varying cash discount depending on quantity purchased.

Polishes, Shoe.
Day & Martin's.

Large, 6 dz to case, doz	3
Medium, 6 dz to case, doz	2
Small, 10 dz to case, doz	1

Mason's Russet Polish.

	Doz.	¼ Gr.
No. 2	.40	1.20
No. 3	.70	2.00

Comb Black Dressing.

	Doz.	¼ Gr.
Large	1.50	4.50
Small	.80	2.30

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Combination Russet.

	Doz.	¼ Gr.	Gr.
Large	1.50	4.50	18.00
Small	.80	2.30	4.80

Mason's Stove Polish.

Doz.	¼ Gr.	Gr.
.45	1.20	4.80

Polish, Stove.

Rising Sun, large pkg., per gr	6.25
Do 5-gross lots	6.00
Do Small pkg., per gross	3.85
Sun Paste,lrg, ¼ gr bx per gr	5.00
Enameline, No. 4 tins, per gr	5.00
Do No. 6 tins, per gr	8.25
Do Liquid, pt-tins, bx 3 dz	2.25

X-Ray Stove Polish.



Small, 3 doz. to case, per cs	1.50
Large, 3 doz to case, per cs	2.50
(½ doz. free with each case.)	

Polish, Metal.

Electro Silicon, 1 gr in case per doz	.80
Brilliantshine, ½ pts, per doz	.95
Brilliantshine, pts per doz	1.80
Brilliantshine, qts, per doz	3.15
Do, ½ gal., per doz	6.00
Do 1 gal tins, per tin	.85
U. S. Metal Polish, qts	3.67
" " pts	2.00
" " ½ pts	1.25
U. S. Metallic Polish [illegible] lb. package, doz	3.35
½-lb. package, doz	1.67
3-oz package, doz	.50
Barkeeper's Friend, pwdr, gr	21.60

Seeds.

Anis	.15½
Canary	.07
Caraway	.15
Celery	.17½
Coriander	.11
Cumin	.18
Flax, ground	.06
Flax, whole	.06½
Hemp, sacks	.06½
Millet	.06½
Mustard	.10
Poppy	.15
Rape, Cal	.06
Bird gravel, 2s, per doz	.85
Bird Seed Mixed, 48 1s, doz	.80
Red Ribbon, 60 1s	.6½

Original sacks ½c less.

Sheep Dip.

Little', 10-gal tins, per gal	1.20
Little's, 5-gal drums, per gal	1.20
Smith's, 10 ½-gal tins, gal	.95
Smith's, 5-gal drums, per gal	.95

Shoe Blacking.

	Doz.	¼ Gr.	Gr.
No. 1	.25	.75	2.80
No. 2	.30	.85	3.25
No. 3	.35	1.00	3.85
No. 4	.45	1.40	5.45

Shoe Dressing.

Boss, 3 dz to cs, per gr	9.00
Russian, 3 dz to cs, per gr	12.00
Shinola, per gross	10.00
16 Shinola outfits of brush and dauber, no charge.	
Shinola paste, case of 3 doz	2.50
3 solid brass scoops, no charge	

Bixby's Polishes.

Royal Polish, 1 doz in box	.85
Royal P'lish,3 dz bx,ham'r free	2.55
Shoe, Satin, 1 dz (sml comb'n)	.75
No. 5 Shoe Satin Pste, 1 doz	.80
No. 5 Shoe Satin Paste, 1 doz	.40
No. 10 Satinola Paste, 1 doz	.80
No. 10 Satinola Paste, 1 doz in box	.80
Satinola, combination, sml, dz	.75
Satinola, combination, lrge, dz	1.25
Shoe White Cream, per doz	.85
Ermino White Paste, per doz	.80

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Jet Oil, doz	.85
Jet Oil, 3 dz bx, 5 Bixola free	2.55

Bixby's.

"BBB," size M., ¼ gr. box	1.25
"BBB," size B, per ½ gr. box	2.50

Twine.

Sack, 4-ply, 12-lb pkgs, lb	.29
" 4-oz balls, per 3-lb pkg	.26
Hemp, 8-oz balls,pr 3-lb pkg	.26
" 2-lb cones, per lb	.26
" 3-ply, 100-lb bales	.26
Cotton, 4-ply, 100-lb bales, lb	.26

Binder Twine.

Pure Manila,650 ft to lb,pr lb	14½
Manila, 600 ft to lb, per lb	.13½
Standard, 500 ft to lb, pr lb	11½
Sisal, 500 ft to lb, per lb	.11½

Wax.

Fruit, 25 1-lb pkgs, per box	1.50
Mint Wax, per box	1.50
Japan, per lb	.19½
Beeswax	.38
Pure Ref. Paraf., 40 1s, lb	.10
Pure Ref. Paraf., 20 1s, lb	.10

Wax Strings.

12-in., 10 pkg, 100 stgs each	1.75
14-in., 10 pkg, 100 stgs each	1.90

Department 25.

WOOD AND WILLOW WARE

AXE HANDLES.

This Dept. is corrected by
The Heyman-Welill Co.

Ex, 36-in., doz	$2.50
No. 1, 36-in., doz	1.75
No. 2, 36-in., doz	1.35

Baskets.

	Per doz.
Cal., Open, Spruce, No. 3	.85
Cal., Open, Spruce, No. 4	.90
Cal., Open, Spruce, No. 5	1.00
Cal., Satchel, Spruce, nest,0-5	1.35
Cal., Satchel, Spruce, nest,1-5	1.00
Cal.,Satchel, Spruce,nest, 1-41	.71
German Market, nest of 4	1.25
Clothes, Oval, Wil., No. 2	7.75
Clothes, Oval, Wil., No. 3	9.00
Same, nest of 5 sizes	3.50
Japanese Telescopee, nest of 5, size 18x12x7	1.25
Same, size 20x13½x7	1.50
Same, size 24x15x10	1.90

Bowls, Wooden.

	Per doz
Maple, No. 1, 11-inch	.80
Do No. 2, 13-inch	1.75
Do No. 3, 15-inch	3.00
Do No. 4, 17-inch	4.75
Do No. 5, 19-inch	6.50
Do No. 6, 21-inch	8.50

Brooms.

	Per doz
No. 7 Special	4.00
Little Lady	3.65
Dandy	3.10
Cooks' Choice	2.35
Ladies' Pride, No. 1	2.85
Toy, string	1.00
Common Whisk	1.00
OO Whisk	1.10
Leader	2.40
Flyer	2.90

Brushes.

	Per doz	
Dust	2.25	12.00
Scrubbing	.55	3.00
Dandy	1.50	5.75

Shoe Brushes.

No. 415, black tampico No. 59	.95
No. 25 Mixed Center	1.75
No. 602, all black	2.00

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No. 335, black and white	3.50
No. 7, bristles	3.90

Stove Brushes.

	Per doz
551 tampico, handles	.90
No. 41, Black Bristle	1.90
No. 411, Black Bristle	2.25

Ox Fibre Brushes.

	Per doz
Tub Cat, 10½x2½ in face	1.50
Do Rat, 8½x2½ in face	1.25
Do Mouse, 6¼x2½ in face	1.00

Can Openers.

King, doz	.75
Sprague, doz	.45

Carpet Sweepers.

Bissell's, per doz, 25.00 to	27.00
Standard, per doz	23.00

Cheese Safes.

Round, 22-in each	2.25
Square each	4.00

Clothes Lines.

Sisal, 40-foot, per doz	.90
Sisal, 60-foot, per doz	1.25
Cotton, 40-foot, per doz	.80
Cotton, 60-foot, per doz	1.20
Sash Cord, 60-foot, per doz	1.75
Sash Cord, 90-foot, per doz	2.50
Wire Cord, 50-foot, per doz	1.30
Wire Cord, 75-foot, per doz	1.75
Wire Cord, 100-foot, per doz	2.15

Clothes Line Pulleys.

Galv. Iron, with eye	$9.50
" " with hook	.60

CLOTHESPINS.

Common, per box of 5 gross	.70
U. S. Patent Spring, per gross	.55

CORKS.

Demijohns.

(Discount of 40% and 10%)

½ gal	$5.75
1 gal	7.50
2 gal	13.50
3 gal	16.00
5 gal	24.00

Dust Pans.

No. 1 Japan, doz	.75
Covered, doz	1.30
Janitor, doz	2.25

Dusters

	Per doz
China, fancy colored	.80
Standard Turkey, No. 10	2.25
" " No. 12	3.10
" " No. 14	3.80
" " No. 16	4.85
" " No. 18	5.60

DOOR MATS, COCOA.

	Per doz
Light, No. 1, 14x24	4.40
Do No. 2, 16x27	6.00
Do No. 3, 18x30	7.75
No No. 4, 20x33	9.50
Medium, No. 1, 14x25	5.50
Medium No. 2, 16x27	7.00
Medium, No. 3, 18x30	8.75
Medium, No. 4, 20x33	10.50
Extra, No. 2, 16x27	10.00
Extra, No. 3, 18x30	13.00
Extra, No. 4, 20x33	15.50
Extra, No. 5, 22x36	19.00
Keystone Steel Mats, sq. ft	.30

Faucets.

	Per doz
Cork Lined, No. 0	.45
" " No. 2	.45
Cork lined, No. 3, doz	.90
" " No. 4	.60
" " No. 6	.75
" " No. 8	.90

Ironing Boards.

4-ft., per doz	4.40
4½-ft., per doz	5.00
5-ft., per doz	6.00
5½-ft., per doz	7.20

LAMP BURNERS.

Opposition.

0 or E, per doz	.65
1 or A, per doz	.75
2 or B, per doz	.85

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LAMP CHIMNEYS.

Electric—In Cartons.

No. 2, 6 doz in case, per doz	1.10

Lantern Globes.

Packed 5 doz in case	.70

Aurora Rochester.

	Per doz
No. 1, 6 doz in case	.75
No. 2, 6 doz in case	.90
No. 3, 6 doz in case	2.00

Macbeath Pearl Top.

No. 1 or A, 6 doz in case	.85
No. 2 or B, 6 doz in case	1.05

La Bastie.

	Per doz
No. A, plain bulk, 6 doz in cs	1.22
No. B, plain bulk, 6 doz in cs	1.53
No. A, crimp bulk, 6 dz in cs	1.32
No B, crimp bulk, 6 dz in cs	1.63

Common Chimney.

	Per doz
No. 0 or E, 6 doz in case	.40
No. 1 or A, 6 doz in case	.45
No. 2 or B, 6 doz in case	.65

LEMON SQUEEZERS.

Ball, per doz	$0.85
Glass, No. 1, per doz	.75
Class, No. 3 (for oranges) dz	1.25

MOPS AND HANDLES.

	Per doz
9-lb. Mops	1.35-1.65
12-lb. Mops	1.80-2.20
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per doz
Wood, painted, 3 hoops	2.65
Wood, varnished, 3 hoops	2.50
White Cedar, 3 galv. hoops	3.25
Fibre	3.60
Galvanized, 8 quarts	2.05
" 10 quarts	2.30
" 12 quarts	2.55
" 14 quarts	2.90

SHELF PAPER.

	Per gross
Narrow, assorted colors	.12
Lace paper, per box	.30

TUBS.

White Cedar—No .0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Fiber—No. 0, $19.00; No. 1, $15.75; No. 2, $13.75; No. 3, $12.25.

Galvanized—No. 0, $5.85; No. 1, $6.95; No. 2, $7.95; No. 3, $8.85.

WASHBOARDS

	Per doz
California, regular size	2.25
Little Lady, glass	1.85
Little Lady, zinc	1.10
Peerless, double	3.50
North Star	3.65
Crystal Glass	4.40

Washing Machines

Waverly	5.75
Matchless	5.85
Western	3.75
Majestic, family size, each	6.00
Snowball, family size, each	6.75
Leader, family size, each	7.00
Shelby, family size, each	7.75

WICKING

	Gro
Lamp, 0 or E, ¾-inch	$0.30
Lamp, 1 or A, ¾-inch	.40
Lamp, 2 or B, 1-inch	.60
Lamp, 3 or D, 1½-inch	.85
No. 1, Rochester	1.50
No. 2, Rochester	2.25
No. 3, Mammoth	7.50
Junior Rochester	2.00
Stoves, 3-inch	1.50
Stoves, 3½-inch	1.90
Stoves, 4-inch	2.00
Stoves, 4½-inch	2.00

WRINGERS

Wood Frame.

Two top screws; iron tub clamps.

	Per doz
Royal, 10x1¾ inches	27.50
Challenge, "	21.00
King Special "	23.50
Empire "	30.00
Century, 10 inches	28.50
" 11 inches	31.50
" 12 inches	35.00

Iron Frame.

Superior, 10 inches	29.50

49

" 11 inches 33.00
" 12 inches 37.00
Crescent 27.00

Ball Bearing.

Hitchcock 33.00

MISCELLANEOUS.

Barrel Covers, 17-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in. (sugar barrel size), per doz..... 2.70
Brownies, per doz....75 1.00 1.25
Butter Ladles, plain, doz.... .45
Butter Ladles, clays, doz.... .85
Butter Spades, doz..... .40
Dishes, oval, ½-lb, per M.... 2.25
" " 1-lb, per M.. 2.50
" " 2-lb, per M.. 2.75
Dishes, wire end, ½-lb, per M 2.00
" " " 1-lb, per M 2.25
" " " 2-lb, per M 2.50
Egg Beaters, Dover..... 1.00
Measures, fiber, 4 pieces.... 1.50
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz.... 5.90
Lantern globes, in bbls....70@95
Mouse traps, 1 to 5 holes, doz .....45@60
Mouse traps, "Sure Catch," dz .35
Traps, rat, "Blizzard," doz.. .90
Nest Eggs, per doz..... .20
Oil cans, glass, wire cover, 1 gal, per doz..... 4.50
Oil Cans, gal., glvnzd iron.. 2.15
Oil Cans, 5 gal., glvnzd iron. 7.50
Potato Mashers, per doz 45@75
Rolling Pins, per doz..1.35@1.50
Spoons, wooden.....30c, 37c .65
Step Ladders, each per ft., 14-22-40
Tacks, steel, asstd, 2 14-oz.. .25
Tacks, Common, 2 oz., doz.. .11
Tapers, gas, 30 17-in., tgs.dz 65
Toothpicks, box 2.50, 2.75
Twine Holders, hanging, doz 2.00
Spittons, fiber, 13-inch..... 6.25
Spittons, fiber, 12-inch..... 5.00
Spittons, fiber, 9-inch..... 4.15
Whips, per doz, from 90c to 18.00
Window Screens, 12-inch, doz 2.75
" " 18-inch, doz 3.25
" " 24-inch, doz 3.60

Department 26.

STATIONERY.

Corrected by the
Schwabacher-Frey Stationery Co
42-44 Sutter St., San Francisco

Blank Books.

Counter, 72 leaf, per grs.... 5.00
Counter, 90 leaf, per grs.... 6.00

Day and Ledger.

Cap, canvas, 200 pp., each.. .30
Cap, canvas, 500 pp., each.. 1.00
Crown Cloth, 150 pp., each.. .75
Crown Cloth, 300 pp., each.. 1.00
Cap, Im. Leather Bnd, 600 pp 3.20

Writing Paper.

Tanglewood.	Ream
Commercial Note, 5lb.....	.60
Commercial Note, 6lb.....	.72
Letter, 10-lb ex.....	1.20
Cap, 12-lb ex.....	1.44

Envelopes.

	Per M
XX, 5-in	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX,4-in.,Baronial cream or white	1.40@1.80
XX,5-in.,Baronial cream or white	1.60@2.00

Inks—Carter's or Diamond.

Black, 2 oz cylinder, p. gr.. 4.50
Red, 2 oz, 3 dz to box, pr bx 1.25
Black, 4 oz, per gr..... 7.20
" or Blue Blk, ½ pt,dz 2.17
" or Blue Blk, pt, dz.. 3.50
" or Blue Blk, qt..... 6.00

Lead Pencils.

	Gross
Cedar, rubber tip.....	1.25
Red pshd, mtl rbbr tip,I.X.L	1.65
Matchless	3.00
Yellow, pshd, rbr tip, round.	4.00
" pshd, rbr tip,hexagon	4.00
Black, pshd, rbr, tip, Nos. 1, 2, 3, 4, "Office" Hex.....	4.50
Carpenters, 3 dz to bx, pr bx	1.00

50

Steel Pens.

	Gross
Railroad, 1 gross in box..	$0.40
Stub, ex fine, sml, mdn lrg	.40
Falcon	.40
Bank	.40
School, fine	.40
Spencerian Nos. 1, 2 or 3....	.85
Gillott's, No. 404.....	.50
Gillott's, No. 303.....	.90
Pacific Mail, cinkle plate....	1.00
Tuxedo	1.00

Department 27.

AMERICAN TOBACCO CO.

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb Cases)

Seal of N. C. 1⅔ oz foil....	68
" 3¾ "	61½
" 8 "	58¼
" 16 "	56⅛
" 1⅔ oz cloth	68
Seal of N. C., 3¾ oz clth pchs	63¾
pouches	68
Seal of N. C. 16 oz decorated tin canisters	58¼
Old Eng. Curve Cut, 1⅔ oz curved tins	75½
Old Eng. Curve Cut, 3¾ oz curved tins	75½
Old Eng. Curve Cut, 8 oz....	75
Old Eng. Curve Cut, 16 oz..	75
Continental Cubes,1⅔-oz tins	75¾
Monte Cristo Slabs, 3¾-oz tins	75½
Van Bibber, sled plg, 1⅔ oz tins, 2½ lb cartons.....	70
Three Feathers, 1⅔ oz, 1¼ lb cartons, net.....	58¾
Pedro, 2½-oz foil.....	51½
" 2½-oz pouch	51¾
" 2½-oz assorted	51
" 16 oz decorated tin canisters	41½
Dixie Queen, 1⅔-oz foil....	41¾
" 8-oz tins	41½
" 1⅔-oz	64
canisters, 6 lb cartons, 30 lb in cases.....	42
Duke's Mixture, 1⅔ oz sacks	40
Arlington, 1⅔ oz foil.....	63½
Duke's Cameo, 1⅔-oz.....	41½
Duke's Cameo, 2½ oz foil..	47¼
Melrose, 1⅔-oz foil.....	66⅔
Fragrant Vanity Fair, 1½ oz foil	93
Red Indian Plug Cut, 1⅔ oz and 3¾ oz foil.....	39
Fashion, 1⅔ oz	38¾
" 16 oz canisters....	42½
Fashion Pail	42⅛
Bull Durham, 1 oz.....	62
" 1⅔ oz.....	62
" 3¾ oz	59
" 8 oz	57
" 16 oz.....	53
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb.....	24
Echo Plug Cut, 1⅔ oz(16-oz, 49)	47¾
Red Bell, 1⅔ oz.....	40⅛
" 16-oz pails.	41⅛
Cornell Mixture, 3¾-oz tin..	83¼
Oriental Mixture, 3¾ oz tin..	93
Honey Dip Twist, 10 to lb..	43⅛
Grizzly, 16 oz, 24-lb cases..	54⅛
Five Bros. Pipe Smoking, long cut,paper pkgs, 3¾ oz, 5 lb cartons, 30, 50 & 100 lb cases	38
Pride of Virginia, 1⅔-oz, 3¾-oz and 8-oz tins, 2½-lb boxes, 10 & 25-lb cases...	75
Golden Cupid, 1⅔ oz foil, 25, 50 & 100-lb cases.....	60⅔
Sure Shot, 2s.....	33
Union Leader, 1⅔-oz foil....	41½
" 3-oz pouch	41
" 8 and 16 oz canister	41
Union Leader, 16-oz milk can	41
Plaza, 1⅔-oz cloth, 5-lb cartons, case of 25 lbs, net..	37¼

Fine Cut Chewing.

Hiawatha, 2 oz, b'ght or d'k, 1-lb cart, 10-lb cs, per lb 59
Hiawatha, 5-lb cs, 1-lb carts 59
Hiawatha, 16 oz, b'gt or d'k, 5-lb pails, lb..... 59
Hiawatha, b'gt or dark, 10-lb pails, per lb..... 56

51

Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb pails..... 44
Rose Leaf, 10 to lb, bright or dark, 1-lb cart, 5-lb drums 67
Tiger, 1⅔ paraffine bags, 5-lb moisteners 41

Cheroots and All Tobacco Cigarettes.

Old Vir. Cheroots, 5 in bundle.13.25
$12 in less than 1M lots.
Old Vir.Cheroots,5 in bundle.13.95
Bet. the Acts Little Cigars, 10s tin 8.25
Bengal little cigars, 10s, (10 per cent in free goods).. 7.30
Royal Bengal, 10 in pkg, 100 in carton.....11.50
Van Bibber Little Cig., bundles of 10, boxes of 100....16.20
Sub Rosa cigarros, 10s, cartons of 500, per M..... 4 00

Stogies, Etc.,

Less 2% for cash.

Star Pittsburgh stogies 1-10s, 5 for 10c.....15 00
Florodora little cigars, 1-10s, 3 for 5c.....12.25
Red Top Stogies, 1-10s, 3 for 5c 12.50
Red Label Stogies(Jenkinson)11.65

Cigarette Paper.

Vanity Fair, 50 pkg in box .97½
Wheat Straw,50 pkg in bx,net1.30
Wheat Straw, 100 pkg in bx net 2.65
Wheat Straw, Interlock, 50 pkg in box 1.35
Wild Oats, 40 pkg in box.. .90
Red Seal, 50 in box..... .25
Zig-Zag, 100 in box.....2.50
Riz la croix.....1.95

Plug Tobacco.

(Subject to discount 2%)

Battle Ax, 16 oz, 5 cuts, 12 and 24 lb bts, net.....	39
Big Gun, 16 oz, 3x12 smooth, bright, 6 sp, 16 lb butts....	44
Boot Jack, 3x12, R & R, 5¼ oz, 8 sp, 1, 4 8 and 12-lb and 2-lb fancy wooden bxs, net.	87
Bullion, 1x6, D T Nines, 6 to lb, 20-lb cad's.....	50
Climax, 2x12, R & R, 16 oz, 6 sp, 6, 12 & 30 lbs (7 oz 7, 10½, & 21 lbs 48).....	45
Climax, 3x12, thin, 7 oz, 7 and 14 lb	48
Cross Bow, 3x12, 14 oz, 4 sp, 14 lb butts.....	38
Drummond's Natural Leaf, 5¼ oz, 5, 8 and 12-lb butts....	63
Gold Rope, 7 to lb, 3, 6 and 12-lb boxes	56
Gold Rope, 14 to lb, 4 and 8-lb boxes	58
Horse Shoe, 16 oz, Smooth, 6 sp, 8, 12 and 24-lb butts....	43
J. T., 2x6, 7 oz, R & R and Smooth, 2 sp, 10½ and 21 lb butts and caddies.....	39
J. T., 3x12, 14 oz, Smooth, 4 sp, 10½ and 21-lb butts....	39
Newsboy, P. P. br or bulk, 5s 8, 16 & 24 lb.....	40
Nobby Spun Roll, 7 to lb, 2, 6 and 12 lb boxes.....	57
Old Honesty, 3x12, Smth, 15 oz, 6 sp, 7½, 15 and 30 lb.....	44
Old Peach and Honey, 6 to lb, 8 lb boxes.....	43
Piper Heidsieck, 5¼ oz plugs, 2⅝x8 Pony Panel, 3-10c cuts, 4, 7, 14 lb.....	69
Red Cross, 12 and 24-lb butts, 16 oz, 3x12, embossed 4 sp.	33
Saw Log, 2x12, R & R, 16 oz 6 sp, 24 lb.....	46
Saw Log, 3x12, R & R, 32 oz, 12 sp, 32 & 48 lb.....	46
Sledge, 16 oz, 4 sp, 3, 6, 12 and 24	31
Something Good, foil wrapped, R & R, 5½ to lb, 9, 13 lb butts	45
Spear Head, 16 oz, 6 sp, 6, 18 and 30 (7 oz, 48).....	45
Standard Navy, 3x12, embossed, 4 oz, 4 sp, 14 and 28 lb	38

52

6 for 10, 10⅔ oz, 24 lb butts.	35
Star, 16 oz, 12, 24 and 52 lb butts	45
Tinsley's Nat. Leaf, 3x12, 16 oz, 6 & 12 lb.....	54

Twist Tobacco.

Granger Twist,hand made light pressed, 12 to lb, 12-lb half bushels and 15-lb grained pails	45
Red Ribbon Twist, 10 to lb, 16 lb ½ bushels and 8 lb pecks	40
Honey dip Twist, 11 to lb, packed 5 lb.....	44

Smoking Tobacco.

Master Workman plug, 3x6, 10 oz, 10 lb cad.....	45
Finzer's Mixed Plug, 16 oz, 3x12, 5 sp, 5 and 10 lb....	32
Ole Varginy, 3 oz plugs 2x4 bright, 10½ lb boxes.....	42
Sickle plug, 15 oz 3x12, 5 sp 7½, 15 and 30 lb butts....	46

JOHN BOLLMAN & CO.

Cigarettes.

Net cash.

Fragrant Vanity Fair.....	3.90
Duke's Cameo.....	3.90
Sweet Caporal.....	3.90
Virginia Brights.....	3.90
Pets (foil packages).....	6.12
Richmond Straight Cuts, 10s tin and paper.....	6.12
Cairo, No. 27 and 27a, (cork tip 7.50).....	6.50
Casino Gold Tip.....	9.00
Imperiales, 10s, 20s, 50s, 100s, with or without mouthpcs.	7.50
Sultans, 10s, 20s, 50s, 100s, Mais and Rice paper with mouthpieces	9 25
Abdallah, No. 3 gold tip.....	7.75
" No. 2.....	9.00
" No. 1.....	13.00
Princess Lillian, Cork tips...	17.65
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s.	25.50
" " No. 3, 10s, plain tips	17.60
Egyptian Deities, cork tips..	18.15
Mogul, cork tip.....	10.25

High Grade Smoking Tobacco.

Less 2% for cash.

Imperial Mixture, 2½-oz tin	1.10
Plum, 1⅔-oz foil, net.....	.64⅛
Three Kings Mixture,3¾-oz tins	1.30
Yale Mixture, 1-oz tin, 1¼ and 2½ lb cartons.....	1.35
" 1⅔-oz tin, 2½ lb cartons	1.60
Yale Mixture, 3¾-oz tin, 2½ lb cartons	1.60
Lone Jack, 3¾-oz bags, net	1.17½

Wills' English Smoking.

Capstan, mild,med. or strong, 3¾-oz, per lb.....	1.60
Capstan, mild, med or strong, 1⅔ oz, per lb.....	1.75
Latakia, 3¾ oz, per lb.....	2.10

Sundry English Smoking.

Pioneer, 3¾ oz, per lb.....	1.45
" 8 oz, per lb.....	1.43
" 16 oz, per lb.....	1.40
Lambert & Butler's Log Cabin, 3¾ oz, per lb.....	1.30
Smith's Glasgow Mixture, 3¾ oz., per lb	1.70

J. B. PACE TOBACCO COMPANY

Scroll Tag, twist, 6 to lb (other sizes, 67).....	66⅔
" light pressed, all styles	73½
Scroll Tag, cable coil, 3 and 4 oz	76
Corduroy Spun Roll, 6-lb bxs	56⅛
Mastiff Plug Cut, 1⅔ oz pchs or tin foil pkgs.....	68
Mastiff Plug Cut, 3¾ oz pchs or tin foil pkgs.....	63
Mastiff Plug Cut,16 oz decorated tin	52⅛
Boston Smoke, 12s (24s, 48).	49

53

SURBRUG CO.

Grain, 1⅔ oz patent can.... .70
Golden Sceptre, 1-oz, 1-lb cart, per lb..... 1.20
Golden Sceptre, 1⅔-oz, 2½-lb cart, per lb..... 1.20
Golden Sceptre, 3½-oz, 2½-lb cart, per lb..... 1.05
Golden Sceptre, 8-oz, 5-lb cart, per lb..... 1.00
Golden Sceptre, 16-oz, 6-lb cart, per lb..... .95
Arcadia, 3½ oz, 2½-lb cts (1 1-lb cts 1.60)..... 1.56
" 1⅔-oz, 2½-lb carts 1.60
" 8 oz, decorated tin. 1.55
" 16 oz, decorated tin. 1.50
Crescent Club Mixture, 3½ oz .90

Cigarettes.

Milo Cork Tips 18.50
" Plain " 18.00
" Ladies' mouthpieces, 20s oval box..... 9.00
Egyptian Arabs No. 3 Cork Tips 7.40
King William, Egyptian, net 18.00
Turkish Delight, sanitary tip 7.00

JNO. J. BAGLEY & CO.

Net cash.

Gold Shore, 2½-oz..... 46¾

54

Lime Kiln cut plug, 2 oz.... 59¾
" " 3½ oz.....59¾
" " 8 oz tins. 66⅔
" " 16 oz tins 64⅓
Sun cured 2½ oz foil..... 49
" 2½ oz pouch.... 51

WEYMAN BROS.

Less 2%.

Cut and Dry, 3½ oz papers.. 32¼

H. BOHLS & CO.

Fancy Mixtures.

White Navy Mixture, 1⅔ oz foil ..... .6[illegible]
White Navy, 3½-oz foil, 5-lb cartons ..... .63
White Navy, 16-oz foil..... .60
London Dock, 3½-oz foil, 5-lb cartons ..... .80
Golden Gate, 3½-oz tin, 5-lb cartons ..... .85
Bright Virginia Pickings, 3½-oz tin, 5-lb cartons..... .80
Gold Bar, 3½-oz tin, 5-lb cart. .90
Great Blend, 16-oz box, mild, medium and special..... 1.15
Great Blend, 8-oz box, mild, medium and special..... 1.20

55

Great Blend, 3½-oz box, mild, medium and special..... 1.25

Cut Plug.

Seal Rock, 1⅔-oz tins, 2½-lb cartons 25-lb ..... .74
Seal Rock, 3½-oz tins, 2½-lb cartons 25-lb ..... .74
Seal Rock, 8-oz tins..... .74
Peanut, 1⅔-oz foil, 5-lb cart .38
Old Chief, 8-oz and 16-oz.... .46
Seven Up, 16-oz pail, briar pipe with each tin..... .54
Seven Up, 16-oz pail, without briar pipe ..... .45
Seven Up, 2½-oz foil, 5-lb cart .43
Seven Up, 2½-oz pouch, 5-lb cartons ..... .49

Long Cut.

case, per doz 1.80

R. A. PATTERSON TOBACCO COMPANY.

Less 2%.

Honest Labor, pch and tins, 2½-oz ..... 5[illegible]
Lucky Strike, 1⅔ oz tins.... .7[illegible]
" 3½ oz tins..... .7[illegible]

56

Patterson's Seal, 1⅔ oz foil. .37
" 3½ oz pch.. .38
" 16 oz tin... 41

SNUFF.

America Snuff Co. .. ..

French, Rappee, 1⅔ oz bottles, per 3 doz..... 2.90
French, Rappee, 3½ oz bottles, per doz..... 1.80
French, Rappee, 16 oz jars, per lb..... .65
Maccaboy, 16-oz jars, per lb .60
Irish High Toast, 16-oz self-sealing fruit jars, 12-lb bxs .57
Scotch Lillenthal's, in bladders, per lb..... .60
Scotch Lillenthal's, in weasands, per lb ..... .6[illegible]
Horse Shoe, 16 oz glass jars, lb ..... .50
Horse Shoe, 2½ oz fibre cans .51
Horse Shoe, 8 and 16 oz cans .4[illegible]
Horse Shoe, 1 oz and 16 oz cans ..... .56

Weyman Bros.

Copenhagen, 16-oz stone jars .6[illegible]
" of 2 doz. per gross..... 5[illegible]
" 1-oz tin. carto[illegible]

Attracting Trade.

CLEANLINESS WINS TRADE.

The Grocer Who Tries to Cater to Particular People Has the Right Idea.

Some householders have a perfect mania for cleanliness; others are moderately inclined in that direction; others still are disposed to shut their eyes and take their traditional "peck of dirt" without so much as blinking. The wise grocer need bother himself little about retaining the patronage of the last named once it is secured, but the custom of the others is not easy to win and it is hard to retain.

The vendor who advertises himself as grocer to particular people has the right idea. All householders wish to trade in the particular class, no matter what the actual facts, and he who proclaims his adherence to the law of cleanliness is pretty sure to attract attention and win custom. If he wishes to keep it and enlarge it he must consistently and carefully live up to his profession every day he is in business.

It is the habit of the grocer to display his wares in front of his place of business. The passerby will notice a great difference in the method of dealers. Nor will he find it difficult to arrive at correct conclusions concerning the class of consumers each grocer has or the general character and disposition at the head of each establishment. A grocer's actions speak louder than words, and they speak through his display.

The careful dealer makes careful provision against the nuisance inseparable from the summer months. So far as he is able he keeps down the dust on his sidewalk and the adjoining street. He procures suitable protection for the goods displayed in front of his building and in the storeroom to the end that dust may be shut out and that the pestilential and inquisitive fly may not work its evil will upon his wares. He is looking out for the welfare of patrons in a practical way.

Wins Increasing Patronage.

Such a dealer wins constantly increasing patronage. The particular people who are disgusted with the slovenly habits of the grocer from whom they have been purchasing and who are looking for some one who will suit them better are attracted by the trim appearance of his place, like the cleanly habits indicated and give him a trial order. This is usually the beginning of a trade worth having. And while this class is won none of the less particular class is lost.

Some grocers seem to be utterly incapable of understanding that carelessness and slovenliness mean a steady loss of patrons. They go from bad to worse. Their business runs down at the heel and they are at a loss to explain the situation. One such, when approached by a regular customer who was disgusted with the dust-covered condition of some goods he thought of purchasing and who suggested to the grocer that daylight street-sweeping was a nuisance, was a bit surprised and perhaps disgusted when the grocer looked at him for a moment and enquired, "Why?" But that dealer was the exception to the rule. The average grocer is thoroughly up-to-date. And so cleanliness is still the all-important requisite for the grocer. Trade-getting schemes may come and go, but the cleanliness of the store is here to stay.

Santa Ana.—Fire about Aug. 21st destroyed the Fairview grocery store, with all its contents. Mr. Holland was proprietor. Suspected cause, incendiarism.

WORLDS FAMOUS BANQUET.

Plans Under Way For Rehabiliation Celebration Two Years Hence Includes Wonderful Gathering.

Just how rapidly San Francisco is recovering from the effects of the fire may be realized when it is learned that already plans are afoot to inaugurate the new Palace Hotel with a California State Dinner, to be given in commoration of the Rehabilitation of the City of San Francisco. The California Promotion Committee has already engaged the hotel for this purpose and the new hostelry will be opened in such a blaze of glory as has never before marked a similar occasion. It is the intention of the Committee to make this one of the most notable banquets of the times, and according to the plans, which are yet incomplete, it will certainly be the most remarkable dinner ever given on the Pacific Coast. To this dinner will be invited the President of the United States and his Cabinet, members of the Diplomatic Corps at Washington, noted financiers of the country, Governors of all the States of the Union, with their Staffs, together with other notables who will make this gathering the greatest and most interesting that has ever been held.

It is expected that the Palace Hotel will be completed and ready for occupancy two years from now, and so great are the plans that the Committee feels that it will take the entire time to complete all the arrangements for this State dinner. The Committee has already closed its arrangements with the Palace Hotel Company and has a number of artists working out special designs for the seating arrangements and decorations of the banquet hall. It is determined to have these decorations entirely unique in the matter of banquets, and a number of startling surprises will be in store for the guests on that memorable occasion.

Clerk's Corner.

HOW THE JOB WAS LOST.

Soldering Causes Clever Man to Lose His Place.

"Soldiering" is a habit which is easily acquired but which is not so easily gotten rid of. Many a young fellow has spoiled his chances of future success by responding to those elements in his nature which advise him to do only what he has to do and take things easy when the boss is not around.

The Chicago Tribune in a recent issue offered a prize of $5 for the best told story of how a job had been lost. Many interesting anecdotes on this subject were forthcoming but the one which in the opinion of the judges is told in such a manner as to contain a warning to other young men, is the following story in which the writer acknowledged that "soldiering" was the cause of his downfall:

"Soldiering cost me my job. I had been with a big hardware firm for nine years, beginning as office boy and working my way up from salesman to traveling salesman, to foreman of the stock rooms, to head buyer, and finally to general manager. Of course, I was hampered as general manager, because the two members of the firm still were active and insisted upon running their own business, but I was the biggest man in the firm except them, and felt it.

"I had worked hard for years, usually at a small salary, and when I reached the place I had worked so hard to reach, I did not know that it was up to me to work harder than ever, but drew a sigh of relief and figured I had arrived at a spot in my career where I could take things a little easier.

"I would have begun to take things easy the first day I acted as manager, but there was no chance with the two members right over me with their eyes open all the time. For nearly two years I hustled and made good as manager. Then the senior member fell sick and decided to retire from active business. It was hinted broadly to me that in the course of time, I would be a member of the firm. Instead of feeling thankful I was a bit sore because I hadn't been taken into the firm already. I felt that I had earned it.

"The idea of taking things easy possessed me and my wife encouraged me in it. She always felt that I was being imposed upon. I did not see then, but I do now, that the junior member jumped in and worked harder than ever when his old superior retired. I had a private office, my own stenographer, and I felt important. I started soldiering right then, but not enough to make it noticeable. I often went home at night feeling guilty and conscious that I was not giving my best time and attention to the work—and certain that I could have attained better results and I buckled into the work as I always had done. I wasn't lazy—I simply felt that I had earned a rest.

"The habit of soldiering grew upon me. I did not seek work, and contented myself with doing what was at hand. The climax came when the junior partner took a six weeks' vacation. Instead of realizing that it was time to dig in and make a record for myself I simply figured out that, as I was in charge, the others should do the work.

"For about four weeks I soldiered; I came late and left early. I spent two hours at lunch. Then, one morning I waked up to the fact that things were going to pieces. For the next two weeks I did enough work to earn four salaries, but I could not catch up. The entire business was demoralized, and it was weeks before it was straightened up. I saw the error of my ways before the junior partner spoke of it.

"He was cold when he returned. He was colder when he spoke to me. He told me plainly that I had thrown away the chance of my lifetime. I think even now that had I confessed everything and promised to heed the lesson I had learned he would have passed the whole matter over, but instead I got angry—lost my temper and my job.

"I deserved it. It has taken me four years to get back half what I lost, and probably I never will recover it all."

PACKING SARDINES.

Monterey.—The sardine pack this year will be the largest ever put in Monterey, being more than twice that of any former year. Both the Booth cannery and the one at New Monterey are running to their full capacity. During the past year the capacity of both were increased. As high as 20 tons of sardines have been packed at the Booth cannery in one day. There are plenty of sardines in the bay, and it is expected the canneries will run until about the first of November.

The continued circulation of sensational rumors that the city is in danger of an epidemic of bubonic plague has called forth a postive denial from the Federal and municipal health officers Although several cases of the disease have appeared in the city since May 27th, they say there is absolutely no danger of its spread or the necessity of a general quarantine.

Watsonville is preparing for the celebration of a great apple and strawberry festival, to be opened on October 14 and continue one week.

To Introduce our Sunlit Jellies, Jams and Preserves

We are advertising them in many of the Newspapers and in other ways. The High Quality and Perfect Purity of the Sunlit products will commend them to the trade as well as to the consumers. Write or telephone for prices.

Sunlit Fruit Company

Telephone, Berkeley 4333

2438 4th Street Berkeley, California

Window Dressing.

THE ART OF WINDOW DRESSING.

By S. W. Roth.

(Continued from Last Week.)

Now this is just exactly what good window display is doing everry day all over the country. It is getting people to come into the store. The merchant is given the chance to show a new customer what he can do in the way of selling goods. No good merchant asks for more. The poor merchant is not worth considering.

It is somewhat strange how slow some retail merchants have been to wake up to the value of good windows. They have appeared to feel that people knew where they were and if they wanted anything they could come and get it without being coaxed by a show window. They seemed to forget that people's minds are usually engrossed with other things than their immediate necessities. Men and women remember the things they need and forget about it. There are many things they would find they needed if they were where they could see them as they pass along the street. There are many things they see under such circumstances today that they need and buy next week.

Twenty years ago the merchants did not know these things. He might have known them had he got to thinking about it in the right way, and the logical sequence of his thinking would have been the window display.

THE SHOW WINDOW.

The best window for a grocer in which to show his goods is one which is plain and even, with a large plate-glass front. It frequently happens that the grocer's window has neither a plate-plass front on an even interior. There may be column inside of the glass. One partition may be straight and the other may run off at an angle. All of which the window dresser must needs take account when he comes to arrange for his display.

If there are two permanent columns in the window, these should be mode use of in making the display. If there is but one column another should be made for the display to correspond with. Where one side is on an angle it should be made straight to correspond with the other side, or the other side should be made angular. As a foundation the window should be made to have its sides alike and the back should be made to parallel the glass front.

With this for a beginning the trimmer may proceed in an intelligent way to create in his mind the general design he desires to follow.

Having conceived of his plan the decorator will get all of the fixtures needed for the display ready and putting them in place will go ahead with his decorations. This done he may place his signs and goods in the window according to his preconceived plans.

It sometimes happenes that having begun his display according to the general plan already conceived, many happy suggestions come to the trimmer. These he can make without in any way marring the whole design as it was originally created. These little changes, made as the window display is being developed, are likely to prove to advantage. All good trimmers work in this way, rather than binnd themselves to the hard and fast rule of their original conception. It is like the artist who would paint a beautiful picture. He has in his mind just what he wants, but as he proceeds, new ideas come to him and he puts them into the practical effect. But this must not be carried so far as to distroy the essential features of the original design. It is largely in small matters of detail that improvements are possible and desirable to make.

The general rule of making an elaborate design, as followed by large houses that maintain a special staff of window trimmers cannot well be followed by the smaller merchants. However, it will be well or him to conceive of a general plan or decoration, even if he does not go so far as to make a sketch of his conception.

Continued next week.

Oroville.—Through the efforts of the Oroville Chamber of Commerce a meeting was held by the directors of that body and Paul A. Kennedy and A. L. S. Gezzale of the French-American Fruit Co. of Los Angeles in an effort to bring about the erection in this city of a plant that will pack olives and manufacture olive oil. The situation was gone over carefully and it looks very much as though not only a plant to market the olives will be secured, but that a syrup works and a cannery will be included. There is a big output of olives in Butte, but the fruit is now shipped to Los Angeles, where it is packed and the ail extracted.

San Francisco.—The Chamber of Commerce of San Francisco sent communications to its members a few days ago, advising them that President C. H. Bentley has been assured by Secretary James R. Garfield of the Department of the Interior that San Francisco merchants would continue to receive their share of the Indian supply business. Blank proposals have just been received by the chamber for furnishing canned tomatoes, cornmeal, cracked wheat, dried fruit, feed, flour, hominy, oats and rolled oats for the Indian service. Bids for those articles will be received at the Indian Office, Washington, D. C., until 2 o'clock, September 26, 1907. Copies of the proposals are on file at the rooms of the Chamber of Commerce for the information of members.

Don't fail to see pages 34 and 35.

GROCERY CLERKS UNEASY.

Talk of Striking Because of Various Grievances.

The **Daily News** of Sept. 3d says: "The Grocery Clerks of this city and Oakland, who are affiliated with the Retail Clerks' Union, have a grievance which may result in a walk-out in a few days unless remedial action is taken by their employers. They object to handling commodities produced by unfair or non-union labor. The question has been brought up repeatedly before the union councils, and the officials have tendered instructions on matter."

Another cause of complaint is the long hours of labor. Some of the men are obliged to work from 5, 6 and 7 o'clock in the morning until from 7 to 10 o'clock at night. The employes say that no limit of working hours seems to be fixed by many places. Dry goods clerks are working on an established basis of hours and have gained a permanent victory and the grocery clerks will try to gain the same point. No dissatisfaction appears to hinge on the question of wages.

It is reported that this matter will come up in a day or two at the meeting of the Labor Council, and Secretary Petry of the Oakland Labor Council has been furnished data covering the question on the other side of the bay.

Seattle, Wash.—The cider and vinegar plant of D. McCurdy at 725 Denny Way, has been sold to Higdem Bros. who will retire from the grocery business in order to devote all their time to the new business.

Compton.—Word comes from Fred Heinze, who has bee nengineering the scheme for the proposed beet-sugar factory here, that it will impossible to secure the concern this year. It is probable, however, that another attempt will be made toward securing the factory for this city at the beginning of the year. If the factory is established a year will be consumed in its erection, and in order to have it completed by the time a crop of beets is ready it will be necessary to start work some time next May. If there is any prospect of securing the needed money for its erection the promoters will begin active work after the first of January in order to have all necessary arrangements completed by spring.

Napa.—The will of the late Capt. A. W. Starr, who died in the Napa Insane Asylum several weeks ago, has been filed for probate and disposes of an estate valued at only $2500. Starr was the man who built the famous Starr mills at South Vallejo and the big sugar refinery at Crockett, but lost his fortune years ago through unfortunate investments.

The Proof of the Pudding is in the Eating

You are not Experimenting when you buy a Hobart

J. R. NEWBERRY, of Los Angeles, heads the list with EIGHT Mills.
OLSEN'S MARKET, INC., of Oakland and San Francisco is SECOND with SEVEN Mills.
U. & I. TEA & COFFEE CO., San Francisco, comes THIRD with FIVE Mills.
HERMANN & W. H. HOHN, of San Francisco have FOUR Mills.
WEST, ELLIOT & GORDON, of San Francisco have THREE Mills.

IRVINE BROS., of San Francisco	have	THREE	Mills
A. E. WALKER, of San Francisco	have	THREE	"
THE EMPORIUM, of San Francisco	have	TWO	"
GOLDBERG, BOWEN & CO., San Francisco and Oakland	have	TWO	"
W. H. GARRETSON, of San Francisco	have	TWO	"
JULIUS LEVIN, of San Francisco	has	TWO	"
RATHJEN BROS., of San Francisco	have	TWO	"
PETERS BROS., of San Francisco	have	TWO	"
J. D. STEFFENS, of San Francisco	has	TWO	"
H. WREDEN & CO., of San Francisco	have	TWO	"
JOS. A. STULZ & CO., INC., of San Francisco	have	TWO	"
HENRY MULLER, San Francisco	has	TWO	Mills
H. LERHKE & SON, of San Francisco	have	TWO	"
FABER & CO., of San Francisco	have	TWO	"
McDONALD & WILSON, of San Francisco	have	TWO	"
H. N. EDLIN, of San Francisco	has	TWO	"
Wm. WAGNER, of San Francisco	has	TWO	"
RATTO BROS., of San Francisco	have	TWO	"
A. SIMON & SON, of San Francisco	have	TWO	"
H. HADDLER, of San Francisco	has	TWO	"
STAGER BROS., of San Francisco	have	TWO	"
J. & H. MANGELS, of San Francisco	have	TWO	"
R. MUEGE & CO., of San Francisco	have	TWO	"
JOHNSON BROS., Woodland, Cal.	have	TWO	"
G. BATTALINA, Stockton, Cal	has	TWO	"
G. W. KING, Santa Rosa, Cal.	has	TWO	"
TAMALPAIS GROCERY CO., Mill Valley, Cal.	have	TWO	"
A. B. MC NEELY, Los Angeles, Cal.	has	TWO	"
FRED DRESSER & CO., Portland, Ore.	have	TWO	"
MARCUM BROS., Oakland and Vallejo, Cal.	have	TWO	"

Aubrey & Whitmore, Stockton, Cal.
B. W. Griffith, Oakland, Cal.
J. Mersfelder, Palo Alto, Cal.
Cowen & Heineberg, San Francisco, Cal.
Doyle & McGown, San Francisco, Cal.
Henry Holman, San Francisco, Cal.
McCaw Bros., San Francisco, Cal.
The Cut Coffee Co., San Francisco, Cal.
Bernhard & Erickson, Oakland, Cal.
Griffith & Graney, Oakland, Cal..
Fisher & Co., Santa Maria, Cal.
Wm. Mead, Santa Maria, Cal.
B. T. Scott, Alameda, Cal.
Majestic Grocery Co., Seattle, Wash.
W. H. Hannahan, Oakland, Cal.
J. A. Nowlan, San Francisco, Cal.
W. W. Miller, Sacramento, Cal.
F. J. Redding, Oakland, Cal.
Leege & Haskins, San Francisco, Cal.
Max C. Schulze, Oakland, Cal.
J. B. Vigaro, Hanford, Cal.
Lepisch & Co., San Jose, Cal.
Rice & Clary, Modesto, Cal.
Dannemark Bros., San Francisco, Cal.
Carnation Co., Spokane, Wash.
A. J. Steiner, Pacific Grove, Cal.
Cheyenne Light & Fuel Co., Cheyenne, Wyo.
West. Co-op. Assn., Salt Lake, Utah.
Luty Bros., Butte, Mont.
Geo. B. Dittus, Sacramento, Cal.
Martin Marks Coffee Co., Portland, Ore.
A. H. Harms, San Francisco, Cal.
Bachtold & Runnell, San Francisco, Cal.
A. E. Edey, San Francisco, Cal.
C. Carsten, San Francisco, Cal.
U. & I. Tea & Coffee Co., San Francisco, Cal.
Leo Speigel, Boise, Idaho.
Edward Schwartz, Sacramento, Cal.
Kahn & Cuttman, San Francisco, Cal.
Greenough Bros, Spokane, Wash.
Wheler & Hobbs, Stockton, Cal.
Sanford & Lick, Alameda, Cal.
Ed. McEwen, Sacramento, Cal.
Crosby & Leshinsky, Fruitvale, Cal.
Samuel A. Hagge, Alameda, Cal.
Wittman & Crawford, Alameda, Cal.
Moore Plate Co., Madera, Cal.
John Huston, Oak Grove, Cal.
Wehrman & Mellike, Madera, Cal.

H. Rosenthal, San Francisco, Cal.
J. G. McDonald, San Francisco, Cal.
Wilson's Market, San Francisco, Cal.
Smith's Cash Store San Francisco, Cal.
J. H. Hinck Co., Alameda, Cal.
Mrs. DeLuca, San Francisco, Cal.
Hills-Nickels & Co., San Francisco, Cal.
Eugene McCoy, San Francisco, Cal.
W. A. Rogers, San Francisco, Cal.
J. Carsten & Son, San Francisco, Cal.
Frank & Lyons, San Francisco, Cal.
Imperial Cash Store, San Francisco, Cal.
Hohn & Metzger, San Francisco, Cal.
Roberts & Tufts, San Francisco, Cal.
August Stolz, San Francisco, Cal.
H. F. Stolz, San Francisco, Cal.
Wm. Mohrman, San Francisco, Cal.
J. P. Leonard, San Francisco, Cal.
Mrs. L. Deutsch, San Francisco, Cal.
Schrader Bros., San Francisco, Cal.
J. H. Treager, San Francisco, Cal.
Topp Bros., San Francisco, Cal.
Annand Bros., Berkeley, Cal.
N. Bacigalupi, Santa Rosa, Cal.
Thos. Hann, Berkeley, Cal.
W. E. Smith, Oakland, Cal.
H. Fuelscher, San Francisco, Cal.
Joe Machek, Oakland, Cal.
E. J. Probst, Alameda, Cal.
F. J. Haines, Portland, Ore.
Thos. McKeon, San Francisco, Cal.
H. Gaw & Co., San Francisco, Cal.
Jno. Marshall, San Francisco, Cal.
A. E. Horlock, Hanford, Cal.
N. B. Burlingame, Pacific Grove, Cal.
L. Burgelin, Oakland, Cal.
C. F. Thierback & Co., Oakland, Cal.
J. F. Burns, Petaluma, Cal.
Hill & Seiler, Oakland, Cal.
Frank & Hunius, San Francisco, Cal.
F. Spagele, Portland, Ore.
H. Horstman, San Francisco, Cal.
James P. Daley, Berkeley, Cal.
Jorgensen & McFarland, Oaklangd, Cal.
Ocean Market, San Francisco Cal.
Connelly Bros., San Francisco Cal.
F. M. Whalin,, San Francisco, Cal.
Brock & Co., San Francisco, Cal.
B. J. Dresser, Portland, Ore.

Wm. Pitts, Oakland, Cal.
Duff & Doyle, Menlo Park, Cal.
H. W. Miles & Co., Goldfield, Nev.
G. W. LaPiere & Son, Palo Alto, Cal.
L. L. Stein, Berkeley, Cal.
Jno. Riley, Crockett, Cal.
G. Magerstadt, Jr., Oakland, Cal.
Ideal Tea Co., San Jose, Cal.
Dolley & Prime, Reno, Nev.
Geo. Wilkins, Burlingame, Cal.
Kockritz & Quinn, Berkeley, Cal.
William Cron, Jr., Oakland, Cl.
Lutz & Lang, Oakland, Cal.
Chas. F. Green, Vallejo, Cal.
Fuller & Co., Palo Alto, Cal.
H. Reichhold, Berkeley, Cal.
R. Dodge & Co., Santa Maria, Cal.
Austin & McPherson, Sparks, Nev.
J. A. Hill, Oakland, Cal.
Thurber & Hancock, Vallejo, Cal.
T. G. Monroe, Porterville, Cal.
Mary Vetter, Santa Maria, Cal.
L. Boccardo Co., Santa Cruz, Cal.
Wm. Heard, Santa Cruz, Cal.
G. H. Bush, Healdsburg, Cal.
Antone Zeitich, San Francisco, Cal.
A. E. Frampton, Goldfield, Nev.
Royal Market, San Francisco, Cal.
Winne & Schrader, Berkeley, Cal.
Goldsmith Bros., Goldfield, Nev.
J. W. LaPlant, Alameda, Cal.
Rogers & Rogers, Mountain View, Cal.
Original Sunset Market, San Francisco, Cal.
Liberty Tea & Coffee Co., Oakland, Cal.
O. Nelson, Seattle, Wash.
Selma Rochdale Co., Selma, Cal.
Anderson & Hansen, San Francisco, Cal.
Roma Market, San Francisco, Cal.
Anderson & Cull, Phoenix, Ariz.
Jno. A. Keller, Portland, Ore.
F. A. Holbrook, San Francisco, Cal.
Man Lung & Co., San Francisco, Cal.
Fisher & Hickey, Bisbee, Ariz.
Goldman & Co., Phoenix, Ariz.
C. G. Schmitz Coffee Co., Oakland, Cal.
Puritan Tea Co., Oakland, Cal.
J. C. Mann, Portland, Ore.
C. L. Schoenfeldt, Portland, Ore.

L. E. Wooster, Portland, Ore.
Wm. Maurer, Oakland, Cal.
J. J. McKeegan, Oakland, Cal.
Williams & Bean, Seattle, Wash.
H. F. Sack, Oakland, Cal.
Miller Bros., San Francisco, Cal.
R. J. Wheeler, Stockton, Cal.
W. M. Thacker, Mill Valley, Cal.
Union Meat Market, San Francisco, Cal.
Lee & Van Winkle Co., San Francisco, Cal.
B. S. Taylor, Santa Rosa, Cal.
Meyer & McFeeley, San Francisco, Cal.
Pearson & Co., Mountain View, Cal.
E. P. Heise, Redwood, Cal.
Power & Fleming, Vallejo, Cal.
Myers Grocery Co., Everett, Wash.
W. H. Garretson, San Francisco.
Pacific Syndicate Co., San Francisco.
M. Lindemer, Oakland, Cal.
C. T. Lansdale, Olympia, Wash.
R. G. Cameron, Olympia, Wash.
Hencken & Hencken, San Francisco, Cal.
J. H. & H. Mangels, San Francisco, Cal.
Veale & Neil, Petaluma, Cal.
J. B. Baraty, Sausalito, Cal.
Colusa Rochdale Co., Colusa, Cal.
E. S. Wakelin, Phoenix, Ariz.
Pacific Fruit Co., Los Angeles, Cal.
T. Silberman, Los Angeles, Cal.
J. R. Lane Drygoods Co., Los Angeles, Cal.
McStay Supply Co., Los Angeles, Cal.
Young's Market, Los Angeles, Cal.
Arthur Cohn, Los Angeles, Cal.
Wright Grocery Co., Los Angeles, Cal.
Lambourn & Sons, Los Angeles, Cal.
L. A. White, Los Angeles, Cal.
Ambrose & Co., Los Angeles, Cal.
D. C. Perry, Los Angeles, Cal.
F. W. Kent, Los Angeles, Cal.
Lambert Bros., Los Angeles, Cal.
Brown Bros., Los Angeles, Cal.
Montgomery & Tone, Los Angeles, Cal.
A. Horwitz, Los Angeles, Cal.
Sentich & Cerovina, Los Angeles, Cal.
Colton Grocery Company, Colton, Cal.
Pasadena Tea Co., Pasadena, Cal.
C. W. Owen, Pasadena, Cal.
F. W. Preston, Pasadena, Cal.
Hass-Baruchey Co., Los Angeles, Cal.
Geo. H. Stoll & Co., Los Angeles, Cal.
C. A. Neil, Los Angeles, Cal.
Roach & Pratt, Los Angeles, Cal.
G. A. Clark, Los Angeles, Cal.
Walter Fnsher, Los Angeles, Cal.
Grannis & Wilson, Los Angeles, Cal.
E. B. Millar, Los Angeles, Cal.
C. A. Steele, Los Angeles, Cal.
Stockwell & Bradford, Los Angeles, Cal.
D. W. Brittain, Alhambra, Cal.
Rockwold Bros., Riverside, Cal.
M. H. Mills, Whittier, Cal.
E. L. Haslett, Long Beach, Cal.
E. V. Dale, Santa Monica, Cal.
Bartlett & Poe, Long Beach, Cal.
Long Beach Coffee Co., Long Beach, Cal.
Hollywood Grocery Co., Hollywood, Cal.
Henry Morris, Monrovia, Cal.
P. S. Woolley, Monrovia, Cal.
Oxnard Light & Water Co., Oxnard, Cal.
Dales Bros., Ocean Park, Cal.
A. Getty & Co., Tustin, Cal.
C. O. Demsey, Redondo, Cal.
U. S. G. Hinton, Santa Barbara, Cal.
Bakersfield Grocery Co., Bakersfield, Cal.
C. E. Nelk, Los Angeles, Cal.
Broadway Dept. Store, Los Angeles, Cal.
Wm. C. Faucett, Los Angeles, Cal.
J. M. Addie, Los Angeles, Cal.
Fry & Mosher, Los Angeles, Cal.
C. H. Royston, Los Angeles, Cal.
Albert Cohn, Los Angeles, Cal.
E. W. Lusk, Los Angeles, Cal.
Powers Grocery Co., Los Angeles, Cal.
Fitzgerald Bros., Los Angeles, Cal.
Enterprise Coffee Co., Santa Rosa, Cal.
H. I. C. Inselman, San Francisco, Cal.
H. A. Davenport, San Francisco, Cal.
G. Knorr, San Francisco, Cal.
J. W. Lavigne, Oakland, Cal.
A. M. Miller, Sacramento, Cal.
Lass & Castagne, San Francisco, Cal.
Geo. A. Russell, Oakland, Cal.
D. J. Quinn, Bencia, Cal.
W. H. Moffett & Son, Lemon Cove, Cal.
A. M. Aggler, Monterey, Cal.
E. F. Henning, San Francisco, Cal.
Parks & Strickland, San Francisco, Cal.
Sierra Market, San Francisco, Cal.
Oswald & Bachtold, San Francisco, Cal.
Ecklon & Metzger, San Francisco, Cal.
Wilson Bros., San Francisco, Cal.
San Joaquin Coffee Co., Fresno, Cal.
Chas. Strycker, San Francisco, Cal.
A. S. Peters, San Francisco, Cal.

Meier & Frank, Portland, Ore.
Wm. M. Buchholtz, San Francisco, Cal.
Geo. W. Caswell, San Francisco, Cal.
C. R. Squires & Co., Tonopah, Nev.
Newcastle Rochdale Co., Newcastle, Cal.
Lipp Bros, Marysville, Cal.
C. Grosjean & Co., San Rafael, Cal.
Johnson Bros., Woodland, Cal.
H. Witt, Kentfield, Cal.
H. Houch, Alameda, Cal.
F. A. Cooper, Santa Rosa, Cal.
Ward & Johnson, Oroville, Cal.
S. Parker & Co., Oakland, Cal.
H. W. DeLeon, Berkeley, Cal.
Hennings Bros., Oakland, Cal.
Mathews & Kerr, Spokane, Wash.
Etter & Co., Alameda, Cal.
Lewis D. Voice, Oakland, Cal.
Fred Kuhnle, Oakland, Cal.
A. L. Bixby, Watsonville, Cal.
H. Arendt & Co., Pleasanton, Cal.
Hamilton & Co., Petaluma, Cal.
W. Stahl & Son, Madera, Cal.
C. E. Towne, Santa Cruz, Cal.
W. A. Haslam & Co., Santa Maria, Cal.
Williamson & Garrett, Santa Cruz, Cal.
Emery's Tea Store, Monterey, Cal.
J. H. Wedemeyer, San Francisco, Cal.
Stevens & Rendant, Goldfield, Nev.
Edlin-Goldsmith, Goldfield, Nev.
Will Bros., Oakland, Cal.
M. J. Medovitch, Bisbee, Ariz.
Bisbee Comm, Co., Bisbee, Ariz.
Grannucca & Co., San Francisco, Cal.
Lewis J. Shiman, Oakland, Cal.
J. W. Weber, San Francisco, Cal.
Gardiner & Mitchell Co., Oakland, Cal.
C. J. Tietjen, San Francisco, Cal.
T. S. Pederson, San Francisco, Cal.
Borneman & Bar, Seattle, Wash.
J. H. Sawtell, Chico, Cal.
G. G. Graber, San Francisco, Cal.
F. A. Behling, San Francisco, Cal.
Owen-Beam Co., Albany, Ore.
Golden Gate Coffee Co., San Francisco, Cal.
Taya Coffee Co., Berkeley, Cal.
Eaton & Co., Redding, Cal.
Couch & Co., St. John, Ore.
I. M. Bohnsen, Portland, Ore.
St. Johns Grocery Co., St. Johns, Cal.
Leon Lewis, Sacramento, Cal.
Jno. McCullough, Spokane, Wash.
Spili & Carpuzir, Oakland, Cal.
P. A. Holloway, Santa Rosa, Cal.
L. Warnke, Alameda, Cal.
Chas. L. Bluett, Stockton, Cal.
Sonoma Co. Fruit & Pro. Co., Santa Rosa, Cal.
The White & Bender Co., Wallace, Idaho
J. Megarry & Co., Vallejo, Cal.
Willyard & Tatman, Bellingham, Wash.
Anderson & Co., Oakland, Cal.
Geo. Schomer, San Francisco, Cal.
C. F. Cooney, San Francisco, Cal.
A. Sutherland, Oakland, Cal.
Hill Bros., San Francisco, Cal.
U. S. Trioli, Alameda, Cal.
Larkin St. Fair, San Francisco, Cal.
H. C. Brunkhorst, San Francisco, Cal.
E. Ploeger, San Francisco, Cal.
J. C. Sill, Berkeley, Cal.
Peterson & Co., Oakland, Cal.
J. R. Fraser, Bencia, Cal.
A. Schwabacher & Co., Santa Maria, Cal.
B. Weill & Son, Modesto, Cal.
Emil D. Decchio, San Francisco, Cal.
F. E. McCullum, Salinas, Cal.
Russell T. Day, Woodland, Cal.
Gustav Vehse, Seattle, Wash.
M. J. Brandenstein, San Francisco, Cal.
P. T. Maloney, Redwood, City, Cal.
Sparlaling & Co., Monterey, Cal.
Dwight Edwards, Portland, Ore.
Daugherty Grocery Co., San Jose, Cal.
Wilko Metz, Porterville, Cal.
Wilson Tea & Coffee Co., Fresno, Cal.
Jeannot Bros., Spokane, Wash.
M. Lewis, Monterey, Cal.
Oliver & Lowe, Pacific Grove, Cal.
G. S. Pritchard, Sacramento, Cal.
Nash Merc. Co., Redding, Cal.
Geo. P. Ackerly, Vacaville, Cal.
Schmidt & Thiele, San Francisco, Cal.
D. Dierson & Co., Sacramento, Cal.
Stelling & Von Husen, San Francisco, Cal
A. D. Trefz, San Francisco, Cal.
Menth & Hartwig, Helena, Mont.
A. Schaden, Sacramento, Cal.
Herron & Baker, Santa Maria, Cal.
Cal. Co-op. Co., San Francisco, Cal.
Ponsano Bros., Santa Cruz, Cal.
John Mieyr, Great Falls, Mont.
Corburn & Jarvis, Tonopah, Nev.
J. B. Bills & Co., Oakland, Cal.

C. Silvia, Folsom, Cal.
Anspacher Bros., Livermore, Cal
Woodland Rochdale Co., Woodland, Cal
M. Goldman, Merced, Cal.
M. Joost & Sons, Alameda, Cal
Jno. Hoffelt, Oakland, Cal.
Muller Bros., San Francisco, Cal
C. M. Challup, Fresno, Cal.
Wm. M. Hohn, San Francisco, Cal.
Johnston Bros., San Francisco, Cal.
F. M. McArthur, San Francisco, Cal.
Boyd Tea Co., Portland, Ore.
Conner Co., Inc., Helena, Mont.
Wm. Weatherhead & Co., San Francisco, Cal
Wellman, Peck & Co., San Francisco, Cal
P. Buckley & Co., San Francisco, Cal.
R. Cereghino, San Francisco, Cal.
G. Franchini, San Francisco, Cal.
Shenson's Market, San Francisco, Cal
Kopf & Donovan, Santa Rosa, Cal.
Baur & Fuchs, San Francisco, Cal.
L. M. Walters, San Francisco, Cal.
Kohn Bros., San Francisco, Cal.
F. J. Weiss Co., San Francisco, Cal
J. Mersfelder, Palo Alto, Cal.
J. M. Myers, San Francisco, Cal.
Thos. E. Burke & Co., San Francisco, Cal.
Ed. Broderick, Sausalito, Cal.
Anderson & Meyers, San Francisco, Cal
J. F. Schomer, San Francisco, Cal
W. J. Lund, Oakland, Cal.
E. S. Blackwell, Oakland, Cal
J. W. Eaton, Oakland, Cal.
Stafford Bros., Redwood, Cal.
Chas. Mayborg, San Francisco, Cal.
Passalacqua & Cook, Healdsburg, Cal.
A. J. Roney, San Francisco, Cal
Bruecker Bros., San Francisco, Cal.
N. Gallagher, Oakland, Cal.
Porterville Rochdale Co., Porterville, Cal.
Scott's Grocery Co., Olympia, Wash
L. R. Katz, San Francisco, Cal.
McCarthy Bros., San Francisco, Cal
Loriano & Thomas, Sausalito, Cal.
A. P. May, Coalinga, Cal.
Clifford Bros., San Francisco, Cal
Kumick & Frische, San Francisco, Cal.
A. H. McCullom, Los Angeles, Cal.
P. D. Colby Co., Los Angeles, Cal
Finkenstein Bros., Los Angeles, Cal
Canfield Department Store, Los Angeles, Cal.
Raymond Tea & Coffee Co., Los Angeles, Cal
H. Jevne Co., Los Angeles, Cal.
S. Peluffo, Los Angeles, Cal.
Olsen & Jones, Los Angeles, Cal.
E. A. Briggs, Los Angeles, Cal.
W. H. Roth, Los Angeles, Cal
Gall & Parker, Los Angeles, Cal.
Liebelt Bros., Los Angeles, Cal.
Geo. A Ralph Los Angeles, Cal
Kaplan & Stollin, Los Angeles, Cal
Margrave & Sandstrom, San Pedro, Cal
Ehlen & Grote, Orange, Cal
A. W. Merriam, Pomona, Cal.
R. Taylor, Pasadena, Cal
Pasadena Grocery Co., Pasadena, Cal
G. S. Pritchard, Sacramento, Cal.
J. B. Chaffey, Pasadena, Cal.
Newmark Bros., Los Angeles, Cal.
M. G. Gonzales, Los Angeles, Cal
Kemper & Edwards, Los Angeles, Cal.
Castruccio-Amestoy Co., Los Angeles, Cal
J. A. Fazenda, Los Angeles, Cal
Badham & Williams, Los Angeles, Cal
American Coffee Co., Los Angeles, Cal
Olsen & Sons, Los Angeles, Cal
Despars & Sons, Los Angeles, Cal.
C. W. Grassell, Redondo, Cal
Bunker & Anderson, Santa Ana, Cal
J. S. Quint, Redondo, Cal
Taylor & Chaffee, Pasadena, Cal.
J. L. Phillips, San Diego, Cal
Long Beach Grocery, Long Beach, Cal
Lee H. Young, Ocean Park, Cal
I. R. Newberry Co., Hollywood, Cal
F. J. Gurnee, Monrovia, Cal
J. A. Fraulob, Monrovia, Cal
A. F. Johnston, Santa Monica, Cal
Crow & Drake, Alhambra, Cal
Reed & Young, Venice, Cal.
C. J. Nellis, Sawtell, Cal.
Ventura Grocery Co., Ventura, Cal
W. R. Woodside, Los Angeles, Cal.
E. A. Klein, Los Angeles, Cal.
F. W. Grannis, Los Angeles, Cal.
Frank T. Shirley, Los Angeles, Cal
College Grocery, Los Angeles, Cal
Sunset Tea & Coffee Co., Los Angeles, Cal
Planter's Union Coffee Co., Los Angeles, Cal
Eastern Produce Co., Los Angeles, Cal.
Rivers Bros., Los Angeles, Cal
F. A. Valle, Los Angeles, Cal
Coomber & Son, Los Angeles, Cal.
Sunset Grocery, Oakland, Cal.

PARKS BROS. ARE RETAILER .

State Grocers Association Gives Them Their True Classification.

Last week, during the progress of the Grocers Convention at Sacramento, the following resolution was introduced and unanimously adopted.

WHEREAS:—Repeated complaints have been made against the firm of Parks Bros., supposed wholesale grocers of San Francisco, accusing them of Retailing and

WHEREAS, These complaints have as yet been undenied, therefore be it

RESOLVED, That we recommend our board of directors to take this matter up at once and request the manufacturers to place them on the retailers list.

As further evidence of the falsity of Parks Bros., claim that they are Wholesalers, we submit herewith, a picture of their establishment.

It will be noticed that they are located under a lodging house and next door to a saloon.

We think further comment unnecessary.



Parks Bros.' Store on Fifth Street.

By Merit and Integrity BORDEN'S Milk Products Have Continued in Popularity with Dealer and Consumer for

EAGLE BRAND CONDENSED MILK



50 Years



PIONEER BRAND EVAPORATED MILK (Unsweetened)

BORDEN'S CONDENSED MILK CO., Originators of Condensed Milk and "Leaders of Quality"

LONG'S

Preserves the standard preserve of the world and absolutely pure.

Saratoga Drips pleases the palate, whets the appetite, gives hot cakes a delightful flavor.

Woodlawn Maple is superior grade of Maple Syrup, guaranteed for its purity strength and flavor.

Maraschino Cherries the finest of California's selected cherries preserved in maraschino, unequalled by any manufacturer.

Peerless Bar and **Powdered Sugar** the best and cleanest sugar sugar on the market. TRY THEM.

Long Syrup Refining Co.

SAN FRANCISCO.

News Notes.

The new telephone directory shows the prefix "Kearny" instead of "Temporary" for the telephone in the Montgomery and Kearny st. districts.

The Southern Pacific Co. has applied for a permit to erect a 3-story steel and concrete hospital building on Hayes st. between Baker and Lyon.

It is estimated by the contractors having in charge the erection of the new Palace Hotel that the structure will be completed and ready for business in two years from now.

The Board of Supervisors have repealed the resolution appropriating $95,000 for the rehabilitation of the east and central wings and the McAllister st. wing of the City Hall.

James R. Gates, who has resided in this city half a century, died at his late residence, 2066 Golden Gate ave. Saturday morning. For years he was head of the wholesale drug house of J. R. Gates & Co.

Hugh Huddleston, a well-known merchant of the Pacific Coast and a resident of San Francisco for the past 27 years, died yesterday at his home, 3660 Washington st. He organized the Great American Importing Tea Co.

Four killed and 252 known to have been wounded is the record of the 131 days of the car strike period that began May 5th and continued till the boycott of the cars was removed by the unions the night of Sept. 12th.

S. H. Tyler & Son are negotiating for a large size lot in the downtown wholesale district on which to erect a large fireproof and earthquakeproof building for their coffee and spice manufactory, offices and salesrooms.

Former City Engineer Grusky has returned to San Francisco after a year's absence in the East, and expressed surprise and gratification at the marvelous amount of reconstruction that has been accomplished since he was last here.

Work has been stopped on all street contracts in the city, as President Michael Casey of the Board of Public Works says that most of the contracts let during the last administration are for the betterment of the Western Addition, and in most instances exclude the Mission district.

The policemen have been instructed to look after the rat situation, with respect to notifying merchants and conferring with them from time to time, with a view to catching rats, and so far as possible to clear the city of them.

Red Men's Hall, within one block of the City Hall, will, after Oct. 1st, be the home of the Superior Courts. Yesterday the Superivisors empowered the Mayor to contract a lease for one year, with optional extensions, for the exclusive use of the building for the eight civil departments from 8 a. m. to 6 p. m.

THE PERFECTION CHEESE CUTTER



Is a computing cheese cutter. It is so simple that any boy can operate it. Any boy can take it apart, clean it and put it together again without a mistake.

It will last a life time and **we guarantee it to cut out the Retail Grocer's exact profit from every cheese.** No guess work about it.

Ask one of the Thousands of your competitors using a Perfection Computing Cheese Cutter, if the Cutter didn't save its cost the first 90 days.

Then write to us.

Sold by
LEVENSON COMPANY,
Corner Front and Pine Sts.,
San Francisco, Cal.

THE AMERICAN
COMPUTING CO.
Indianapolis, Ind.

Cracker Jack

"The More You Eat The More You Want"

The World's Greatest 5 Cent Seller

Dodge, Sweeney & Co.

Agents

San Francisco **California**

Manufacturers' List.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When a grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco, 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer, who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schilling's.

Schillings Best, ¼-lb. cans	$ .1
Schillings Best, ½-lb. cans	.2
Schillings Best, 1-lb cans	.4

Rumford.

Rumford, ½-lb. cans	.15
Rumford, 1-lb cans	.30
Rumford, 3-lb cans	.75
Rumford, 5-lb cans	1.25

Crescent.

	To Family Trade	To Restr., Etc.
3-lb tins	.70 each	6.75 per doz
¼-lb tins	.10 each	$1.10 per doz
½-lb tins	.15 each	1.60 per doz
1-lb tins	.25 each	2.65 per doz
5-lb tins	1.00 each	10.50 per doz

Sun Baking Powder.

1 lb	.45	¼ lb	.15
½ lb	.25		

CHOCOLATE

(Effective August 15th, 1907.)

Ghiradelli's Ground Chocolate, 1-lb Tins	.35
Ghiradelli's Ground Chocolate, 3-lb Tins	.90
Eagle Chocolate, 1-lb Pkg	.30
Ghiradelli's Cocoa, ½-lb Tins	.25

CEREALS

Cal. Flapjack Flour (Del Monte Milling Co.) 2 lb. package	.15
Cream Flaked Oats (Del Monte Milling Co.) 15c, two for	25
Excelsior Flaked Oats	
Excelsior Oats (Del Monte Milling Co.) straight	.10
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 1-2 lb. pkge	25
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 lb. package	.20
Peacock Brand Buckwheat (Del Monte Milling Co) 1 1-2 lb. pkge	.15
Shredded Wheat Biscuits, 15c or two	.25
Triscuit, straight	.10

TEA.

Tree, (M. J. Brandenstein & Co.)	50

COFFEE.

Golden Gate (J. A. Folger & Co.) 1 lb. cans	.40
M. J. B., (M. J. Brandenstein & Co.) 1 lb	.40
M. J. B., (M. J. Brandenstein & Co.) 3 lbs	1.00

COTTOLENE.

Small size pails	$ .30
Medium size pails	.60
Large size pails	1.35

FLOUR.

Globe Mills.—A-1, $1.60; Banquet, $1.50; Silver Star, $1.45.

Del Monte.—Del Monte, $1.60; Waldo, 1.45.

Port Costa.—Port Costa, $1.60; Starr's Extra Choice, $1.50; Mayflower, $1.45.

Stockton Mills.—Crown, $1.60; White Navy, $1.45; Triumph, $1.40; Bear, $1.40.

Sperry Mills.—Horace Davis Patent Roller, $1.70; Golden Gate, $1.60; Drifted Snow, $1.60; Sperry, $1.60; Royal, $1.50; Eagle, $1.45; First Grade Flour, 1-8th, 85c; 10-lb. sack 45c.

American Milling Co.—Colonial, $1.55.

Bay City Mills (1st and Clay Sts., Oakland)—"Bay City," $1.55; "White Foam," $1.55.

Diamond Milling Co.—Diamond Patent, 49-lb. sacks, $1.55; Diamond Family, 49-lb. sacks, $1.45; Sky High, 49-lb. sacks, $1.40.

Phoenix Milling Co., Sacramento.—(Bay Territory office, 17th & Wood St., Oakland, B. E. Bryan, Agent.)—"Phoenix," $1.60.

Mapleine.

2 oz	.35
4 oz	.60
16 oz	2.00
32 oz	4.00
Gallons	15.00

OLIVE OIL.

Purity (Chas.P.Grogan), Half Pts.	$ .25
Purity (Chas.P.Grogan) Pints	.50
Purity (Chas.P.Grogan) Quarts	.90
Purity (Chas. P. Grogan) Half Gal.	1.75
Purity (Chas P. Grogan) Gallon	3.00

SAUCES.

Catsup, Bishop's (Bishop & Co) 1-2 pints	.15
Catsup, Bishop's (Bishop&Co.) pts	.25
Chili Sauce, Bishop's (Bishop&Co.) 1-2 pints	.15
Chili Sauce, Bishop's (Bishop&Co.) pints	.25

SOAPS.

Sapolio	10c, 3 for 25c

FLY STICKEM

Forty Foot Size	15c, 2 for 25c

San Diego.—W. E. Keller, J. B. Alexander and W. F. Joyce, officers of the Globe Milling Co., were here recently to arrange for the big flour mill to be erected on the water-front. It will cost $175,000. Plans have been drawn.

Coast News.

CALIFORNIA.

Los Angeles:—Mr. J. R. Underwood, the grocer, has been attached for $29.

The grocery business of J. H. and O. E. Andross has been sold.

The transfer took place Monday, September 16th, Mr. F. Norment assuming the proprietorship.

On Thursday, September 12th, Mr. Jacob Fisher, a grocer, sold his business to Segar & Warren.

Music & Shey also have sold out their grocery business. This transfer took place on Friday, September 13th. Mr. C. C. Teagle will now manage the business.

The partnership existing between Cattern Bros., the grocers, has been dissolved.

Lena Schwartz, who is engaged in the grocery business, has taken a mortgage for $500.

Dutch Flat:—An involuntary petition in bankruptcy has been filed against the Munro Grocery Company.

Eureka:—E. & I. Verciam has sold his grocery store for $975.

Sacramento:—Mr. Gus Kroeger has sold his grocery business to B. F. Allendorf.

Artesia:—O. W. F. Searcy, who conducts a family grocery, has sold his stock and fixtures to J. A. Schoonove.

Otis:—Vaughan & McCormick have bought the grocery business belonging to Geo. E. Swarthout.

On September 11th Mr. S. Jacobs sold his grocery store to M. N. Friedman.

La Jolla:—Mr. H. N. McKie has sold his grocery store to M. B. Compton.

Cable Address "CLUFFECK." Telephone Temporary 2860

William Cluff Company, Inc.

Wholesale Grocers

Importers and Exporters of Cigars and Tobacco.

Spear and Mission Sts.

San Francisco, Cal.

HAAS BROS.

Wholesale Grocers---

Importers and Commission Merchants

100 CALIFORNIA STREET

(Corner Davis)

San Francisco California

WASHINGTON.

Seattle:—An involuntary petition in bankruptcy has been filed against Leahy Bros.

The Hodgen Bros. Grocery Company will hereafter be conducted by M. C. Hodgen solely.

Spokane:—T. J. Tracey's grocery store was visited by fire; but the small loss was fully covered by insurance.

Mr. C. B. Keller, the grocer, has sold out his business to Mr. H. Ricker.

A change is slated for the grocery business belonging to Mr. Fred H. Jenks.

Gerome:—Mr. W. W. King has been sued for $719. Mr. King has long been engaged in the grocery business in Gerome.

Mohler:—The Wililams & Crowley Grocery Co. have filed notice of co-partnership.

Republic:—C. H. Nordlung & Co., the grocers, are closing out their business.

Mr. L. H. Mason is also selling his grocery store.

Puyallup:—Mr. A. H. Haus & Son have sold their grocery store to Wm. Krull.

OREGON.

Portland:—Mr. C. H. Schoenfeld has received a mortgage of $2,000.

Milwaukee:—Oscar Wissinger has sold his branch store at Oak Grove.

Bandon:—H. M. Axtell & Co. have sold their grocery business.

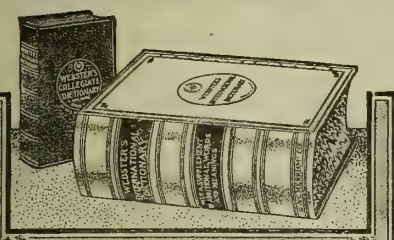
Oregon City:—Andrew Robertson has just announced his intention of starting a branch store at Sellwood.

Ashland:—W. O. Dix has taken a mortgage on his grocery business for $1,000.

Baker City:—Jas. Osborne's grocery store was burned out but the loss was covered by insurance.

Gold Hill:—W. A. Carter, the grocer, has renewed his $3,000 mortgage.

Enterprise:—Mr. W. E. Steele of the R. S. & Z. Grocery Co. has sold his interest to G. S. Reevis.



WEBSTER'S INTERNATIONAL DICTIONARY

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Besides an accurate, practical, and scholarly vocabulary of English, enlarged with 25,000 NEW WORDS, the International contains a History of the English Language, Guide to pronunciation, Dictionary of Fiction, New Gazetteer of the World, New Biographical Dictionary, Vocabulary of Scripture Names, Greek and Latin Names, and English Christian Names, Foreign Quotations, Abbreviations, Metric System.

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IVORY SOAP

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K. C. BAKING POWDER

PROCTOR & GAMBLE CANDLES

ORANGE CITY RUSKS

PEARLO GUM

HONEYSUCKLE MILK



An Auto? No!

Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.

KINGERY MFG. CO.

106 E. Pearl St., Cincinnati

FOR SALE.

THE GENERAL MERCHANDISE BUSINESS OF PRATT & McLEAN, AT GRIMES LANDING, COLUSA COUNTY, CALIFORNIA, CONSISTING OF A FULL AND COMPLETE LINE OF GENERAL MERCHANDISE, STORE FIXTURES, STORE BUILDING AND LOT. SITUATED IN ONE OF THE RICHEST FARMING COMMUNITIES IN THE STATE. ALL MUST BE SOLD NOT LATER THAN SEPTEMBER 20TH, 1907. FOR FURTHER PARTICULARS SEE F. G. McLEAN AT GRIMES, COLUSA COUNTY, CALIFORNIA.

AN OLD ESTABLISHED, WELL-PAYING GROCERY, FEED AND POULTRY SUPPLY BUSINESS IN PROSPEROUS INTERIOR TOWN. NATIONAL CASH REGISTER; DAYTON SCALES; HALL SAFE; SHOW CASES, ETC., GO WITH THE BUSINESS. STOCK ALL CLEAN AND NEW. THIS IS AN EXCEPTIONAL OPPORTUNITY FOR A LIVE UP-TO-DATE MAN OR FIRM. OTHER BUSINESS INTERESTS REQUIRE THAT THIS BE SOLD WITHIN THE NEXT 60 DAYS. ABOUT $3,000 CASH REQUIRED.

ADDRESS INQUIRIES TO G. B V., CARE "ADVOCATE," 1714 WEBSTER ST., SAN FRANCISCO.

Terms, Strictly Cash.

Location—Within 2 hours ride of San Francisco.

Business doing $40,000 per annum in a profit paying manufacturing town, where there are no cutters. Plant is divided into two parts—one a first-class branch doing a business of about $1,000.00 per month. Main store building is 27½x64 feet and newly fitted up. There is an annex, storage room, barn and coal shed. Reason for selling given only to bona-fide inquirers—except to say, that reasons are perfectly legitimate. Average monthly payroll of factory employees in the town exceeds $65,000. Business embraces Groceries, Feed, Hardware, Crockery and Dry Goods, as well as Coal, Lime and Cement. Address "Square Deal," care "Advocate," 1714 Webster St., San Francisco.

For Sale—An almost new Lawson Cash Carrier System of six stations, complete in perfect working order. Price, $75.00 cash, F. O. B. Address, The Fair Co., San Jose.

Entire stock of groceries and fixtures of my store at 12th and P Sts., Sacramento, Cal., as a whole or in part, together with lease. Fixtures include three Toledo scales; 200 account McCaskey Register; 2 National Cash Registers; Meat Slicers; Show Cases, etc. GEO. KROEGER.

Old established general merchandise business for sale. Located in lively mining town in northern part of State. Sale being made because present owner has had the business for forty years. Apply J. H., care "Advocate," 1714 Webster St., S. F.

BUSINESS CHANCES.

Not a better place on earth for a wholesale grocery house than Astoria, Oregon. Live wire could control Alaskan trade. Two-thirds of the people of the world live on the Pacific shores; they all make regular business of eating. Young hustler ought to start co-operative company or promote and locate it here. You would double your dollars in this business first year. Write Chamber of Commerce, room 200, Astoria, Oregon, for particulars. Remember, Astoria is only deep-water port on Columbia River and is one of only five on Pacific Coast.

AFTER DISHONEST ADVERTISERS.

Congress Planning to Take Steps to Curb Lying and Misleading Publicity.

Among the measures to be urged before the next Congress, according to announcement just made, will be one regulating advertisements and prohibiting and providing penalties for objectionable, pernicious, false, fraudulent or misleading advertisements. The bill, it is understood, which is aimed particularly at a certain class of "financial" advertising closely connected with the promotion of "mining" ventures, is also intended to extend the protection of the Federal statutes, so far as is possible, to the customers of "fake" catalogue mail-order concerns throughout the United States, and also to affect certain patent medicine concerns.

In order to "try out" the measure a bill was introduced into the General Assembly of Missouri. The bill reads as follows:

"All persons, firms, corporations and associations are hereby forbidden to print or otherwise to produce, publish, use, circulate, display or transport, or to cause to be be printed or otherwise produced, published, used, circulated, displayed or transported, any **fraudulent, false, or misleading advertisement or advertisements or any advertisement or advertisements which is or are objectionable or pernicious or hereinafter defined,** and each violation hereof shall constitute a misdemeanor and be punishable by a fine of not less than one hundred dollars ($100), the determination of the precise amount in each case being left to the discretion of the court: Provided, that in all cases where the violation is for the sake of direct profit as by pay for production, publicaiton, transportation, or the like, said fine shall always be of an amount not less than three times the amount of such pay, unless treble such pay should fall below the prescribed minimum fine of one hundred dollars ($100). Each day's continuance of the production, publication, use, circulation, display or transportation of an advertisement or advertisements such as prohibited by this act shall constitute a separate offence thereunder.

"Within the meaning of this act, an advertisement shall be defined to be any means of publishing or giving notice of information of certain things, and shall include oral as well as physical forms of publication intended to reach a plurality of persons. Among the kind of advertisements which, within the meaning of this act, shall be deemed either objectionable or pernicious, or both, and prohibited thereby are the following:

"Advertisements of 'damaged goods sales,' of 'fire sales,' 'bankrupt sales' and the like, where merchandise not a part of such 'damage,' 'fire damaged,' or 'bankrupt stock,' or other stock represented in the advertisement is offered, represented, or sold as a part of such stock.. Advertisements stating former selling values, or present or former worth, in excess of recognized trade standards of such selling values or worth, or where values or worth are stated and are represented as worth more than such prices at which the goods or commodity advertised were sold in the regular course of business to numbers of persons with a period of eighteen months prior to date of such advertisement. Advertisements which represent merchandise to be other than as stated upon labels or other markings upon containers or packages of such merchandise, as in the case of food labeled and sold in compliance with pure food laws of this or other States or of the United States.

"Advertisements wherein is contained any statement or statements of quantity or quality of merchandise to be sold, and containing exaggerated or false statements of quantity, or where the goods offered are seconds, inferior quality, or otherwise not of standard quality and such facts are not disclosed in the wording of the advertisement. Advertisements offering for sale any merchandise or other commodity described as of one material or substance only, when it is a combination of two or more materials or substances, especially where the undisclosed material or substance is an adulterant or material used to cheapen the merchandise or other commodity, as in instances where goods are represented as 'all wool' goods, but are 'cotton and wool.'

"Advertisements containing statements as of fact, when it is a matter of opinion, unless clearly stated as opinion, as where the words, "The best in the world,' 'finest cheviots,' etc., are used. Advertisements in which are contained so-called guarantees or promise of guarantee of future increase in value of shares, stocks, bonds, real estate, merchandise or other commodity.

"Advertisements predicting future greater values or stating present value of stocks, bonds, lands, merchandise or other commodities, and wherein is contained, as an incentive to purchase the stocks, bonds, lands, merchandise, or other commodities, a description of the procedure, success or results of any similar enterprise or process of manufacture or similar merchandise.

"Advertisements of remedies for diseases or treatment for diseases wherein symptoms of diseases are enumerated, or wherein claims of superior professional skill are made, or where offers of 'no cure, no pay,' 'money back if not cured,' or 'contract of cure,' or similar offers are published.

"Advertisements in which are contained so-called guarantees, or promise to guarantee a cure of disease, of reference, direct or indirect, to private diseases of men or women, as when the words, such as man medicine, diseases of men, irregularities of women, disordered male or female functions, or the like, are used, or fictitious testimonials as to effectvieness of any remedy or treatment for any disease.

"Advertisements of seers, clairvoyants ,fortune-tellers, mediums, or the like, wherein are contained any so-called guarantee or promise of guarantee, assurance or claims of ability to predict future events, or claims of miraculous or unusual psychic power.

"Advertisements offering employment wherein is contained a so-called guarantee of results, or where money or other equivalent is asked to be paid in advance for samples or outfits."

Writing of the measure Mr. Wagner says:

"This bill, or an improved bill, will be reintroduced at the next session of the Legislature, two years hence; a national law of the same kind will be drafted and introduced into Congress; and similar bills will be offered to the various legislatures from time to time."

HELPFUL AND INTERESTING."

Vallejo, Cal., Aug. 20, 1907.

"Retail Grocers' Advocate,"
San Francisco, Cal.,

Gentlemen:—

Enclosed please find check of $2.00 for subscription to "Advocate." We find the "Advocate" very helpful and interesting. We, as well as our clerks, have all learned its usefulness and eagerly seek its pages. Every grocer should read it carefully, thereby increasing his business and extending his knowledge. Wishing you all success, we are,

Respectfully,
RODGERS BROS. & CO.

Los Angeles.—Mrs. F. Hadley has brought out Mrs Prutsman in the grocery store at Holmes boulervard and Sixty-Seventh street.

YOUNG MAN WANTED.

Palo Alto, Cal., Aug. 24, 1907.

"Grocers' Advocate,"
San Francisco.

Dear Sirs:—We have a good place for a young man who understands the grocery business. Any assistance you can give us will be thankfully received. Yours truly.

Sallows & Rhodes.

N. B.—The above firm operates three stores, one in Santa Clara, one in Palo Alto and one in New Meridan. The chances for advancement for the right man are therefore obvious.—Editor.

San Luis Obicpo.—Articles of incorporation have been filed with the County Clerk of the Swiss American Supply Company of Cambria. The directors are J. P. Righetti, P. L. Maggetti, Charles Bianchi, James Guerra and J. A. Pedrotta. The capital stock is of the amount of $10,000, divided into one hundred shares of the par value of $100 each. Of the capital stock a total of $6,100 has been subscribed.

The purpose of the company is to buy and sell general merchandise, dry goods, fancy goods, staple goods of all descriptions, family supplies, wearing apparel, hardware and crockery, farm and dairy products, implements and tools and all other kinds of merchandise as are generally kept on sale in a country store. The company takes control of the P. L. Maggetti stock of goods.

Oakland.—J. A. Wheeler, a groceryman at 4954 Telegraph avenue, was fined $100 by Police Judge Samuels recently for selling liquor without a license. Wheeler acknowledged that he had sold and delivered liquor to his customers and that he kept a small stock of wines and other intoxicants on his place, but he declared that he was not aware that he had to have a liquor license in order to sell to his customers. When sentence was pronounced he notified the court that he intended to take an appeal.

Sierra City.—R. D. Phelan & Co. have sold their general merchandise store to A. Musante and E. Vedovi, two young men from San Francisco, who will conduct the business under the firm name of the Sierra County Mercantile Co. These men have had thorough business training and are well qualified for this new undertaking. The store room which is light and airy will be thoroughly overhauled. The floor will be oiled to keep down the dust, the shelving will be repainted and given two coats of white enamel and the whole salesroom put in first class condition. The building is to be enlarged and thoroughly restocked in all lines.

Santa Cruz.—The Edward Haggerty grocery store will change hands the first of September, the store having been purchased by Frank Stikeman and Henry K. Pierce. Mr. Stikeman has the past few years been a collector for the F. A. Hihn Co., but is an experienced groceryman. Mr. Pierce is at present working for Uncle Sam in the local postoffice.

San Francisco.—George J. Harris, a steamfitter, and Charles Coulter, a waiter, arrested by Detectives Conlon and McMahon, August 29th, were booked last week at the City Prison on charges of grand larceny. They are accused of entering Pistolesi's grocery store at 816 Kearny street August 28th and while one engaged the proprietor in conversation the other stole three gold watches, a nugget pin and $80 in money from the safe. These men were arrested on suspicion. Pistolesi visited the prison and positively identified both men.

NOTICE

Is hereby given that on Wednesday, the 2nd day of October, 1907, a special meeting will be held by the stockholders of the Barrisick's Gold Amalgamating Company at the office, 1003 McAllister St., at 10 A. M.

L. H. BARRISICK'S,
President.

FOR SALE.

Entire stock of groceries and fixtures of my store at 12th and P Sts., Sacramento, Cal., as a whole or in part, together with lease. Fixtures include three Toledo scales; 200 account McCaskey Register; 2 National Cash Registers; Meat Slicers; Show Cases, etc. **GEO. KROEGER.**

Sanipure Milk

An Artificial Mother's Milk for Infants and Invalids. The only Perfect Substitute for a Healthy Mother's Milk—All Jobbers.

PACIFIC COAST
CONDENSED MILK CO.
Seattle, Wash.

JOHN H. SPOHN, Agents.
San Francisco, Cal.



IN TWO YEARS THE
Royal Electric Mills
Have grown into the Largest Line of its kind in the World

WHY?

BECAUSE—

1st. A ROYAL MILL cuts the Coffee into even granules, without crushing or grinding.

2d. A ROYAL MILL is self-cleaning, not a grain of Coffee is left in the mill to mix with the next lot.

3rd. ROYAL MILLS will Pulverize Coffee Without Heating, no other will do this.

Beck Hardware Co.
73-75 Clementina St., Near 2nd and Folsom Sts San Francisco.

GETTING BACK TO NATURE.

Retail grocers nowadays, and in somewhat less measure the wholesalers, are interested in the effect produced by the new pack goods which are coming from the factories, put up in full accordance with the Pure Food law. As might have been expected

Twenty years ago there was so little thought of good window display that our largest retail business stores were built without due regard for the value of windows. In recent years we have been tearing out these old windows and fronts at great expense, just for the sake of getting a window, in which a good display can be made. We are still tearing out these old fronts. New buildings are being put up with special reference to the value of the windows for display. Every inch of space is conserved. Permanent artistic features that take up room are left out. Plain, straight lines is the rule now. Artistic windows with huge permanent decoration are of the past. The new front and window is a plain, utility affair. The knowledge we have gained of the value of window display has wrought this great change in building.

Manufacturers have been teaching retail merchants valuable lessons in window dressing in recent years. These men have been so much alive to the advantages of window display that they have sent a lot of expert window dressers around the country trimming the windows of the retailer for nothing more than the privilege of making a handsome display of their own goods. The retailer has noticed how much the sale of goods thus displayed has been promoted, and he is wisely applying the lesson.

To those retail grocers who have not been influenced by such displays as the manufacturers have made in the windows of the retail grocers, it should only be necessary to ask why do these manufactureres spend so much time and money making window displays? It is not an especially new thing. They have at least been at it long enough to determine for themselves whether or not all this effort and expense is money wasted, and if we would seek an answer to the question, whether it pays or not, we need only note the fact that those who did a little in the way of making window displays last year are doing of the same kind of work this year, and planning to do still more next year.

If this sort of work is good for the manufacturer, why is it not equally good for the retailer?

It is not every merchant who has a modern window in which to display his goods. But no matter what the character of the window may be, it should be utilized to the best possible advantage. Any window is a good asset, provided it is made proper use of, and the value of the window depends on the merchant himself. If he does not know how to make the best possible use of it he should learn, and if he does not learn how to make a window display it will be his own fault.

U. S. Metal Polish

POLISH.
Qts. .....$3.00 per doz
Pts. ..... 2.00 per doz
½ Pts. ..... .90 per doz

PASTE.
1 lb.....$3.00 per doz
½ lb..... 1.75 per doz
3 oz..... .50 per doz
Barkeeper's Friend Powder, gross.....$18.00

U. S. METALLIC POLISH PASTE
is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. For sale by all dealers. Also the Savoy Alkali Floor Powder, containing no grease

J. T. WILSON,
Pacific Coast Agt., 2871 16th St. S. F

RICE

Buy Direct from Millers and Growers

We operate our own mills and have two fire-proof brick warehouses located in Sacramento.

Large spot stock for prompt delivery.

Rice BRAN and MIDDLINGS for cattle and poultry.
Low freight rates from here.

S. M. PHILLIPS & CO.

1523-25-27-29-31 Front St., Sacramento, California

Guittard's Pure

means satisfaction to the consumer and a fair profit to the grocer.

Pure Coffee, Tea, Chocolate, Spices, Extracts and Baking Powder of Guittard quality cannot be sold for less.

To pay more means no better quality—simply less profit for the grocer.

BOSTON! HO!!

California Should Be Strongly Represented at the Next Annual Convention of the

National Retail Grocers Association

Which is to be Held at

BOSTON, MASS., MAY, 1908.

Join the California "Boston Club."

Twenty Four Members Now Enrolled

Here is a Chance to Enjoy an Eastern Trip with

Special Rates -- Splendid Accommodations -- Good Company -- Splendid Entertainment

The Club will travel in its own Special Car to Boston and Return, visiting Salt Lake City, Denver, Kansas City, Chicago, Cincinnati, Boston, New York and other cities enroute,—being part of a special train which will be made up at Denver where delegations from Oregon, Washington, Idaho, Montana and Colorado will join us.

"Your Dues will Pay Your Fare."

Full details will be forwarded to anyone who may be interested on application ADDRESS

FRANK B. CONNOLLY

Director, National Association of Retail Grocers.

Secretary, California Retail Grocers and Merchants Association.

901 Stanyan Street **San Francisco**

Handle

Sperry Flour

and make a good

PROFIT

The most Popular Brand on the Market

THE RETAIL
GROCERS ADVOCATE

E. D. EDDY, EDITOR. SAN FRANCISCO, CALIFORNIA, SEPTEMBER 27, 1907. VOL. 12, NO 38



The choice of flavor is a matter of taste

Folger's Golden Gate Teas

Is your tea trade increasing? Selling in bulk the consumption, per capita has not increased in years.

Try a new method. Folgers' Golden Gate Teas, in flavor-tight, sanitary cartons will draw new trade, please the consumer and increase the consumption of tea. Six flavors.

Japan	Ceylon	English Breakfast
Oolong	Gunpowder	Black and Green

Ask our salesman when he calls, or write us, for further information.

J. A. FOLGER & CO., San Francisco.

Importers of Pure Teas.



Money Thrown Away.

Many Merchants are Positively Throwing Away Money in the Handling of their ACCOUNTS!

It is only a Little Each Day and they do not notice it; it's like a Little LEAK from a Barrell, just a drop at a time, but if it is not stopped the barrel will soon run dry.

STOP THE LEAKS.

They amount to a Great Many Dollars in the course of a Year.
DOING USELESS WORK is a LEAK.
FORGETTING TO CHARGE GOODS is a LEAK.
Errors and Disputes cause Loss of Trade.
LOSS OF TRADE IS A LEAK.
THE McCASKEY ACCOUNT REGISTER Handles ALL YOUR ACCOUNTS with only ONE WRITING, Showing EVERY DETAIL of the Business.
Then Why Spend your Time in Copying and Posting?
INVESTIGATE the GREATEST LABOR-SAVING, MONEY-MAKING Device ever Invented for the Retail Merchant.

A 64-page Catalog FREE for the asking.

WE CAN SHOW YOU
How Our Register Quickly Pays for Itself, and Continually Earns You a Profit.

W. A. HAWLEY, General Agent Pacific Coast,
237-38 BACON BLOCK, OAKLAND, CAL.

BRANCH AGENCIES: Los Angeles, Cal.; Sacramento, Cal.; Spokane, Wash.; Portland, Ore.; Seattle, Wash.; San Jose, Cal.
THE McCASKEY REGISTER CO., 34 Rush St., Alliance, Ohio, Manufacturers of the Celebrated Multiplex Duplicating Carbon Back Counter Pads, also Single Carbon and Folding Pads.

The Advocate Endorses the McCaskey Account Register.

You take no risk in Selling

RUMFORD

"The Wholesome"

Baking Powder

A guaranty of its purity is on file with the Secretary of Agriculture, Washington, D. C.

Best of the high-grade powders at a reasonable price.

It will pay you to push it.

HAITIAN RICE

We Sell

Rice!

From MILLS
Direct to YOU

Send for Samples

W. T. Welisch & Co.

RICE FACTORS

Monadnock Bldg. S. F.

New Sauerkraut

Orders
Promptly
Delivered

REED PICKLE WORKS

1507 Folsom St.

Bet. 11th and 12th

Phone Market 228.

Do You Sell Our

Y-E-A-S-T

Golden Gate Compressed Yeast Co.

Washington and Fillmore Sts.

THE
RETAIL GROCERS ADVOCATE
Published Every Friday by the

CALIFORNIA
RETAIL GROCERS
AND
MERCHANTS
ASSOCIATION

EARL D. EDDY, Editor and Manager.
Paul A. Carew, Assistant.
George E. Place, Trav. Representative.

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Index to Advertisers

The firms listed below are using the columns of The Advocate in the cause of publicity. We urge our friends and members to remember them in placing orders.

AGENTS, MNFRS.

R. A. Holcombe & Co., 50 Clay St.
W. A. Hawley, 237-38 Bacon Blk., Okd.
Beck Hardware Co., 73-75 Clementina.
Kelly-Clarke Co., 23 Market.
John H. Spohn Co., 50-52 Clay St.
Fred F. Hobbs Co., Hansford Bldg.
The C. B. Jennings Co., 41 Clay St.
Johnson-Lock Mercantile Co., 213 Sansome St.
P. E. Lenfesty, 49 Hartford St.
Castle Bros., 1444 O'Farrell St.
Hughson & Merton, 438 Market St.
Mailliard & Schmiedell, Front and Sacramento Sts.

AMMONIA.

Pacific Ammonia Bottling Co.

BAKING POWDER.

"Royal," Johnson-Locke Mercantile Co., Agts, 213 Sansome St.
A. Schilling & Co, 2d and Folsom.
"Rumford," Rumford Chem. Works, Providence, R. I.
Crescent "Egg-Phosphate." John H. Spohn Co., Agts.

BANKS.

Swiss-American Bank, 1452 Fillmore.

BEER.

California Bottling Co., 1255 Harrison.

BITTERS.

Lash's Bitters Co., 1721 Mission.

CATSUPS.

Pacific Vinegar & Pickle Works, 161 Sacramento St.
"Sniders," John H. Spohn Co., Agts., 52 Clay St.
"Griffion's," California Fruit Canners' Association.

CHEESE CUTTERS.

"Perfection," Levenson Co., Distributors, Front and Pine Sts.

COFFEE, TEA, ETC.

J. A. Folger & Co., Spear & Howard.
M. J. Brandenstein & Co., Mission near Spear.
A. Schilling & Co., 2d and Folsom.

COFFEE MILLS.

F. F. Wear, D. S. A., Pac. Coast.
Hobart Mills, 137-139 Telegraph Ave., Oakland.
"Royal," Beck Hardware Co., Agts., 604 Mission St.
"Enterprise," 438 Market St.

COLLECTORS.

American Collection Agency, Grant Bldg.

COMMISSION MERCHANTS.

Dodge-Sweeney & Co., Hathaway Wharf, S. F.
Scatena, L. & Co., 104 Washington. Phone, Temporry 243.
Scheer, Morehouse & Grandi, Hathaway Wharf and 33 Clay St.
Monotti-Larimer & Co., 707 Grove St.

CONFECTIONARY.

"Hunky Dory," Dodge Sweeney & Co., Agts.

DELICACIES.

Rathjens, P. F., 13145-1319 Pacific.
Wieland Bros., 309-311 Davis St.

EVAPORATED MILK.

Carnation, John H. Spohn Co., Agts., 50-52 Clay St.
Alpine, F. F. Hobbs Co., Agts., Hansford Bldg.
Borden Condensed Milk Co., Johnson-Locke Co., Agts., 213 Sansome St.
"Honeysuckle," Kelley, Clarke Co., 23 Market St.

FLOUR.

Crown Mills, 416 Jackson St.
Del Monte Milling Co., Lombard and Montgomery. Phone, Temporary 1089.
Globe Grain & Milling Co., Chestnut and Montgomery. Phone, West 1616.
Port Costa Milling Co., Battery St., near California.
Bay City Mills, J. C. Westphal & Sons. Prop's., 1st and Clay St., Oakland.
Phoenix Milling Co., Sacramento.
Sperry Flour Co., 112 Spear St.

GINGER ALE.

D. Steimke & Co., Union and Octavia.

INSECT POWDER.

"Eureka."

LYE.

"Red Seal."

MAPLEINE.

John H. Spohn Co., Agts., 52 Clay St.

McCASKEY ACCOUNT REGISTER.

W. A. Hawley, Agt., 237-38 Bacon Blk., Oakland.

MINCE MEAT.

"None Such Condensed," Merrell, Soule Co.

MEAT SLICING MACHINES.

"Enterprise," 438 Market St.

OIL TANKS, ETC.

Beck Hardware Co., 604 Mission St.
F. F. Wear, "National," 137 Telegraph Ave., Oakland.

PAINTS, OILS & GLASS.

W. P. Fuller & Co., Mission and Beale. Phone, Temporary 940.
Whittier, Coburn & Co., Sansome St.

PAPER.

A. Zellerbach & Sons, 421 Jackson St.

PASTE.

Cleveland Macaroni Co., Golden Egg Brands.

PEANUT SELLERS.

Kingery Mfg. Co., 106 E Pearl St., Cincinnati, Ohio.

PICKLES, ETC.

Pacific Vinegar and Pickle Works, 161 Sacramento St.
Reed Pickle Works, 1507 Folsom.

POLISHERS.

X-Ray Stove Polish, R. A. Holcombe Co., Agts., 50 Clay St.
U. S. Metal Polish, J. T. Wilson, Agt., 2871 16th St.

PROVISIONS.

Cudahy Packing Co., Union St.
Western Meat Co., 17th and Harrison
Swift & Co., 5th and Townsend.

PRUNES.

Los Gatos Cured Fruit Co., Los Gatos.

ROOT BEER.

Chas. H. Hires Co., Philadelphia.

RICE.

W. T. Welisch & Co., Monadnock Bldg
New Orleans Rice Co., 104 Front St.

REFRIGERATORS.

Ft. Smith Refrigerator Works, Beck Hardware Co., 73 Clementina St

SAFES.

Parcell's Safe Co., 523 Market.
Richardson Bros., 131 Fifth.

SOAPS.

"Sapolio," J. P. Gillespie, Agt.
Babbitt's Brands, C. B. Jennings Co., Agts., 41 Clay St.
Cudahy Packing Co., 45 Clay St.
Fels Naptha.
Grandpa's Wonder.
Swift & Co., 5th & Townsend Sts.

SODA WATER.

D. Steimke & Co., Union and Octavia.

SYRUPS, ETC.

Long Syrup Refining Co., 8th and Brannan.

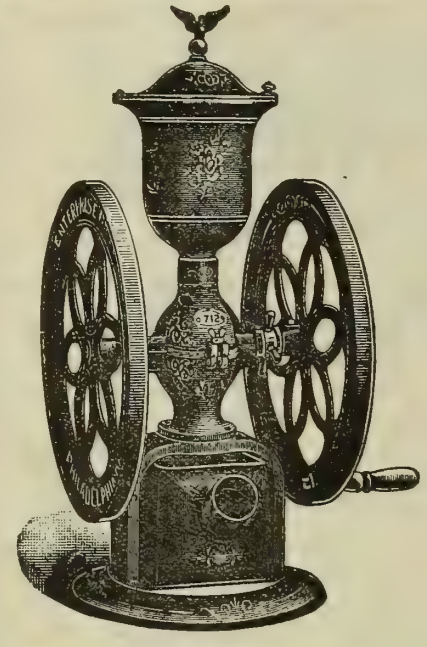
STATIONERY.

Schwabacher-Frey Co., 42 Sutter St.

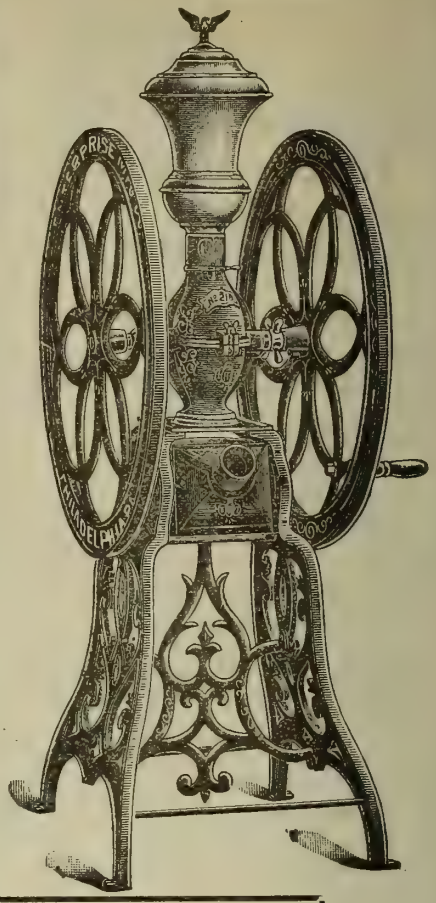
WHISKEY

The Rothenberg Co., 7th and Franklin Sts., Oakland.
Wichman, Lutgen & Co., Everett and Harrison Ave., Alameda.

MARKED "ENTERPRISE"



Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE." The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.



Is your equipment good? Then make it better
Dont't rest till you have the BEST—
"ENTERPRISE"

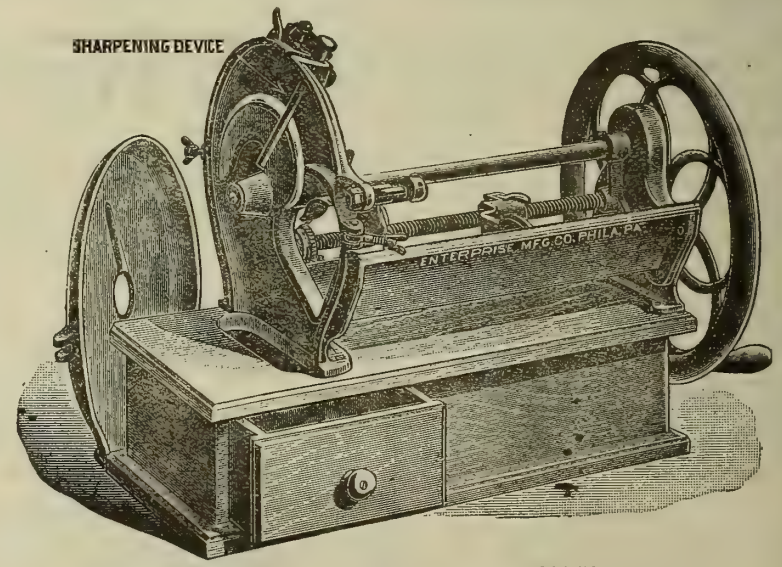
The experience of all users proves that the **"Enterprise" Rotary Smoked Beef Shaver** greatly increases the sales of smoked beef.
Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

AUTOMATIC ADJUSTABLE FEED SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump, and other specialties demanded by enterprising grocers.

The Enterprise Mfg. Co. of Pa.
Philadelphia, U. S. A.

San Francisco Office, 438 Market St.



No. 125 (with 2 Blades - $22.50
No. 129, (with 1 Blade) - $22.50

THE RETAIL GROCERS ADVOCATE

EARL D. EDDY, EDITOR. SAN FRANCISCO, CAL., SEPTEMBER 27 1907. VOL. 12. NO. 38.

PREPARING FOR BIG THINGS.

Leaders in the Grocery Business United in the Associated Grocers.

ALL WANT FAIR PROFITS.

Will Contribute to the Funds and Lend Their Influences to Secure Results.

A number of the very largest grocers of San Francisco got together last Friday evening and talked over the local situation.

They were a unit in agreeing that the methods being followed by the Associated Retail Grocers had already produced great good. To make it produce greater good, they all agreed to lend it their aid in every way.

Those present agreed that for six months, beginning October 1, 1907, they would contribute to the funds of the Associated Retail Grocers according to the following schedule:

CLASS A—Doing a business of over $10,000 monthly, $5 per month.

CLASS B—Over $5,000, $2 per month.

CLASS C—Over $1,500, $1 per month.

CLASS D—Under $1,500, 50 cts. per month.

This, they figured, would give the organization enough income so it would not have to beg of the jobbers. It will enable them to keep good headquarters down town and a staff that will enable them to accomplish the following results.

1st. Get better profits.

2d. Prevent cutting on certain staples.

3rd. Stop the selling of goods by wholesalers to people that would otherwise buy of retailers.

4th. Help collect bad bills.

5th. Inform members about people who seek to open accounts.

6th. Issue a Delinquent List.

7th. Bring about a better feeling among the grocers.

As this copy of the paper is being distributed in the post office, a meeting of the Associated Retail Grocers is being held.

Officers for the ensuing year are being elected and plans made.

These will be printed in full next week.

Profits on Beer.

Much work has been expended in securing an understanding with certain bottlers as to the retail selling-price of beer.

All the larger bottlers want to see the grocers get a price of 2 for 25c.

When this matter has been definitely decided, each grocer should devote himself to selling the beers that are being protected and refuse to handle the beers that the bottlers allow to be sold for 10c.

Laws Won.

The following laws have been secured by the efforts of the California Retail Grocers' and Merchants' Association:

1. Permitting the Attachment of the wages of public officials.

2. Making a Wife's Separate Property responsible for family bills for the necessaries of life.

3. Mutual Fire Insurance.

4. Extending life of open book account to four years instead of two.

5. Making a check "with intent to defraud" a state's prison offense.

6. A fair guaranty clause in the pure food law.

POINTS TO WATCH.

SEE PAGE ELEVEN

HOW PROFITS ARE GAINED.

Obligation of the Individual Grocers In Encouraging Manufacturers.

STATE DIRECTORS TO MEET.

Plans for the Ensuing Year to Be Decided Upon.

Grocers are getting thousands of dollars of profits on flour each month that they would not have received had it not been for the State Grocers' Association.

This profit has been secured by co-operative action on the part of the grocers.

It requires continuous co-operative action if these profits are to be permanent.

Permanency of the flour profits are the greatest aid to our being able to secure profits on other articles.

Ghiradelli Takes Action.

Every grocer in the State is profiting by the action of the D. Ghiradelli Co., in maintaining the price of his chocolates and cocoas.

Mr. Ghiradelli was encouraged to take this step by the success of the flour prices. He has found very little difficulty in having his prices upheld.

Several times there have been cuts made. Invariably, Mr. Ghiradelli has taken action and the cutting has ceased.

In doing this, Mr. Ghirardelli has antagonized certain interests. He has lost certain trade.

At the same time, he has won many staunch friends. He has secured much business that would otherwise have been diverted. Many association members who were pushing other brands have devoted their energies to advancing the sale of Ghiradelli's goods.

This is as it should be.

Several chocolate makers have sought to induce the trade to push

their goods. These goods they allow to be cut.

They have found very little encouragement among the Association members, although a few have advanced the sale of these goods.

Every member must remember his friends. His friends are the men who will not allow cutters to cut away his profits. When the manufacturer who allows his goods to be cut, comes along, the dealer should let him understand that, as a business man, he does not intend to encourage any manufacturer who is trying to undermine his profits.

More Lines To Come.

The faithfulness of the members of the State Grocers' Association to their friends is the greatest force in encouraging other manufacturers to seek that friendship.

The profits are being cut out of numerous well-advertised specialties that have practically become staples because grocers have recommended and "boosted" them for years. If these men know that the grocers will boost and be faithful to other manufacturers if those manufacturers protect profits and will discourage the sale of the goods that can be cut, they will be glad to go to considerable trouble and expense to see that it is their goods that gets the boosting.

A meeting of the directors of the State Grocers' Association is to be held on Thursday, October 3rd.

At this meeting plans will be made for the ensuing year.

The action of the Sacramento convention has outlined numerous things that will unquestionably be taken up and carried out.

No more important work will be undertaken than that of preventing cutting.

Each member must help and no greater help can be accorded than of refusing to feature any goods in opposition to goods, the price of which is being maintained.

NEWS FROM OREGON.

Tillamook, Oregon.

Perhaps a note from this dairy section of the U. S. may be acceptable.

The factories of Mr. Chas. Ray of Cloverdale in this County have made this year from March 9th. to Aug. 15th. 4909 cases: 30,0514 pounds cheesed of the aggregate value of $41,836.16.

Milk, approximate, 2,930,00 lbs.

Cheese made; principally Flats a few Young Americas and Cheddars.

Prices paid as follows: for butter fat.

For March 35 c., April 35 c. May 34 c. June 34 c. July 33 c. Aug. 34 to 35c.

These prices are net at the factory.

Output this year 10 per cent to 15 per cent above last years..

Respectfully,

The R. Robinson Cheese Co., per W .G. Dwight.

P. S. The total output in Tillamook County this year will be about 3,250,-000 lbs. cheese.

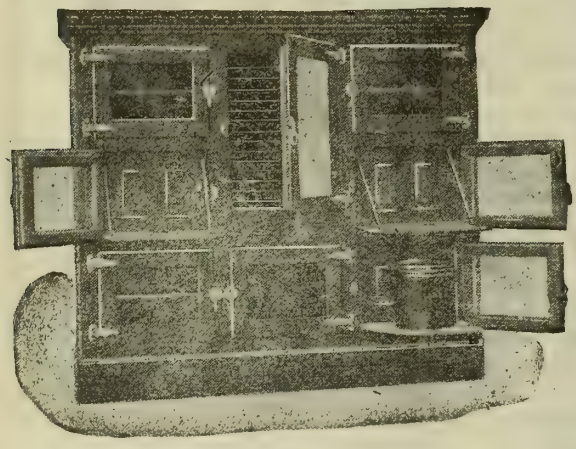
BUCKING THE SOAP CLUBS.

The retail grocers of Chester, Pa., have resorted to a novel scheme to balk the flotation of "soap clubs" for the peddling of soaps made by premium-giving concerns, notably the Larkin Company. Such enterprises as this have long been the bane of the retail grocer's life, the employment of some of his best customers to cut his throat by offering them a few cheap trinkets or bits of gaudy furniture as premiums. The "club" element of the transaction is too gauzy to be considered.

The retail grocers have secured the passage of a city ordinance requiring any soap club to take out a license at a cost of $25 before they can engage in peddling, and they are now urging the city authorities to enforce it. If the plan succeeds Chester will likely have imitators.

Two new factories for the making of milk powder have been started in Sweden during 1906, one in Eslof and one in Helsingborg, while a third is now being built in Ystad. The Eslof factory handles about 60,000 lbs. skimmilk and the Helsingborg 16,000, while the Ystad factory is intended for 60,-000 lbs. daily. The price paid for skimmilk is now 50 per cent higher than formerly, being about 20c per 100 lbs, but this is not enough to make it advisable in the true interest of the farmers.

FORT SMITH REFRIGERATORS.



STYLE No. 7686

E. Broderick	715 Fillmore St.,	S. F.
Rathjen Co.	Lombard and Fillmore	S. F.
H. Hellberg	Ninth and Bryant	S. F.
McCarthy Bros.	Bush and Baker	S. F.
Kohn Bros	1201 Turk St.	S. F.
F. Stuermer	18th and Danvers St.	S. F.
C. Stelling	29th and Church	S. F.
J. M. Hanley	2300 Sutter	S. F.
Maxwell & Streckenbach	1302 18th St.	S. F.
Fred Pielhop	249 Courtland Ave.	S. F.
Fay Gro. Co.	3rd Ave. and B St.	S F.
J. Vennekohl	1839 Eddy St.	S. F.
Southern Heights Gro. Co	1471 18th St.	S. F.
W. A. Rogers	900 I St., corner 10th Ave.	S. F.
H. Heitman	2248 Misison St.	S. F.
H. Dinslage	3375 Sacramento St.	S. F.
Miller & Lawlor	Guerrero & Clinton Park	S. F.
C. F. W. Miller	239 Brighton Ave., Ingleside	S. F.
J. Straub	101 De Montford Ave., Ingleside,	S. F.
J. Soltaro	Park and Central Ave.	Alameda
Martin Eggers	Fruitvale Av. & Boulevard,	E. Oakland
W. Zeller		Palo Alto
Sonoma Co. Fruit and Produce Co.	Santa Rosa	Drury & Bartholomew Stockton
C. D. Fontana	Copperopolis	J. Rohrer Stockton
Rossi Bros.	Stockton	Hall Bros. Stockton

The Following Well-Known GROCERS are Using the Above Style Refrigerator

We make all Styles and Sizes for the Grocery Trade.

REMEMBER - - - - - - - - - - If We Make It It's Made Right

BECK HARDWARE CO.

SAN FRANCISCO
73-75 Clementina St Near 2d and Folsom

Phone Temporary 978

LOS ANGELES
47 Central Avenue.

RAFFLE RESULT PENDING.

Hitch in Plans Brought About Through Ticket Falling Into Wrong Hands.

We are confident that many of our readers have scanned the columns of the "Advocate" very carefully in order to find out who won the Hobart Coffee Mill which was presented to the Association by Frank F. Wear.

The letter printed below will explain the situation to the satisfaction of all concerned:

Oakland, Cal., Sept. 21, 1907.

California Retail Grocers Assn.
1714 Webster St.,
San Francisco, California.

Gentlemen:—

We are in receipt of information to the effect that the Hobart Electric Coffee Mill donated to your association under the following conditions and plan of disposal, to-wit:

First.—That the machine will go to a member of the State Grocers Association.

Second.—That he will install and operate the mill in his store.

Third.—That under no consideration shall the mill be used for speculative purposes by the fortunate receipient." has been claimed by a man of Sebastopool. Calif. WHO IS IN THE HARNESS BUSINESS.

We regret that any confusion should have arisen in connection with the disposal of this machine, but understanding as I do that the matter is to be cared for by the directors of your association and that eventually the mill will find its home amongst some one of your members, and in accordance with the stipulations under which it was given. I am,

Very respectfully yours,
(Signed) FRANK F. WEAR.

FFW. Dict.

P. S.—The mill has been carefully crated and is in the care of the Sacramento Storage Company awaiting final shipping instructions.

Holders of tickets are requested to be patient—awaiting the outcome the meeting of the Directors referred to in the letter. It is probable that the former drawing will be declared null and void and a new one held.

NORTHERN FOOD SHOW.

The pure food show to be given under the auspices of the Spokane Grocer's association in the state armory, Nov. 4 to 18, promises to be of vital interest to dealers as well as to the consumers. E. N. Cory, secretary, of the association, said:

"This being the first pure food show ever given in Spokane, we expect it to be a good one. All the local manufacturers of the line handled by the grocers are to exhibit their wares, the idea being to educate the people to make a distinction between good and poor groceries. By so doing the grocers will be benefited, as a demand for the goods obtainable will be created.

"The purpose of the pure food show primarily is to give the manufacturers an opportunity to demonstrate their goods in such a manner that the grocers will be placed on an equal footing. The people who attend the show will be able to see the goods for themselves and form their own opinions as to their merits. A demonstration in a grocery store in this advanced age of telephones does not amount to much, as the consumer rarely goes in person to the store."

SYRUP FACTORY PROJECT.

Lodi.—Through Chris Schnaidt of the Lodi Land Co. information has been received that a leading firm of Boston, Mass. intends, in the near future, to establish a large factory for the making of fruit juices used for soda fountains. The firm has been looking over the country for a location and Lodi seems to be the favored place. They will make a specialty of berries, of which the Logan berry will be most prominent.



THE PURITY, MATURITY, AND FLAVOR OF

HUNTER WHISKEY

HAS GIVEN IT ITS WONDERFUL POPULARITY AND A REPUTATION FOR EXCELLENCE ABSOLUTELY UNSURPASSED



CHARLES M. REY ... CO.
Agents for ... Whiskies
912-914 Folsom St., San Francisco, Cal.

Schilling's Best

is at home wherever

grocers are

alive to their interests.

BOSTON CLUB LAUNCHED.

Officers Elected, Dues Arranged and Plans Discussed.

A number of the ladies and gentlemen interested in the success of the California "Boston Club" met on Tuesday evening of this week at the store of Mr. F. B. Connolly. Many of the preliminary details were discussed and arranged.

Officers Selected.

Early in the evening the following officers and committees were elected:

John W. King, President.
Frank B. Connolly, 1st Vice-President.
J. R. Newberry, 2nd Vice-President.
Joy D. Campbell, Treasurer.
Earl D. Eddy, Secretary.
Carl Harrison, Assistant Secretary.

The chair then appointed the following members on the **Executive Committee: Messrs. Doyle, Sullivan, Stulz, Golder, Trask, Pierce, Paulding, Jones and West**, together with the elected officers.

Messrs. Doyle, Trask and Sullivan were appointed as a **Finance Committee.**

The Entertainment Committee consists of the following ladies: **Mrs. King, Mrs. Connolly, Mrs. Campbell, Mrs. Eddy, Mrs. Doyle, Mrs. Sullivan, Mrs. Stulz, Mrs. Paulding, Mrs. Golder.**

Dues.

Figuring on the dues paying the fare of members, it was found necessary to make them **$12.50** per month, payable in September, October, November, December, January, February, March, April and May. Added to the dues will be the various amounts secured from theater parties, etc., thereby reducing the expenses of each member proportionately.

Theatre Party.

Mr. Eddy reported his investigations of the propositions offered by the various theatres and the "Alcazar" was deemed the best of those offered. It was decided to give a Theatre Party at this house on **October 29th.**

By-Laws.

Messrs. Eddy, Doyle and Trask were appointed a committee on By-Laws, with full power to act. By-Laws will be printed in next week's **"Advocate."**

A Los Angeles report says the Santa Ana Valley Walnut Grower's Association will commence walnut shipping in a few days, and that the Association, which controls a large share of the walnuts of that county, reports the crop a heavy one.

FORT SMITH REFRIGERATORS—COLD and DRY.

H. ARTHUR DOWNEY, PRESIDENT — N. P. BEARDSLEY, VICE PRESIDENT — J. W. HUTCHINSON, SEC'Y AND TREAS. — A. P. MURDOCH, GENERAL MANAGER.



Oswego Maize Products Company

General Offices, Oswego, N. Y.

IN THE MANUFACTURE OF OUR STARCH WE USE CLEAR LAKE ONTARIO WATER SUPPLIED BY OUR OWN PUMPING AND FILTRATION PLANT

Oswego, N. Y. Aug. 24, 1907

Mr. Retail Grocer;

Dear Sir:

When you desire to give your trade good Starch why do you not use Murdoch's Oswego Velvet Gloss Starch and Murdoch's Oswego Corn Starch? The price is right, and the quality of the goods equal or superior to any Starch manufactured in the world. Obtainable from all wholesale grocers.

Yours very truly,

Oswego Maize Products Company,

Oswego, N. Y.

ASSOCIATION ROSTER

California Retail Grocers and Merchants' Association.

President, Geo. B. Doyle, San Francisco.
1st Vice-President, F. N. Aubrey, Stockton.
2nd Vice-President, C. A. Mottaz, Los Angeles.
3rd Vice-President, H. E. Jones, San Fran-
3rd Vice-President, H. E. Jones, San Jose.
Treasurer, C. B. Pearson, Stockton.
Secretary, F. B. Connolly, San Francisco.

Directors:

A. A. Jost, Sacramento.
W. C. Longstreth, Los Angeles.
J. R. Newberry, Los Angeles.
J. J. Hughes, Nevada City.
J. F. Limpinsel, Placerville.
L. Warnke, Alameda.
H. K. Duncan, Oakland.
L. R. Eccleston, Fresno.
F. B. Connolly, San Francisco.

Associated Retail Grocers of San Francisco.

President, George B. Doyle.
First Vice-President, James S. Irvine.
Second Vice-President, J. W. King.
Treasurer, John F. Schomer.
Secretary, Frank B. Connolly.
Directors: Joseph A. Stulz, Herbert S. Elliott, Gus Lehrke, P. A. Buckley and B. A. Schmidt

PACIFIC COAST.
Retail Grocers' Association.

President.

F. B. Fancher—Sacramento, Cal

First Vice-President.

J. R. Newberry—Los Angeles, Cal

Second Vice-President.

Fred Dresser—Portland, Ore

Secretary

H. Hauch, Alameda, Cal.

NATIONAL RETAIL GROCERS' ASSOCIATION OF THE UNITED STATES.

President, Charles J. Kramer, Little Rock, Ark.

Vice-President, Simon Clark, Duluth, Minn.

Secretary, John A. Green, Cleveland, Ohio.

Treasurer, Henry W. Schwab, Milwaukee, Wis.

Director. for three years, F. B. Connolly, California.

Director, for one year, A. W. Farlinger, Georgia.

Senior Director, L. F. Padberg, St. Louis, Mo.



Absolutely Pure
A Cream of Tartar Powder, free from alum or phosphatic acid
Makes Home Baking Easy

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

CALIFORNIA AS A FOOD STATE.

Comparatively few people outside the grocery trade—or in it, for that matter—have any adequate conception of the enormous part California and the Pacific Coast play in the task of feeding the nation. It is forcibly expressed in the statistics of the present pack, as they are estimated by a well known authority of that region. Although the amount of the pack this year will fall short of what it should in value, it will probably outstrip the record owing to the prevailing high prices.

It is estimated that the total pack of fruits will be about 2,500,000 cases and that of vegetables 800,000 cases. That makes 3,300,00 cases for California. Add to this, say, 700,000 cases for Oregon and Washington, which, although not fruit-growing States like California, have been adding to their resources slowly but surely. This woud make for the three States a total of 4,000,000 cases, worth this year a total of $14,000,000. Then there are other products, such as catsups and sauces., etc., which would make a value of $500,000. Then to all this we may add the 2,000,000 cases of salmon packed on the Coast this year. This makes the actual number of cases of canned food not less than 6,000,000, while the number of pounds of foodstuffs will reach the grand total of 336,000,000 pounds.

Charles Elliot, San Francisco representative of Jardine Matheson & Co., Bathgate & Co., Crosfield Lampard & Co., and Lampard Clark & Co., has occupied new offices at 116 California st.

Now is the time to run on

HUMBOLDT COUNTY BUTTER

GIVE YOUR CUSTOMERS

ALPHINE OR GOLDEN GLOW

And you will not have to listen to Kicks.

MONOTTI-LARIMER CO.

Phones Park 570 and 571. **707 Grove St., S. F.**

California's Best Advertised Product

GHIRARDELLI'S

Chocolates and Cocoa Satisfies Everybody

THE DEALER
Because it Cannot be Sold for Less than a Fair Price:

THE CONSUMER
Because it is always Pure, Fresh and of Full Strength.

In order to protect our Trade Mark and Also Protect the Dealers who Distribute our Goods, we have fixed the following as the minimum prices of the goods listed below:

CHIRARDELLI'S Ground Chocolate, 1-lb. tins 35c.
" Ground Chocolate, 3-lb tins 90c.
" Cocoa, 1-2 lb. tins - - - 25c.
" Eagle Chocolate, 1-lb. tins - 30c.

(More may be charged when the dealer finds it necessary.)

We sincerely trust that the Retail Trade will appreciate our Good Will and will lend their aid in our efforts to maintain the above prices

D. GHIRARDELLI CO.

M·J·B·Coffee

WHY PACKED IN TINS ONLY?



RED SEAL LYE.

Disinfectant, Water Softener, Cleanser. The Sifting top Can.

P. C. TOMSON & CO., Makers, Philadelphia, Pa.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

POINTS TO WATCH.

CRACKERS AND CAKES.—
See price list this week

EVAPORATED APPLIES.—
Very much on the advance.

CANNED CORN.—
Situation shows many points of strength.

ROLLED OATS.—
Better read this week's review of the situation in the East.

ADVANCES (For changes see Price List.)
Peanuts.
Walnuts.
Almonds.
Lard Oil.
Rose Milk.
Eagle Milk.
Alpine Milk.
Floral Milk.
Linseed Oil.
Maine Corn.
Neatsfoot Oil.
Pioneer Milk.
Shoe Brushes.
Seeded Raisins.
Carnation Milk.
Challenge Milk.
Spruce Baskets.
Ironing Boards.
California Cheese.
Domestic Swiss Cheese.
Boneless Pacific Codfish.

DECLINES (For change see Price list)
Roquefort Cheese.
Sugar.
Hams.
Bacon.
Asparagus.
Bath Brick.
Dry Salt Meats.
Pure Leaf Lard.
Compound Lard.
Wooden Dishes.
Union Salad Oil.
Holland Edam Cheese.
Oval Willow Clothes Baskets.

NEW IN MARKET.
New Pack Salmon Bellies.

FREE DEALS.

Fairbanks Gold Dust.

With five and a half boxes at 4.65 one-half box free. Size 24x72. With ten boxes at 4.60 one box free. With 25½ boxes at 4.55 two and one-half boxes free. With fifty boxes at 4.55 fiv boxes free. Above deal is good for but a short period.

Malta Vita—One case free with five.

Rex Lye—One case free with five cases.

Rumford Baking Powder—Five per cent discount in five case lots; one case free in ten case lots.

Jello—One case free with each 12 cases. Deal limited to 48 cases. Ice cream powder made by the same company may be assorted with Jello in making up orders.

Parsons Ammonia.—½ case free with 5½ cases, 1 case free with 10 cases.

Cal. Home Brand Catsup.—5 case Lots, $2.25 per doz. and one case free; 10 case Lots, $2.20 per doz. Two cases free 25 case Lots, $2.15 per doz. and 5 cases free; 100 case Lots, $2.00 per doz. and 20 cases free.

Murdoch's Starch—10 case lots assorted or straight at list, one case corn starch free. Crates of sixes count for two cases.

X-Ray Stove Polish—5c size, 3 doz. $1.50 with 6 free; 10c size, 3 doz., $2.50 with 6 free.

Bromangelon—One dozen free with each gross ordered. No free goods with orders for less than one gross.

Frazier's Axle Grease.—One case free with ten

SUGAR.

Sugar dropped 10 points during the week.

New York, Sept. 19.—Willett & Gray report:

The Week.—Raws: Unchanged. Refined: Unchanged. Net cash quotations this date are: Molasses, 3.09c.; Centrifugals, 3.95c; Granulated, 4.65c

Raws.—During the week under review the raw sugar market, has been steady and firm in the United States. Offerings have been limited and have found ready buyers at full quotations.

Growing crop reports for the week were favorable for beets and slightly unfavorable for the Cuba cane crop, the latter needing more rain. It is too early yet, however, to give correct crop data.

Louisiana crop news continues fav-

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.
Mail Address:
South San Francisco
San Mateo County

orable, and American beet crop reports are improving.

Refined.—During the week no change of quotations has been made by any refiner. Refined beet sugar will be offered generally for sale next month.

The outlook is for a steady refined market, with contracts safe from decline.

MAPLE SUGAR.

St. Johnsbury, Vt., Sept. 13.—There is very little maple sugar left in either Vermont or Canada and prices rule high. While the crop this year was a very good one the demand has ben unprecedented. It is likely that before the first of January there will not be a pound of sugar for sale.

RICE.

M. Phillips & Co., say under date of Sept. 24.;

"The market on New Crop Fancy Heads is very firm. Prices have been maintained owing to the fact that all markets in the U. S. were practically bare of supply which created such a demand among the mills that they have not been able to turn out enough fancy Heads to meet the demand.

The market remains the same on Domestic Japans but the prices are so high that the trade has taken to Imported Japan and Hawaiian Japan which is grown from Imported Seed in the Islands. While it is unattractive to the eye, it cooks up well and has found favor with the trade who have used same in place of Domestic Japans.

New York, Sept. 17th.—Dan Talmage's Son's Co., report:

Active conditions have prevailed during the week. Prices are well-sustained in accord with strong tone at Southern points of supply. Offerings consist mainly of the higher and lower styles of excellent color, there being a notable lack of medium grades.

Advices from the South note quiet market on the Atlantic Coast. No New Crop has been received, although some is expected this week. At New Orleans market is tsrong and active. Out-turn of Mills sold daily and receipts of Rough very light and sharply contested for by Mills. In the Interior Southwest Louisiana and Texas mills are getting to work slowly, out-put sold promptly at full prices.

DRIED PEACHES.

The movement in this line is not particularly heavy. The fruit not having recovered from the sulphur agitation. According to the "Cal. Fruit Grower," the raising of this latter question has shown itself in the quality of some of the deliveries from growers. Some of the growers have been overcareful and have not used sufficient sulphur to properly cure their fruit, hence, an undue proportion of low grade peaches offered to packers and these will doubtless be picked up at varying low prices, depending on the condition of the goods.

NECTARINES.

Because of the scarcity of apricots this year, nectarines have become quite popular, since their resemblance to the appricot is very close. Quotations are advancing in this line.

According to a mail report from Fresno, last year the farmers were digging up their nectarines trees as not worth the ground they were growing on. This year nectarines are bringing from 10c to 14c per pound, and a big nectarine orchard is a fortune in itself. Apricots have been so plentifull in past years that the nectarines went begging, as they are closely allied in flavor and eating qualities when dried, and the nectarine is a less generally known food. However, apricots were a very short crop this season, and the demand was not nearly supplied. As a result the demand for the nectarines went up with a rush and they became very profitable.

EVAPORATED APPLES.

This fruit is extremely high with prices advancing.

PRUNES.

The market is stronger in all degrees. The crop thus far picked, demonstrates the truth of the statement with regard to the falling off from the early estimates. It looks now as thuogh this season's prune crop will be close to that of the very short 1905 crop. This feature, combined with the high prices ruling in all other lines of cured fruits, puts prunes in a very good position and the prices will no doubt continue to advance. Small prunes will be scarce.

RAISINS.

The past week has shown no change.

PHOENIX FLOUR

The Whitest **The Best**

Made in Sacramento, Cal.

Up=to=date Machinery

Modern Ideas Coupled with the Thirty Years Experience at the same Location Has Taught Us What Kind Of Wheat To Blend.

RESULT: = PERFECTION

Agencies at Oakland, Eureka, Placerville, Red Bluff and Reno.

PHŒNIX MILLING CO. Sacramento, Cal.

B. E. BRYAN, Oakland Agent, 17th and Wood Sts.
Phone Oakland 8254

The fruit is now being delivered to the packing houses in Fresno, and scenes of great activity are the result. Raisins will run to larger sizes this year than usual, and a good proportion of three crown is expected. The layer crop will be good. From all present indications, the crop now harvested is the largest one ever produced. The bare consuming markets tend to keep values steady regardless of this condition and prices are not apt to fluctuate very much on this account.

DRIED FIGS.

Fresno.—Offers of 3¼c per pound for figs are being refused by some of the growers who have unsold crops. It is reliably estimated that not more than 200 tons are yet in the hands of the grower, and these are nearly all in small lots.The largest block is said to be not over 15 or 20 tons. Observation of the way that figs are moving has led some of the growers to believe that 3½c will be obtained without great difficulty if the goods are stored for a few weeks. Orders are coming in fast and the packing houses are keeping their stocks well cleaned up.

Fresno.—The cool weather which has been experienced for some time past, ceased to benefit the fig crop in the last cool week experienced, and began to turn it sour. So much so is this the case that the estimate of 3500 tons formerly put on the 1907 crop has been reduced to some figure between 2500 and 3000 tons, according to the extent of the damaged to be done the fruit. Estimates of the loss due to securing run as high as 25 per cent of the total amount of figs.

WALNUTS.

Prices on new crop have been named and are as follows:

15c per lb for No. 1 softshell and 12c for No. 2 do; 14½c for No. 1 hardshell and 11½c for No. 2 do. These prices are for round lots. Jobbing prices are 1½c per lb higher.

Ventura.—Walnut harvesting in this vicinity began last Monday, the weather for such work is all that could be wished for. The walnuts are filling and dropping nicely and the quality is good.

HONEY.

Honey is in light supply and very firm, with the bee men holding for high prices. Almost all the candied old and amber grades have been cleaned up for expert.

CANNED GOODS.

The heat of the packing season is passed and quite a few of the canneries have closed so far as fruit is concerned. Many of them are operating on tomatoes at the present time. The eastern pack of peaches is reported to be very short.

CANNED CORN.

In eastern centers, corn is booming. Crop reports indicate that the quality of the corn which will be packed, is not good and that there will be a greater proportion of low grades than usual. Stocks everywhere have been greatly depleted during the past year and the corn packed will come to a market which is more nearly bare than for several years.

The estimates of the 1907 corn pack are all low as compared with the output in the last three seasons, according to the Chicago "Canner," which says: "There isn't more than 1,000,000 cases differences between the highest and the lowest estimates, which doesnt indicate such wide dissimilarity of view as the uninitiated might suppose. The lowest estimate we have heard so far is for a pack of about 6,500,000 cases and the highest, 7,500,000. These figures loom anything but large, when the pack of 1906 was 8,739,908 cases, that of 1905, 13,939,683 cases, and the 1904 pack 11,462,969. Unless the guesses being made are far wide of the mark, the 1907 pack will not only be considerably less than last year's production, but not materially more than half as large as the packs of either 195 or 1904, which combined were approximately 25,000,000 cases."

PEAS.

Not many packers of peas in the West had a surplus when their packing season ended, and according to the Chicago "Canner" it appears that a majority of those who succeeded in putting up a surplus after filling contracts have since disposed of their 1907 pack, the prices named by one averaging about 5 per cent over this canner's opening quotations on his 1907 pack. The new prices of the other average about 10 per cent higher. Several Wisconsin packers have within the last few days expressed themselve as unwilling to make prices on the 1908 pack of peas earlier than December.

PROVISIONS.

Price cutting on hams, bacons and lard is reported, which gives the market a less appearance of firmness than has prevailed for a long time.

CATSUP.

California packers are busily engaged in getting their product into shape and unless early frosts interfere, an excellent pack will be made.

ROLLED OATS AND MEALS.

According to eastern advices, it looks as though there might be a famine in rolled oats and other kindred products, manufactured in that section of the country.

An exceptionately late and excessive demand is what caused this shortage, which is said to come dangerously near being a famine. In speaking of the situation, a well known factor in the trade located at St. Louis, made the following statement:

"Oatmeal as a breakfast food is getting to be a very serious problem with the manufacturer as well as the jobber and retailer.

"We seem to be unable to get all the goods at any price in sufficient quantities to meet the demands. The crop this year will undoubtedly be small and the few threshed oats we are getting are not weighing nearly as much to the bushel as they ordinarily do.

"The season is fully a month late and what few oats that are coming to

BANKING INSTITUTIONS.

LOCARNO PARIS NEW YORK SAN FRANCISCO

Swiss American Bank

Of Locarno, Switzerland

San Francisco, Main Office 1452 Fillmore St. Branch 622 Montgomery St

CAPITAL $600,000

SURPLUS AND UNDIVIDED PROFITS, $220,000

TOTAL ASSETS, $5,500,000

San Francisco Officers

HENRY BRUNNER, President. ALFRED MONOTTI, 2nd Vice-Pres.
T. C. TOGNAZZINI, 1st Vice-Pres. A. A. MICHELETTI, Manager.
OTTO OTTESEN, Asst. Cashier.

ACCOUNTS OF BANKS, FIRMS AND INDIVIDUALS RESPECTFULLY SOLICITED.

RICE

Buy Right Direct from the Mills
Save Jobbers Profits

Largest ExclusiveRice Dealers on the Coast

NEW ORLEANS RICE MILLING CO., 104 Front St., San Francisco
Samples Mailed on Request

the mills find that they are coming on a bare market.

"The price of oats from the farmer has nearly doubled in the past few years, and we find we are unable to supply the demand for rolled oats in bulk at $6.50 to jobbers in car-lots where we were glad to get $2 less a comparatively short time ago.

"The margin of the manufacturer would be entirely wiped out even at the advanced prices were it not for the fact that by products are bringing many times as much as they did a year or so ago.

"On package goods the price to consumer has not advanced, and the retailer has not been compelled to pay the advance which is really justified by conditions.

"Oatmeal breakfast foods which have been retailing for ten cents should be placed in the list of two for a-quarter goods on the basis of what they cost the manufacturer and tthe retailer, but the makers of well-advertised brands are afraid to advance their prices to an extent where it will cause the consumer to pay a higher price.

"It looks very much to me as though practically every brand of rolled oats will be entitled to sell at an advance of at least 25 per cent to the consumer if there is not a change within the next month.

"We cannot get the raw goods to manufacture, and under these circumstances it looks as though the scramble for the finished product will cause **a most decided advance all along the line** unless a change in crop conditions comes very soon."

BEANS.

Spot Limas are extremely scarce. having been pretty well cleaned up. The harvest is now on in the southern part of the State and new crop goods will be available very shortly. The market in general is steady. both buyers and sellers awaiting new goods. It is believed that Pinks will bring high prices throughout the year.

FRENCH SARDINES.

"Owing to the almost entire failure of the seasons pack in France, " **Wieland Bros.** say "prices have jumped about $1.50 to $2.00 per case. Stocks everywhere are light and firmly held."

PACIFIS CODFISH.

This variety of fish is very firm in price with advances pending.

NORWAY MACKEREL.

The catch this far is very light. the market therefore continues very firm.

IMPORTED FISH.

With reference to Holland herring the Strohmeyer & Arpe Co.. of N. Y. under date of Sept. 19. say:" Shipments of late have been quite large. Demand, owing to the extremely hot weather. being only limited and ice-house facilities here being taxed to their utmost. importers were obliged to reduce prices to force sales. Consequently the market shows quite a demoralized condition at this present moment. Holland cables to-day that catch is poor now and that prices are rising. Quotations to-day show an advance of about 2½c per keg and 25c per barrel, over last week's figures."

One of their shippers of Norway mackerel cables that catch so far is very poor and abnormally high prices are being paid to the fishermen again this season. The fish as a rule runs small, so that large size of Norway mackerel are likely to be scarce.

"The catch of oil sardines in France, the company above quoted say, "continues failure and the season being so far advanced ther is no likelihood of many more sardines being packed this season. French sardines are almost unobtainable. Portugal has had no small fish suitable for Dingley ¼s for some time, and some of the best known brands have been out of the market for several months. Norway reports very poor catch of sardines and, of course, are unable to cope with the large demand. Owing to the scarcity of French and Portuguese sardines there has been a largely increased demand for Norway smoked sardines. Prices for good and well-known brands are held very firmly. The catch of sprats will not begin before the end of the year. Stocks here are very small and firmly held.

HAY.

Somers & Co., say under date of Sept. 24th.:

Hay arrivals for the week ending to-day show practically the same total as that of last week, 4430 tons in comparison with 4520 tons. Rail arrivals have been rather light until Monday. when the exceedingly large number of 151 cars were reported. Boats and barges are still very largely in evidence. and many of the Bay Landings are being well cleared of the large amounts of Hay that has been awaiting shipment for some time past. At railroad points the situation is very

Some One Has Said

"Discount is the Mother of Progress and the Ideal is its Bacon Light."

ARE YOU DISCONTENTED with the progress of your business MY GROCER FRIEND? If you are, order a case of

"MAPLEINE"

It is THE IDEAL maple flavoring and will act as a BACON LIGHT of trade for you.



MAPELINE

is a pure vegetable extract made from roots and herbs. It has even a more delicate flavor than maple and is unsurpassed for flavoring bon, bons, cakes, dessert, ices, etc.- and makes **a syrup better than maple** at a cost of 59½ cents.

JOHN H. SPOHN, Agt.,
50-51 Clay Street.
San Francisco, Cal.

Crescent Mfg. Co., Mfgrs., **Seattle, Wash.**

different for there are still thousands of tons of baled Hay awaiting cars, with no protection from the weather.

The local situation shows no change, for although previous to Monday there was some indication of an advance, yet now the old state of affairs obtains again. Local trade is a bit quiet, although it is generally conceded that a fairly active Winter demand will be noted. It is readily conceded that transportation will control prices during the winter, and from the present outlook we anticipate a short car supply with a corresponding advance in the price of Hay as soon as the rains begin.

Although occasional sales are made at both above and below quotations, yet as a general statement prices continue unchanged.

We give them today as follows:

Choice Wheat Hay	$18.00 to $20.00
Good Wheat Hay	16.00 to 17.50
Other grades same	11.00 to 15.00
Wheat & Oat	11.00 to 16.00
Tame Oat	11.00 to 15.00
Wild Oat	9.50 to 12.50
Stock Hay	7.50 to 9.00
Alfalfa	9.00 to 13.00
Straw, per bale	45 to 85

AMERICAN SARDINES IN FRANCE.

Situation So Serious That Easport Goods Are Demanded Abroad.

It may seem a good deal like the proverbial transportation of coals to Newcastle, but the sardine situation in France has become so strenuous that American exporters are making considerable shipments of American sardines, packed at Eastport, to the French market. The French sardine catch is a flat failure and the French market is as bare of goods as the American. The situation forced the suggestion on the minds of American packers that there might be some chance for the long despised herring, and within the past few weeks several hundred cases have been sent to French dealers as an experiment. It is also said that exporters in France and Portugal, who have been supplying the Chinese trade, have lately made considerable purchases of American sardines to ship to China. With Portuguese sardines quoted at $8 or $9 and American at $3.30, there is little question about their ability to compete.

CLOSE JAM FACTORY.

Los Angeles.—The canning and preserving factory of the Stevens Manufacturing Co., 405-07 San Pedro st. was closed Tuesday by order of the District Attorney for flagrant violation of the McCartney pure-food law. State Senator H. G. S. McCartney, now a deputy district attorney, conducted the investigation, and his detectives found that jams were made with dyes and acids, and located a mass of decayed fruit, preserves, pickles, jellies, coloring fluids, and even a bottle concans of fruit had deteriorated so that taining aniline dtye. Hundreds of they emitter offensive odors.

Hobart.—The Father of Electric Coffee Mills.

NOTES.

Los Angeles, Cal.—The name of the Del Monte Mining Company has been changed to the Excelsior Cereal Milling Company. This concern will hereafter be a separate and distinct concern, not a branch of the Del Monte Milling Co., of San Francisco as heretofore. The officers of the company are F. A. Brown, president and manager, and A. B. Fish, secretary and treasurer, both of whom are Los Angeles men.

Spokane, Wash.—The Spokane Relish and Catsup Company, which suspended operations on the disappearance of the former manager, N. O Harvey, on July 13, and a week later of the secretary, J. H. Wright, after the allaged misappropriation of company funds, has again resumed business in a building at Glass avenue and Cincinnati street.

C. F. Danvers, a pickle expert from

J. H. Newbauer & Co.

Importers and Wholesale Grocers

430-432 Fifth Street

Phone Temporary 3680

San Francisco California



The Eureka Insect Exterminator

is a preparation of eight different drugs and is so well compounded that it actually destroys insects, yet it is harmless to the human.

It kills Fleas, Flies, Ants, Moths, Bedbugs, Roaches, Lice, Mosquitos, Etc.

Price list, page 28.

For Sale by the Wholesale Drug and Grocery Trade
JOSEPH FUSCH, Manufacturer.

1797 Bray Ave.
Fruitvale, Cal.

Phone Merritt 2962

BAY CITY MILLS

GROCERS!

TRY OUR PATENT (Extra Family) ROLLER FLOUR
YOUR CUSTOMERS WILL THANK YOU.



Bay City Flour Mills, First and Clay Sts., Oakland

Pittsburg, Pa., who was for some time in the employ of the Heinz pickle company, has been engaged as manager of the company. Dr. O. P. Hendrickson has been engaged as secretary.

WHAT THE COMMITTEE DOES.

Grocers Are Directly Benefited by Results of Efforts of Promotion Committee, Therefore Should Aid.

The State of California is becoming so well known all over the world through the continued and persistent efforts of The California Promotion Committee that the demand for descriptive literature of the various localities and industries of the State has assumed unprecedented proportions.

Through its Eastern Bureau in New York, and its various agencies over the world the Committee is distributing an enormous amount of California literature, and the demand has been so great that the supply at command of the Committee is constantly depleted.

The work of the Committee along this line has borne good fruit, and no county can afford to let its supply of literature fall short of the demand.

The Committee does its work of distribution without charge to the local organizations or to the localities furnishing the literature, and the best feature of its work is the fact that no literature is sent out in a haphazard manner. Every piece that is distributed is sent in response to an inquiry from some person who is interested in the State, consequently no literature sent to The California Promotion Committee is thrown away.

The Committee desires that every locality in California be represented on its literature counters at headquarters in San Francisco and at its Eastern Bureau, and there is no question that there can be no better method of distributing the literature of the locality. The system of the Committee is so perfect in this respect that it keeps close account of every piece of literature received and distributed, and when it notices that any locality is falling behind it sends a letter asking for more. These requests should be promptly complied with, and it is hoped that the commercial organizations of the State will see to it that there be no call for literature that can not be filled.

FT. SMITH REFRIGERATORS SAVE ICE.

LOBSTERS FOR PACIFIC COAST.

Consul L. E. Dudley, writing from Vancouver, tells of the establishment of the lobster industry on the Pacific coast:

A few years ago the Canadian fisheries department planted a few lobsters at different points in the waters of British Columbia. Professor Prince who is at the head of the Canadian Fisheries Commission, is now on the coast making an examination of the beds where lobsters were planted to see what increases they have made, and he will investigate a number of different places with a view to a large planting of lobsters, if it is found those already planted have done well. It is said that Professor Prince will look into the temperature of the water, the character of the bottom, and other particulars, before any decision is reached regarding planting more lobsters. If conditions are found favorable it is intended to plant extensive beds of lobsters, so that in the course of four or five years the lobster-taking industry will be established on a large scale.

FORT SMITH REFRIGERATORS—COLD and DRY.

IF A CUSTOMER

asks for

HAND SAPOLIO

and you can not supply it, will he not consider you behind the times?

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Wholesale Price List.

EACH DEPARTMENT OF OUR PRICE LIST IS CHECKED UP AND CORRECTED EVERY WEDNESDAY BY M. J. BRANDENSTEIN & CO., A. SCHILLING & CO., J. A. FOLGER & CO., SUSSMMAN, WORMSER & CO., J. H. NEWBAUER & CO., GUGGENHIME & CO., TILLMANN & BENDEL, WELLMAN, PECK & CO., CUDAHY & CO., WIELAND BROS., ROETHLISBERGER & GRASSOFF, WILLIAM CLUFF CO., WHITTIER-COBURN CO., W. P. FULLER & CO., STANDARD OIL CO., HOOPER & JENNINGS, M. PHILLIPS & CO., PACIFIC COAST BISCUIT CO., PACIFIC VINEGAR & PICKLE WORKS, HEYMAN-WEILL CO., AND SCHWABACHER-FREY CO., EACH FIRM TAKING THE DEPARTMENTS ASSIGNED, AS LIST INDICATES.

No claim is made that this Price List contains an ironclad schedule of rates—good for a week. No such schedule could be obtained, even on actual cash sales. These prices are solicited for publication, and represent, at the time of going to press, the average prices demanded by the general run of jobbing houses for average amounts of goods on average conditions of purchase. Persons with cash, or undoubted credit, always get special low rates.

Subscribers will confer a favor by pointing out to us any particular error or omission.

Index omitted pending re-arrangement of price list columns.

Department 1

COFFEE, CHICORY, ETC.

This Dep't. is corrected by **M. J. Brandenstein & Co.; A. Schilling & Co.; J. A. Folger & Co.**

Green Coffee.

	In bags	In drums
Mocha, Gen. Arabian	23	25
No. 2	21	23
No. 3		
Mocha Liverato	23	....
" Aden	21	....
Kona (Hawaiian)	12	16
Mexican	12	18
Java, Common	15	18
Java, brown pln'tion	20	25
Java Mandheling	26	....
" Kroe	17	....
Caracol, prime w'shd	13	16
Caracol, ordinary	12	13
Guatemala Prime	15	..
" Choice	14¼	..
" Good	12½	..
Costa Rica Prime	13	..
" Choice(La G'nd)	13	..
" Good	11¾	..
Salvador Washed	13	..
" Unwashed	11½	..
Caracola Guatemala	15	..
" Salvador	13½	..

Roast Coffee.

Salvador	15	20
Java	24	31
Mocha Aden	27	31
Prme w'shd, C.A.blnds	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	13
Java Fncy Mndheling	33¼	33¾
" Kroe	25¾	26¼
Mocha Liverato	31¼	31¾
" J. S.	25¼	31¾
Java & Mocha Fancy	32¼	32¾
" No. 2	25½	26
Guatemala No. 1	19	18½
" No. 2	15¾	16¼
Costa Rica No. 1	17¾	18¼
" No. 2	17	18¼
" No. 2	17	17½
" No. 3	15½	16
Kona Fancy	20¼	20¾
" No. 1	16¼	16¾

Private Brands.

Lion, 100-lb	
Hills Bros. Arabian Roast	.26
Arbuckle's 100-lb	17.37½

"M. J. B."

"M.J.B.," 60 1's in case	.28
"M.J.B.," 30 2's in case	.27
"M.J.B.," 24 3's in case	.25

Schilling's Best Coffee.

In 1-lb cartons, in 25, 50 or 100-lb cases. Can be assorted as required.

5-star	.36¼	1-star	.18¾
4-star	.29¼	2-star	.22¼
3-star	25¾		

Folger's Golden Gate Coffee.

100 or 60, 1-lb tins	.31
50 or 30 2-lb tins	.30
40 or 30, 2½-lb tins	.30
20 or 12, 5-lb tins	.28

Never sold in bulk

Chicory.

California	05½
Belgian No. 2	.07
Belgian, No. 1	.07½

Coffee Extracts.

Bulk, per lb	.07
Vienna, ¼'s, 10-lb. bx	.25
Vienna, 1's, 10-lb. bx	.25
Ackermann's, ⅛-gross bxs. gross	1.00

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Department 2

This Dept. is corrected by M. J. Brandenstein & Co., A. Schilling & Co., J. A. Folger & Co.

Japan.

TEAS.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	.56	74
Fancy	.44	55
Choicest	.39	43
Choice	.34	38
Fine	.28	35
Fair	.25	30

Green China

(Gunpowder Imperial or Young Hyson)

Extra Fancy	.56	76
Fancy	.38	46
Choicest	.35	37
Extra Choice	.32	34
Fine	.25	31
Fair	.20	25

English Breakfast.

Extra Fancy	.67	80
Fancy	.51	66
Choicest	.36	50
Choice	.24	30
Fine	.20	22
Fair	.15	20

Oolong.

Extra Fancy	.58	$1 50
Fancy	.50	57
Choicest	.36	48
Extra Choice	.33	35
Fine	.27	32
Fair	.22	26

Ceylon and India.

Broken Orange Pekoe	.36	65
Broken Pekoe	.33	56
Orange Pekoe	.31	53
Pekoe	.27	46
Pekoe Souchong	.24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz, Cartoons. Never in bulk)

Japan, per lb	$0.45
do. 1 crown	.90
do. 2 crown	1.80
English Breakfast	.45
do. 1 crown	.90
do. 2 crown	1.80
Ceylon	.45
do. 1 crown	.90
do. 2 crown	1.80
Oolong	.45
do, 1 crown	.90
do. 2 crown	1.80

TREE TEA.

(Full weights only.)
Packed in 1 lb. and ½ lb. cartons.

Japan	37½	E. B Congou	37½
Oolong	50	Gunpowder	45
Ceylon	37½	Or'ntal Blnd	37½

Folger's Golden Gate Tea.

	6-oz.	8-oz.	12-oz.	16-oz.	5-lbs.
Japan	43	42	41½	41	41
English Breakfast	43	42	41½	41	41
Ceylon	46	45	44½	44	44
Oolong	48	47	46½	46	46
Gunpowder	46	45	44½	44	44
Black and Green	43	42	41½	41	41

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Department 3.

This Dept is corrected by William Cluff & Co., Wellman, Peck & Co.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c; half barrels, 25c; boxes, 50c; 50-lb. bags, 10c.

Standard Granulated—Fine,	
Fruit or Coarse	5.20
Beet Granulated	5.05
Confectioners' A	5.25
Cube	5.50
Cubes (A) Crushed	5.50
Powdered	5.35
Candy Granulated	5.35
Magnolia A	4.85
Extra C	4.75
Golden C	4.65
"D" Sugar	4.55
H. & E. Crystal Dominos	8.65

California & Hawaiian Sugar Refining Co. Additional per 100 lbs: In bbls. and 50-lb bags, 10c more; half bbls. 25c more; boxes 50c more; for all grades:

Granulated Basis	4.25
Bar	5.60
Powdered	5.35
(A) Crushed	5.50
Berry	5.25
Extra Fine Granulated	5.25

3

Coarse Dry Granulated	5.15
Confectioners' (A)	5.25
Confectioners' Crystal	5.35
Cubes	5.50
Bricks	5.50
XXX Granulated (100-lb bags only	5.05
Excelsior (A)	4.85
Extra (B)	4.75
Golden (C)	4.85
Yellow (D)	4.55
C. and H. "Higrade" Bar.	
In 100-lb. sacks	5.45
30-lb. boxes	5.95
10-lb. tins, 10 in case	7.80
35-lb. tins	7.15
40-lb. tins	7.15
Barrels	5.55
Half Barrels	5.70
Long's Peerless XXXXXX	
Do. bbls	6.75
Do. ½ bbls	7.00
Do. 4-lb. tins, cases	8.30
Do. 35-lb. tins, 10 in case.	8.30
Do. 10-lb. tins, 10 in case.	8.95
Do. 8-lb. tins, 8 in case.	8.95
Do. 30-lb. boxes	7.60
For Bakers' and Confections' Use.	
Barrels	6.15
Half Barrels	6.40
Boxes, 20 lbs. each	7.00

MAPLE SYRUP.
"Old Manse."

Gal. tins, ½ dz to case, dz	$14.00
½ Gal tins, 1 dz to case, dz	7.50
Quart tins, 2 dz to case, dz	4.25
Pint tins, 4 dz to case, dz	2.50
Jacket Cans, bulk, per gal	1.00
Glass Qts, 1 dz to case, dz	4.50
Glass Pts, 2 dz to case, dz	2.75

4

Log Cabin Maple Syrup.

Gallons, per doz	$15.00
Cans	
Half-gals, per doz	8.00
Quarts, per doz	4.50
Pints, per doz	2.60
Bottles	
Quarts, per doz	4.75
Pints, per doz	3.00
Jackets, per gal	1.10

Log Cabin Pen-O-Che Syrup.

Cans	
Gallons, per doz	$12.00
Half-Gals., per doz	6.50
Quarts, per doz	3.75
Pints, per doz	2.25
Bottles	
Quarts, per doz	4.00
Pints, per doz	2.50
Jackets, per gal	.85

MAPLE SUGAR.

Toboggan Brand Maple Sugar.

30 1-lb blocks (cases)	$4.50
60 ½-lb blocks (cases)	4.80

Maltese Cross Brand Maple Sugar.

Ass't'd ¼s, ½s, 1s, per case	$3.00
Scalloped Cakes, 100 to case	2.85

Syrup Extracts.



2 oz, doz	3.00	16 oz, doz	18.00
4 oz, doz	5.25	32 oz, doz	36.00
8 oz, doz	9.75	Gals, each	11.00

Crescent Oil of Mapleine.

1-oz., doz	2.70	2-oz., doz	4.75
8-oz.,	15.00	4-oz., doz	8.25
16 oz, doz	27.00	32 oz, doz	48.00
Gals, each	15.00		

Hardesty's Maple Extract.

1 oz, doz	$1.10	2 oz, doz	1.75

MOLASSES.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS 5 G	5½ G	4 G	CASES 10 G	20 ½G	¼G
Fancy Molasses									
Pickaninny	.57	.59	.67	3.30	3.02	2.73	7.50	8.30	5.82
Belmont	.52	.54	.62	3.05	2.79	2.53	7.00	7.80	5.52
St. Claire	.46	.48	.56	2.75	2.52	2.29	6.40	7.20	5.16
Medium Grade									
Oak Grove	.42	.44	.52	2.55	2.34	2.13	6.00	6.80	4.92
St. Mary's	.34	.36	.44	2.15	1.98	1.81	5.20	6.00	4.44
Import	.28	.30	.38	1.85	1.71	1.57	4.60	5.40	4.08
Baking Molasses									
Hawaiian Genuine	.19	.21	.29	1.40	1.30	1.21			
Island	.17	.19	.27	1.30	1.22	1.13			
Cane Black Strap	.15	.17	.25	1.20	1.13	1.05			

Old Fashioned Molasses, 2 doz. 2-lb tins to case, per doz, $2.40.

TABLE SYRUPS.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl 17 G	JACKETS 5 G	4½ G	4 G	3 G	KITTS 2 G	1 G	2 G	1¾ G	CASES 1½ G	20 1-G	20 ½G	
High Grade Table Syrups															
Humming Bird	.51	.53	.61	3.00	2.75	2.49	1.93	1.32	1.42	1.29	1.17	6.90	7.70		
Peerless Sugar Drips	.50	.52	.60	2.95	2.70	2.45	1.90								
White Castle Drips	.49	.51	.59	2.90	2.65	2.41	1.87	1.30	1.40	1.28	1.15	6.80	7.60		
Perfecto	.46	.48	.56	2.75	2.52	2.29	1.78	1.28	1.38	1.26	1.14	6.70	7.50	5.35	
Table Syrups															
New Butter Scotch	.47	.49	.57	2.80	2.57	2.33	1.81	1.22							
Victor	.42	.44	.52	2.55	2.34	2.13	1.66	1.24	1.34	1.22	1.11	6.50	7.30	5.22	
Golden Gate	.40	.42	.50	2.45	2.25	2.05	1.60	1.14	1.24	1.14	1.03	6.00	6.80	4.92	
Cooking Syrups								1.02	1.12	1.03	.94	5.40	6.20		
Carnation Drips	.36	.38	.46	2.25	2.07	1.89	1.48	.94	1.04	.96	.88	5.00	5.80		
Golden Drips	.32	.34	.42	2.05	1.89	1.73	1.36	1.10	1.20	1.10	1.00	5.80	6.60		
Special Table Syrup															
Heliotrope	.40	.42	.50	2.45	2.25	2.05	1.60								

Cases: Round Friction Top Pails: 6 10-lb. tins, per case, $3.48; 12 5-lb. tins, per case, $3.96; 24 3-lb. tins, per case, $4.80

MAPLE AND CANE SYRUPS.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS. 5 G	4½ G	4 G	CASES. 10 1 G	20 ½G	24 ¼ G
Woodlawn, made from pure maple sap in the groves at Beauce, Canada, and 1's also packed:	.95	.97	1.05	5.13	4.50	4.00	11.20	12.50	8.50
Cases: 12-1's, $14.00; 6-1's, $6.72; 12-½'s, $7.14; 24-¼'s, $8.10; 24-⅛'s, $5.10.									
Bottles: 12 qts., $4.60; 24 pts., $4.90.									
Deer Lodge	.85	.87	.95	4.70	4.28	3.85	10.30	11.10	7.50
New England	.77	.79	.87	4.30	3.92	3.53	9.50	10.30	7.02
Canada Maple Syrup and Cane Syrup	.67	.69	.77	3.80	3.47	3.13			

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Department 4.

DRIED FRUITS, NUTS AND HONEY.

This Dept. is corrected by Guggenhime & Co., Wm. Cluff Co.

(Add ¼c for 50-lb. boxes and ½c for 25-lb boxes).

Apples (crop 1907.)

Sundried, sacks 7
Evap. Fancy, 50-lb boxes.... 9½
Evap. ex. choice, 50-lb box.. 9
Evap. choice, 50-lb box..... 8½

Apricots.

	1907 Crop
Choice Sacks	22
Fancy Sacks	23
Fancy, 25-lb. boxes	25

Blackberries.

In boxes, per lb.....none

Cherries.

Pitted, in boxes, per lb.....35
Unpitted, in boxes, per lb.12½

Currants.

In bbls 09½
Recleaned, in bbls.....10½
Recleaned, 25-lb boxes.....11¼
Recleaned, 50-lb boxes.....11
Recleaned, 1-lb carts.....11¾
Recleaned, 12-oz carts..... 10¾

Dates.

Fard, 14-lb, per lb.....11
Persian, 65-lb case.....07

FIGS (California)

Black, sacks 04½
Black, 25-lb boxes, per box..1.25
White, bags 04½
White, 10 1-lb. brks., pr box 65 90
White, 50-½s 2.00

FIGS (Imp. Smyrna.)

box ..... .90
Choice, 5-lb. bx., per lb....16

6

Nectarines.

	1907 Crop
White	.16
Red	.16

Peaches.

Choice, sks..11 | Fancy, sks..12½
Ex Ch'ce,sks11½

Pears.

Choice, ¼s, in sacks.....10½
Ex. choice, ½s, in sacks.....10
Fancy, ½s, in sacks.....13

Plums.

Unpitted ... Pitted,black.11
Pitted, blchd11½ 100s-110s ..

Prunes.

	Sks.	bx. 25-lb.
30-40s	8¾	9¼
40-50s	7¼	7½
50-60s	6	6½
60-70s	5½	6
80-90s	5	5½
90-100s	4¼	5
in cases of 125-lb tins		..
in cases of 12 5-lb tins		..

Raisins.

	Box	½s	¼s	50lb.
6 Cr. Layers	3.50	2.75	....	....
5 Cr. Layers	3.00	3.25	3.50	....
4 Cr. Layers				1.90
3 Cr. Layers				2.00
2 Cr. Layers				2.25
4 Cr. Loose				.10½
3 Cr. Loose				.10
2 Cr. Loose				.09½

Fancy Clusters, 1-lb cart per doz .....
Fancy Clusters, 5-lb cart per case .....
Unbichd Sultanas, 50-lb.... 8
Thompson's bleached Sult. seedless, 50-lb 11
Bleached Sult., sdlss..... 9
Seedless Muscatels, 50-lb cases 7¾

7

Red Ribbon, 36 16s.....11½
Blue Bell, 50 1s (seeded).....11
Seeded, 12 oz. cartons.....10½
Seeded, 12 oz cart..... 9
Seeded, bulk, lb.....11

1907 Crop F. O. B.

Clusters and Layers	20-lb bxs
Imperial, clusters, 6 c.	3.00 3.50
Dehesa, clusters, 6 c..	2.50 2.75
Fancy clusters, 4 c....	2.00 2.25
London Layers, 3 c.....	.... 1.60
London Layers, 2 c....	.... 1.50

Seeded	Per pkg
Fancy, No. 16, 36 to cs	9¼ 9½
Fancy, No. 12, 45 to cs	7½ 7¾
Choice, No. 16, 36 to cs	8⅝ 9
Choice, No. 12, 45 to cs	6⅞ 6¼
	25-lb bxs
Fancy bulk, per lb....	8½ 8¾
Choice bulk, per lb....	8⅛ 8¼

Loose Muscatels	50-lb bxs
Standard, 4 c.....	... 7½
" 3 c..7.....	7 .¼
" 2 c.....	6¼ 6½
Seedless	... 6¾

Seedless Sultanas	
Unbleached	7¼ 7½
Bleached, standard	... ...
" choice	... 9
" ex. choice..	... 9½

Thompson Seedless	
Unbleached	7½ 7¾
Bleached, standard	... ...
" Choice	... 10
" fancy	... 10½
" ex. fancy..	... 11

NUTS.

Almonds, Fancy, I. X. L....19
Almonds, choice soft shell Drake 16
Almonds, shelled, No. 1.....45
Almonds, shelled, No. 2.....35
Almonds, shelled, Jordan Imported .....
Almonds, Jordan, Dom....

8

Brazils, 160-lb sacks.....18
Chestnuts, Italian 20
Cocoanuts, per 100.....4.50 5.00
Filberts, 175-lb sack.....14
Peanuts, California 07
Peanuts, Japanese 09
Peanuts, Eastern h'nd pick'd..09
Peanuts, roasted 9-10
Pecan, polished 18-20
Pine .....
Walnuts, soft shell, bleached.19

HONEY.

Pure white sage, 2 5-gal tins, per lb..... .8
Light Amber, 2 5-gal tins .... per lb 7½

White Clover (stained.)

5-gal. tin, per lb..... .07½
2 dz 2-lb jars, per case.... 8.00
2 dz 1-lb jars, per case.... 4.25
24-qt. cans, per case..... 7.00
12 ½-gal. cans..... 6.60
6 1-gal. cans..... 6.00

Glass.

	Per Doz
Tumbler, 8 oz., 4 doz in case	1.25
Oval pints, 4 doz in case....	1.25
1-lb glass jars, 2 doz in case	2.25
1-lb glass jars (with comb..	2.50

COMB

Water White, 24 1-lb frames..16
Light Amber, 24 1-lb frames..14
Water White, 24 1-lb frames..15

BEESWAX.

Pure 30-31

DEPARTMENT 7.

Prices should be figured on a basis of 5 per cent above those quoted hereinbelow.
This Dept. is corrected by **J. H. Newbauer & Co., Tillmann & Bendel.**
Canned Fruits

No. 3 Extras	No. 2½ Special	No. 2½ Extras	No 2½ Ex. Standards	No. 2½ Standards	No. 2½ Second	No. 2½ Water	No. 2½ Pie	VARIETY	No. 3 Ex. No. 3 Grade	No. 3 Ex. No. 2½ Grade	No. 3 Ex. Standard	No. 3 Standard	No. 3 Water	No. 3 Pie
2 00	1 85	1 70	1 40	1 30	1 20	1 10	1 10	Apples		4 50	4 25	3 75	3 00	2 85
3 00	2 75	2 50	2 10	1 80	1 50	1 40	1 25	Apricots	8 00	7 00	6 50	6 00	5 25	5 00
3 50	3 25	2 80	2 60					" peeled	9 50	8 50	8 00			
3 50	3 25	2 80	2 60					" sliced	9 50	8 50	8 00			
								Assorted						
2 25	2 00	1 75	1 60	1 50	1 40	1 30	1 30	Blackberries			5 00	4 75	4 25	4 25
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (Royal Anne)	10 00	9 00	8 00	7 00	5 00	4 50
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (White)	10 00	9 00	8 00	7 00	5 00	4 50
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (Black)	10 00	9 00	8 00	7 00	5 00	4 50
2 50	1 75	1 60	1 35	1 25	1 10	1 05	1 05	Grapes (White Muscat)			3 75	3 50	3 00	3 00
2 50	2 25	2 00	1 80	1 65	1 45	1 30	1 10 unp 1 20 pld	Peaches (Yelolw Free)	7 00	6 00	5 50	5 00	4 25	4 00 pld 3 25 unp
3 00	2 60	2 40	2 15	1 85	1 65	1 40	1 10 unp 1 25 pld	Peaches (Lemon Cling)	8 00	7 50	6 50	6 00	4 50	4 25 pld 3 50 unp
3 00	2 60	2 40	2 15	1 85				Peaches (**Lemon Cling Sliced**)	8 00	7 50	6 50	6 00	4 50	
3 00	2 60	2 40	2 15	1 85	1 65	1 40	1 10 upd 1 25 pld	Peaches (White Heath)	8 00	7 50	6 50	6 00	4 50	
3 00	2 60	2 40	2 15	1 85				Peaches (**White Heath Sliced**)						
3 00	2 60	2 40	2 15	1 80	1 65	1 40	1 05 unp 1 20 pld	Pears (Bartlett)	8 00	7 50	6 50	5 50	4 50	3 75 pld 3 25 unp
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Green Gage)	5 50	4 50	4 00	3 75	3 25	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Egg)	5 50	4 50	4 00	3 75	3 25	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Gold Drop	5 50	4 50	4 00	3 75	3 25	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Damson)	5 50	4 50	4 00	3 75	3 25	3 00
3 25	3 00	2 75	2 50	2 35	2 25			Raspberries						
3 25	2 75	2 60	2 50	2 25	2 15			Strawberries						

No. 1 Tall Cans sliced L. C. Peaches, Ex. $1.35; Ex. Standard, $1.25.

If shipped 6 cans to the case, figure Gals. —10c per dozen higher.

All No. 3, No. 2 and No. 2½ cans, 2 doz en in a case; No. 1 cans 4 dozen in a case; galoln cans. 1 dozen in a case.

Swift's Premium Ham

The superior Quality of Swift's Premium Ham is due to the careful selection, scientific pickling and careful smoking. They please customers. Every Ham U. S. Inspected and Passed.

Swift & Company, U. S. A.



9 10

Department 5.

This Dept. is corrected by J. H. Newbauer & Co., Tillmann & Bendel.

JELLIES, JAMS AND PRESERVES.

	Griffon 16-oz. Jars		Cutting 16-oz. Jars		Rose No. 2 Tins.		Rose Picnic Tins		Tumeler Jelly 4-doz.Case
	Preserves	Jam Pure	Jam Pure	Jelly Blended	Jam Pure	Jelly Blended	Jelly Pure	Jelly Blended	Jelly Blended
Apple	....	2 35	....	2 00	....	1 60	....	92½	90
Apricot	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Apricot Marmalade	2 35	....	....	....	1 85	....	....	....	.....
Blackberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Currant	2 35	2 35	....	2 00	....	1 60	97½	92½	90
Fig	2 35	....	2 00	....	1 85	....	97½	....	.....
Gooseberry	....	2 35	....	2 00	....	1 60	....	92½	90
Lemon	....	2 35	....	2 00	....	1 60	....	92½	90
Loganberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	....	90
Orange	2 35	2 35	....	2 00	1 85	1 60	97½	92½	90
Orange Marmalade	2 35	....	2 00	....	1 85	....	97½	....	.....
Peach	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Damson	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Green Gage	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Quince	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Raspberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Strawberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Assorted Regular	2 35	....	2 60	2 00	1 85	1 60	97½	92½	90
Assorted Berries	2 35	....	2 00	2 00	1 85	1 60	97½	92½	90

PINE APPLES

	Per Doz
Johnson's Columbia	
2's sliced, 2 doz. in case	2 30
2's grated, 2 doz. in case	2 30
1's sliced, 4 doz. in case	1 15
1's grated, 4 doz. in case	1 15
Gal. coreless, 4½ lb to tin, ½ doz. in case, per lb	16
Gal., grated, 7 lb to tins, ½ doz. in case, per lb	16
2's sliced, Baltimore, 2 doz case	2 25
1's cocktail, Baltimore ovals, 4 doz. case	1 25
Hawaiian.	
Extra sliced, 2 doz, 2½	2.50
" " 4 doz, 1s	none
" grated, 2 doz, 2s	2.25
" " 4 doz, 1s	1.40
	Per doz
Standard, sliced, 2½s, 2 doz	2.00
" " 2s, 4 doz	none
" " 1s, 4 doz	1.35
Chunks, 2s	2.25
Whole, 2½s, 2 doz	2.00
Grated, 2s, 2 doz	1.75
" 1s, 4 doz	1.25
" gals, ½ doz	6.25
Singapore.	
2 lb sliced 1.7522-oz., doz	48.00
1-lb sliced 952½ whole	2.25

Mince Meat.

Merrell-Soule Co.'s None Such Condensed Mince Meat, cases (6 doz. each), per case, $6.25.

Department 7.

This Dept. is corrected by Sussman, Wormser & Co., William Cluff Co.

CANNED VEGETABLES

Asparagus.

Mammoth	5.25
Large White	4.75
Medium White	4.50
White Tips	4.25

Beans

Stringless Extras	
Blue Lake	1.35
Blue Lake, gal., none	
String, 2 lb, Standard	1.25
String, gal., Standard	4.50
Lima, soaked	1.00

Baked Beans

Fancy Eastern	$
1-lb Tall tins	50
2-lb Tall Tins	80
2½-lb Tall tins	1 00
3-lb Tall tins	1 10

Corn

1s Maine, per doz	$1.50
Gallon, cut, Maine, per doz	none
Gallon, cob, Maine, per doz	6.50
Iowa, per doz	.90
5 case lots, Iowa	.85

Succotash.

Standard Maine	1.35

Peas

Petit Pois	2.00
2s Extra Fine Sifted	1.75
Standards	1.35
2s, Soaks	.90

Tomatoes

3s, Solid Pack	1.50
3s, with peppers	No quotation
2½s, Solid Pack	1.35
2½'s, Solid Pack with peppers	No quotation
2½s, Standard	1.00
Gallon, Standard	2.85
Gallon, Solid Pack	No quotation
Gallon Puree	No quotation

Miscellaneous

Artichoke 2½s	$
Carrots, 2s	1.
Cabbage, 2s	1.1
Turnips ,gal	4.00
Spinach, 2s	1.35
Spinach, gal	4 00
Beets, 2s	1.05
Hominy, Great Western, 3s	1.15
Pumpkin and Squash, gal	2.50

Department 8.

This Dept. is corrected by Cudahy & Co., Swift & Co.

PROVISIONS.

HAMS.

Eastern Standard, 18-20	.16½
" " 15-16	.16½
" " 12-14	.16¾
Picnic Hams	.11½

Boiled Hams

Skin on	.24½
Skin on	.25½

Breakfast Bacon

Eastern Standard, 6-8	.21½
" " 8-10	.20
" " 10-12	.19

English Cured Bacon

Eastern Cure, 8-10	.18
Eastern Cure, 8-10	.18½

11 12

Dry Salt Bacon

Clear Medium Bacon	.14
Clear Light Medium	.14
Light Belly	.16
Extra Light Belly	.16½
Bacon Backs	.14
Bacon Bellies	.15½

Dry Salt Meats

Sides	.13½
Bellies	.13½
Backs	.13
Fat Backs	.12½

Barreled Pork

	Bbls.	½-bbls
Spare Ribs	$	
Family Pork	21.50	11.25
Clear Pork	24.00	12.50
Big Pork	26.50	13.75

Barreled Beef

Mess Beef	10.00	5.50
Family Beef	10.50	5.75
Ex. Family Beef	11.00	6.00
Beef Tongues	23.00	12.00

Pigs Feet

Tierces, about 300 lb	$18.00
Barrels, about 200 lbs	13.50
½ bbls, about 80 lbs	5.50
Kegs, about 25 lbs	2.50
Kits, a bout 15 lbs	1.25

Pure Leaf Lard

Tierces, about 350 lbs. net	11
½ bbls, about 100 lbs	11¼
80-lb. Wood Tub, 80-lbs, net	11¼
60-lb. Wood Tub, 60 lbs, net	11¼
20-lb. Wood Tubs	11⅝
50-lb. Cans, one to a case	11¼
20-lb. Cans, 4 to case	11⅜
10-lb. Cans, 6 to a case	11¾
5-lb. Cans, 6 to a case	11⅞
3-lb. Cans, 20 to a case	12

Golden Gate Lard.

Tierces, about 370 lb. net	11
½ bbls, about 150 lb. net	11¼
50-lb. cans, 2 to a case	11⅛
20-lb. cans, 4 to a case	11⅛
10-lb. cans, 6 to a case	11¾
5-lb. cans, 12 to a case	11⅞
3-lb. cans, 20 to a case	12
20-lb. wood baskets	11¾
60-lb. tubs	11⅛
80-lb. tubs	11⅛

Compound Lard

Tierces, about 360 lbs., net	08½
50-lb. cans, 1 to a case	08¾
10-lb. cans, 6 to a case	09¼
5-lb. cans, 12 to a case	09⅜
3-lb. cans, 20 to a case	09½

13

"Arrow" Compound.

Tierces, about 370 lb. net....08½
50-lb. tins, 2 to a case.....08¾
½ bbls, about 150 lb net....10¼
50-lb tins, 1 to case.....10¼
20-lb tins, 4 to case.....10½
10-lb. tins, 6 to a case.....09¼
5-lb. tins, 12 to a case.....09⅜
3-lb. tins, 20 to a case.....09½
20-lb wood bkts, 20 lb net..10⅜
60-lb wood bkts, 60 lb net10⅛
80-lb wood [illegible] net..10⅛

Suetene.

50-lb Cans .....None

Beechnut Packing Co.

Beechnut Sliced Bacon and Beef in Glass.



14

1 doz No. 1 Jars.....$3.25
Erie Brand Chipped Beef in Glass, 1 doz No. 1 Jars.... 2.60
5 case lots, less 5 per cent

Department 10.

FISH AND CHEESE.

This Dept. is corrected by Wieland Bros.; Roethlisberger & Grassoff.

Russian Caviar.

	Per doz
1-lb. cans, 2 doz in case	$20.00
½-lb. cans, 2 doz in case	11.00
¼-lb. cans, 5 doz in case	5.50
⅛-lb. cans, 6 doz in case	3.00
White Label Brand	none

CHEESE

Foreign and Domestic.

	new
New York State Factory	
Cheddars, June make	18½
Twins, June make	18½
October make, Twins	19½
October make, Cheddar's	none
October make,	
Cal. State factory flats	17-18
Cal. State fctry, Young Am	18-19
Jack or Monterey	19
Brick Cream	18-19
Limburger, Eastern, lb	17-18
Swiss, imported, lb	30
Domestic Swiss	20-21
Roquefort, lb	40
Gouda, per lb	27
Sap Sago	22½

Department 9.

CANNED MEATS.

This Dept. is corrected by Cudahy & Co.

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 doz in case	No. ¼ Tins, ½ doz in case	No. 1 Tins, 2 doz in case	No. 2 Tins, 1 or 2 doz in case	No. 6 Tins, 1 doz in case	No. 14 Tins, ½ doz in case	No. 1 Tins, 1 doz in case
Corned Beef			1 25	2 25	7 50	16 75	
Roast Beef			1 25	2 25	7 50		
Roast Mutton			1 55	2 60			
Brisket Beef				2 75			
Boiled Beef			1 25	2 25	7 50		
Chipped Beef (in tins)		1 25	2 10		20 00		
Sliced Beef (in glass)		1 40	2 40				2 40
Sliced Beef (in tins)		1 35	2 35		22 00		
Sliced Beef (in glass)		1 50	2 50				2 50
Chip Beef (in Tins)		1 85					
Brawn			1 25	2 25			
Pigs' Feet			1 40	2 60			
Corned Pork			1 25	2 25			
Lunch Tongue		1 65	2 75				
Sheep Tongue		1 45	2 35				
Lambs' Tongue		1 45	2 35			No. 1½	
Luncheon Tongue						5 50	
Sliced Bacon (in tins)							2 50
Sliced Bacon (in glass)		1 55					2 55
Deviled Ham (Geinuine)	85	1 50					
Potted Ham (Genuine)	85	1 50					
Potted Tongue (Genuine)	85	1 50					
Potted Meat (Ham Flavor)	40	75			No. 3		
Deviled Meat (Ham Flavor)	40	75			Tins		
Potted Meat (Tongue Flavor)	40	75			1 or 2		
Boneless Chicken		2 60			Dz. in		
Veal Loaf					Case		
Sandwich Loaf		95	1 80		1 80		
Picnic Loaf		95	1 80		1 80		
Chili Con Carne	No. ¾	95	1 80		1 80		
Beafsteak and Onions	95	80	1 30				
Hamburger Steak		90	1 65				
Frankfurter Bratwurst		90	1 65				
Minced Collops			1 80				
Tripe				2 20			
Sweetbreads				1 65			
Vienna Sausage			2 50				
Pork Sausage		85	1 35				
Oxford Sausage			2 35				
Bologna Sausage			2 10				
Sausage and Kraut			1 10				
Stewed Kidneys				2 35			
Corned-Beef Hash		90	1 55				
Lunch Sausage		85					
German Lunch Sausage		1 00					
Ox Marrow				2 90			
Ox Tongue (whole)		No. 1½ 6 25	No. 2 7 50	No. 2½ 9 25	No. 3 11 25	No. 6 20 50	
Chorizos							No. 5 10 00

15

Pineapples, Eastrn, 6 in cs, cs. 3 50
Pineapples, Eastn, 6 in cs, sml 2 55
Holland, Edam, med plain, dz 9 50
Holland, Edam, medium in bladders, per doz.....9.50 10 00
P'ffr'd Edam, small .... 34-35 pds per case of 12 ..... 9.00
P'ffr'd Edam, med....38-40 f 9.75
Do Edam, large....44-45 10.50

Fancy

Camembert, Brie, Roquefort and Gorgonzola, jars...none
Parmesan C & B, sml bot doz 3 00
Parmesan C & B, lge bot, doz 6 00

Bayle'

Small ½-lb 1 lb. 2½-lb 5-lb
Deviled Cheese $1.00, $2.25, $4.00, $5.00, $9.00
After Dinner Cheese: $1.00, $2.40, $4.00, $4.50, $7.50
Roquefort Cheese: $1.00 ,$2.40, $4.00 ,$4.50, $7.50

MacLaren Imperial Cheese Co., Ltd

Imperial Cheese—
Club size, 2 doz jars, doz....$1.25
No. 1, size, 1 doz jars, doz.. 2.80
No. 2 size, ½ doz jars, doz.. 5.25
No. 3 size, ½ doz jars, doz..10.60
Individuals, 5 doz jars, doz.. .85
Roquefort Cheese—
Small size, 2 doz jars, doz.. 1.75
Large size, 1 doz jars, doz.. 3.25
Individuals, 5 doz jars, doz. .85

SALT FISH

Pacific Codfish

Bundles,, per lb..... 4½
Case, selected, per lb 5½
Boneless, 30-lb. boxes, lb....none
Boneless, 40-lb. boxes, lb.... 7½
Boneless, Srtips, per lb.... 7
Boneless Blocks, per lb.... 8
Boneless Tablets, per lb.... 8½
Boneless Middles, per lb... 7½
Boneless Middles, ex., per lb .11

Eastern Codfish

Gen. Georges, 8 fish to cs$11.00
Gen. Georges, 12 fish to cs.. 10.00
Geo. Cur. Cod, case..... 9.50
Geo. Cur. Cod ,40 fish to cs 8.00
Gen. Geo. Middles, 60 fish... 15
Gen. Geo. Tablets,36 fish 11½
Gen. Geo. Blocks, 40 fish 11½

Shredded Codfish

Beardsley's shredded, 2 doz. in case..... 1.00

Norwegiinn Mackerel

Bloater, 120-130 fish.....55.00
Bloater, ½ bbl., 60-65 fish....28.50
No. 1, 150-160 fish.....45.00
No. 1, 75-80 fish..... 23.50
No. 2, 220-240 fish..... 37.00
No. 2, 110-120 fish.....19.50
No. 3, 300-350 fish.....28.00
No. 3, 150-175 fish.....15.00
No. 4, 400-440 fish, bbl.....25.00
No. 4, 200-220 fish.....13.50

Irish Mackerel

No. 1, 200-220 fish.....none
No. 1, 80-90 fish.....none
No. 2, 325-350 fish.....none
No. 2, 130-140 fish.....none
No. 2, 475-500 fish.....none
No. 2, 180-190 fish.....none
No. 1, 10-lb kits, 15-16.....
No. 2, 20-22 fish..... 1 35

American Bloaters

Shore Bloaters, 115-120 fish..non

16

Shore Bloaters, 45-50 fish ..none
Extra No. 1, 120-130 fish....none
Extra No. 1, 50-55 fish ..... none
No. 1, 140-150 fish.....none
No. 1, 60-65 fish ..... none
No. 2, 130-140 fish 28.00
No. 2, 55-60 fish..... 11 00
No. 2, 140-160 fish..... none
No. 2, 60-65 fish..... none
No. 2, 160-180 fish..... none
No. 2, 70-80 fish..... none
No. 2, 180-200 fish..... none
No. 2, 80-90 fish..... none

In Kits

Extra Mess, 7 to 8 fish each..$3 00
No. 1, kits, 8-9 fish or 15-17 fish 1 40
No. 2, kits, 8-9 or 20-22 fish 1 30

Salmon

King, bbls.....none
Oregon Silversides, bbls.13 00
Alaska Red, bbls.....13 00
Alaska Red, ½-bbls, 100 lbs 7 25
Alaska Red, kits..... 1.00
Bellies, bbls 15.00-18 00
Tongues and Sounds, kits 10-lb 1 40
Tongues and Sounds, ½-bbls, 80-lb..... 11 50

New Herring, Pack 1907.

Ex Sized Mixed, bbls 17 00
" " " ½ bbls 9 00
" " " Keg 1 20
Cheaper grade, mixed, bbl..15.00
" " " ½ bbl.. 8.00
" " Keg 90
Ex Selected, Milcher, bbl....19.00
" " " ½ bbl 10 00
" " " Keg 1 35
Cheaper, Milchner, bbl.....17.00
" " ½ bbl..... 9 00
" " Kegs 1.00
Labrador, round, 160 fish... 5.50
Labrador Split, per ½ bbl.. 6.50
Pacific, ½-bbl 8 00

Smoked Fish

Neptune, Brand, 100s.....$2.85
Neptune, Brand 50s..... 1.60
Dainty Brand, 50s..... 2.25
Bloaters, Grim., 100 box....$3.00
Bloaters, Grim., 50 in box. 1.75
Bloaters, Cromarty 3.00
Yarmouth, 100 in box....
Halibut, chunks 15
Herring, boxes, Eastern .... .25
Herring, boxes, Washington .20
Herrings, Neptune, boneless, boxes of 10s, net..... 1.35
Moir's Selected Red Herrings, 100's..... 1.90
Moir's Selected Red Herrings, 50's 1.25
Salmon ,per lb.....10 20

Beardsley's.

Herring, boneless, tins, doz.. 1.50
Herring, boneless, small, doz 1.00
Herring, boneless, vacuum tumblers, 2 doz in case.... 1.95
Finnan Haddies, 30-lb boxes, per lb 13½

Potted Fish.

	Per doz
Potted Crab	$1 85
Kipper Paste	1 00
Anchovy Bloater Paste.....	2 20
Ditto, fancy pots	4 75
Yarmouth Bloater Paste	75

WIELAND BROS.

309-311 DAVIS STREET. SAN FRANCISCO

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, the Camenbert, Schloss, Kronen and Neufchatel Cheese

17

Ditto, fancy pots.... .. 4.75
Kippered Herrings 1.90
Kippered Herrings, Meirs. 1.90

Department 11.

CANNED FISH.

This Dept. is corrected by Sussman, Hooper & Jennings, Wellman, Peck & Co.

	Doz.
Anchovies, in oil, 2 doz ½ pts., in glass, doz.....	5.00
Anchovies, 2 doz, ¼ pts, dz.	3.00
Bloaters, Yarmouth C. & B. doz.....	4.50
Codfish Balls, 2-lb tins per. doz.....	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.35
Eels, smoked, 1-lb, per dz..	2.85
Finnan Haddies, 2-lb ovl.	2.25
Finnan Haddies, 1-lb. round, per doz.....	1.80
Sardelles. imp.,½-lb tins....	2.50
Sardelles, imp. in glass.	3.00
Sardelles, dom. 1-lb, glss	2 25
Sardelles, Ankers. ⅛ keg	3.00
Sprats 7.50	8.00

Mackerel

1-lb tins, 50 in a case
2-lb tins ,2 doz. in a case

Gold Label ,1-lb tins....	1.50
P. &. W., 2-lb soused....	2.75
P. & W,, 2- lb mustard....	2.75
P. & W., 2-lb tomato....	2.75
Underwood, 2-lb soused..	2.85
Underwood, 2-lb tomato.	2.85
Underwood, 2-lb mustard.	2.85
Los Angeles, 2-lb soused.	2.55
Los Angeles ,2-lb tomato.	2.55
Los Angeles, 2-lb mustrd.	2.55
Mt. Desert, 2-lb soused..	2.25
Mt. Desert, 2-lb tomato...	2.25
Mt. Desert, 1-lb soused..	1.35
Blueback, 1-lb. fresh....	1.10
4 doz., 1s, flat, oval.....	1.80
4 doz., flat, square.....	1.40

Crescent Mackerel

Soused, 18-oz tins, doz.....	$1.80
Tomato, 18-oz tins, doz....	1.80
Mustard, 18-oz tins, doz....	1.80

Mackerel in Oil.

Bezler's	3.00	4.00
Lemarchand	5.00	7.00

Salmon

Alaska Red, 1-lb tins, doz..	$1.20
Alaska Red, 2-lb	none
Alaska Ping, 1-lb tins.....	90
Alaska Flats, 1 lb.....	none
Oregon Red, 1 lb.....	none
Oregon Red 2 lb.....	none
Oregon Pink, 1 lb.....	none
Oregon Pink, 2 lb..	none
Oregon Flats, 1 lb	none
Columbia Riv, 1lb tls. ..	none
Columbia Riv, 1 lb flats..	none

Sardines.

	Per case
French, ¼s, 18 m.m.....	9.50
" ¼s, 22 m.m.....	12.50
Portuguese, ¼s, 18 m.m....	8.50
" ¼s, 22 m.m.....	9.50
" ½s, 30 m.m.....	16.00
Norwegian, ¼s, 18 m.m....	9.00

Sprats.

French, ¼s, 18 m.m.....	8.50
" 22 m.m	9.50

American Sardines

(¼s pkd 100 to cs, ¾s 50 to cs.)	
¼ in oil, without key.....	3.80
¼s in oil with key	4.00
¼s in oil, per doz.....	.50
¼s in mustard, per doz.....	.60
¼s in mustard, case.....	3.75
¾s in mustard, per doz.....	.95
¾s in mustard, case.....	3.25

SHELL FISH.

Abalones

4 doz in cs ,with shells, cs 6.00

Clams and Clam Juice

	doz
Doxsee Clams, 1-lb tins....	$1.85
Doxsee Clams ,2-lb tins.	2.75
Doxsee Clam Juice ,1-lb..	.90
Doxsee Clam Juice ,2-lb..	1.60

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B&M Lunch Clams, flat	1.37½
Underwood Clams, 1-lb.....	1.05
Underwood Clams, 2-lb.....	1.65
P. & W. Clams, 1-lb tins....	1.35
P. & W. Clams, 2-lb tins....	1.65
Oxford Clams, 1-lb tins.....	.95
Oxford Clams, 2-lb tins....	1.50
P. & W. Clam Chowder.....	2.25
Burnham's Clam Bullion, qts. ...	
Burnham's Clam Bullion,pts.	4.50
Burnham's Cl'm Bullion,½ pts	2.40

Crabs.

½s flat, 4 doz, per doz.....	2.25
Minced, ½s flat, 4 doz....	1.25
Picnic, 1s, 4 doz.....	1.15
" 2s, 2 doz.....	1.75

Lobsters

	Doz
Picnic talls, 4 doz, per doz..	3.00
Picnic flats, 4 doz, per doz..	2.80
½-lb. flats, 4 doz, per doz..	2.60
¼-lb flats, 4 doz, per doz....	1.40

Oysters

Oysters, Selects, 12 oz.....	$3.25
Oysters, Selects, 6 oz.....	1.75
Oysters, Standard, 10 oz....	2.35
Oysters, Standard, 5 oz.....	1.35
Oysters, Standard, 8 oz.....	2.10
Oyster, Standard, 4 oz.....	1.15

Shrimps.

Shrimps, pickled, 1-lb....	$1.35
Dunbar's Picnics, 1-lb, doz..	1.35
Pride of the Gulf, 1-lb, doz..	1.30
Dunbar's 1½-lb, doz.....	2.35
Pride of the Gulf, 1½-lb, dz	2.30
Pickled Shrimp, 1-lb, doz....	1.35

Department 12.

This Dept. is corrected by

SPICES AND EXTRACTS.

A. Schilling & Co., Wellman, Peck & Co.

In Original Packages.

Pepper, Black.....	14	18
Pepper, White.....	25	30
Ginger	13	19
Ginger, Gen Jam.....	15	21
Cinnamon, Ceylon.....	22	25
Cassia ..	16	24
Cassia	16	64
Cloves	20	36
Allspice	10	17
Nutmegs	30	65
Mace	80	90
Laurel Leaves, in bales.....		07
Lalrel Leaves, in small lots,		10

Paprika.

1 oz, doz..	1.00	16 oz, doz..	7.75
2 oz, doz..	1.50	2½-lb tins.	
4 oz, doz..	2.75	5-lb tins....	
8 oz. doz..	4.50	3ulk, lb....	

MUSTARD.

Colman's, ¼s, per lb....	.52
Colman's, ½s ,per lb.....	.48
Colman's 1s, per lb.....	.48
Colman's 5s, per lb.....	.43
Durkees ⅛s, per doz.....	.65
Durkees ¼s, per doz.....	1.30
Schilling's Best, small.....	.80
Schilling's Best, medium....	1.35

Prepared.

Louit Freres, per doz.....	2.25
Imitation Freres, per doz..	.70
Dusseldorfer, 1 doz pts, case	1.60
Eddy's Salad, small.....	.90
Eddy's salad ,medium.....	1.35
Eddy's large	2.00
Webbs, 2 doz. cs.....	.135
Heinz, 2 doz. cs.....	1.25

FLAVORING EXTRACTS.

Schilling's Best.

Triple Strength, Pure and Uncolored, Sprinkling Tops.
Full Measure. Never sold in bulk

	Lemon and Others	Vanilla and Rose
1 oz....	1.30	1.80
2 oz....	2.00	3.00
4 oz....	3.75	5.75
6 oz....	5.50	8.50
8 oz..	7.25	11.00
16 oz..	14.00	21.50
32 oz..	27.00	42.00

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Department 12.

SPICES AND FLAVORING EXTRACTS.

Schilling's Best Spices — Nature's Best.
Square Tins. Never Sold in Bulk.
Small medium, large size have sifting tops except Mustard.

	Small size per doz.	Medium size pr doz	Large size per doz	Ex.Large size pr doz	Hotel size pr tin
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.80	1.35	2.40	4.00	.85
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	1.35	2.30	4.35	7.75	2.00
Cloves	1.10	1.90	3.50	6.50	1.35
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
White Pepper	1.10	2.00	3.75	6.75	1.50
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain.....	**6 doz.**	**4 doz.**	**2 doz.**	**2 doz.**	**1 doz.**
Gross Weight.....	**21 lbs.**	**24 lbs.**	**23 lbs.**	**38 lbs.**	**54 lbs.**

Folger's Golden Gate Ground Spices.
High Grade—High Price.

Net Weight	⅛-lb per dz 4 doz to cs	¼-lb per dz 4 doz to cs	½-lb per dz 2 doz to cs	1-lb per dz 2 doz to cs	2½-lb per dz 2 doz to cs	5-lb per dz 1 doz to cs
Pepper	.75	1.15	2.15	3.65	.29	.28
Mustard	.75	1.15	2.15	3.65	.29	.28
Ginger	.75	1.15	2.15	3.65	.29	.28
Allspice	.70	1.10	2.05	3.50	.28	.27
Cinnamon	1.30	2.25	4.25	8.15	.65	.64
Cloves	.90	1.50	2.75	4.95	.40	.39
Cayenne	.90	1.50	2.75	4.95	.40	.39
White Pepper	.95	1.55	2.85	5.10	.41	.40
Nutmegs	1.60	2.65	5.15	9.75	.71	.70
Mace	1.75	2.90	5.40	10.25	.75	.74
Sage	.65	1.05	1.95	3.35	.21	.20
Thyme	.70	1.25	2.35	4.35	.32	.31
Marjoram	.85	1.40	2.60	4.80	.38	.36
Savory	.70	1.25	2.35	4.35	.32	.31

Folger's Golden Gate.
High Grade—High Price.

	Vanilla and Rose		Lemon and Others
1 oz.....	1.60	1 oz.....	1.25
2 oz.....	2.50	2 oz.....	1.85
4 oz.....	4.75	4 oz.....	3.45
6 oz.....	6.75	6 oz.....	4.75
8 oz.....	9.00	8 oz.....	6.50
16 oz.....	16.50	16 oz.....	12.00
32 oz.....	32.00	32 oz.....	23.00

Department 13.

BAKING POWDER, ETC.

This Dept. is corrected by William Cluff Co., J. H. Newbauer & Co.

Bendel.

	Royal 1 cs	5 cs	10cs
¼ lbs cans.	$1.38	$ 1.36	$ 1.34
6 oz. cans..	1.92	1.89	1.87
½ lb. cans	2.57	2.52	2.50
12 oz cans.	3.82	3.75	3.72
1 lb cans..	4.95	4.85	4.80
2½ lbs cans	11.65	11.40	11.28
3 lb cans..	13.60	13.34	13.20
5 lb cans..	22.35	21.90	21.68

An extra discount of 1 % if packed in barrels.

Trophy

4 oz., doz..	1.10	2½ lb, doz.	9.00
8 oz., doz..	2.00	5 lbs., doz.	18.00
16 oz., doz.	3.50	10 lbs, doz.	31.50

Sun Baking Powder

16 oz, doz.	$3.90	4 oz, doz..	1.20
8 oz, doz..	2.20		

Schilling's Best.
Never sold in bulk.

4 oz, gr....	16.50	⅛ lb., doz..	10.50
6 oz, gr....	22.50	3 lbs, doz..	12.00
8 oz, gr....	28.00	4 lbs, doz..	16.00
12 oz, gr...	41.00	5 lbs, doz..	20.00
16 oz, gr...	53.00	10 lbs, doz..	39.00

Folger's Golden Gate.
Guaranteed Pure.

4 oz, gr....	16.00	2½ pat, dz.	10.00
6 oz, gr....	22.50	3 pat, dz...	12.50
8 oz, gr....	28.00	4 pat, dz...	16.00
12 oz, gr...	41.00	5 pat, dz...	20.00
16 oz, gr..	53.00	10 pat, dz..	39.00

CRESCENT.

	Per doz		
¼-lb tins..	.65	3-lb tins...	5.50
½-lb tins..	1.25	5-lb tins...	9.00
1-lb tins...	2.00		

Rumford Baking Powder.



½-lb,	1 doz.	$1.40
1-lb,	1 doz.	2.80
3-lb,	1 doz.	7.50
5-lb,,	1 doz.	12.50

Less 5 per cent in 5 case lots.
One case ½s or less with 10 case lots.

K. C.

10 oz., dz..	.90	50 oz., dz..	4.25
15 oz., dz..	1.35	25 oz., dz..	6.50
25 oz., dz..	2.15		

Pure Cream Tartar.

100-lb bbls	.27	5-lb tins, dz	2.65
50, 25-lb bx	.28	1-lb tins, dz	5.50
5-lb tins, lb.	.40		

SODA.

Churches ,A. & H., 30 or 60 1's	.05¼
Same, 60 ½s.....	.05½
Dwight's Cow Brand, 60 1s	.05¼
Same, 60 ½s.....	.05½

(12-oz. pkg. ⅛c more; 8-oz. package ¼c more; 5 cs lots. ¼c less.)

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Department 14.

FARINACEOUS GOODS.

This Dept. is corrected by Wellman, Peck & Co., Port Costa Milling Co.

Miscellaneous Flours

Port Costa	$5.20
Globe, A 1	5.20
Sperry	5.20
Golden Gate	5.20
Drifted Snow	5.20
Crown	5.20
Peacock	5.20
Banquet	5.00
Royal	5.00
Starr's Choice Extra	5.00
Colonial	5.00
White Navy	5.00
Success	5.00
Mission	5.00
Triumph	4.80
Bear	4.80
Bonanza	4.80
Eagle	4.80
Capitol	4.80
Caledonian	4.80
Silver Star	4.80
Mayflower	4.80
Rye Flour	5.20
Rye Meal	5.00
Whole Wheat Flour	5.20
Graham	5.00

Quaker Oats Co.

Quaker Oats, 36 2s	$3.85
" " family size, 20s	5.15
Scotch Oats, 36 2s	3.85
Banner Oats, 30 5s	4.75
" " family size, 20s	5.15
Saxon Oats, 20 5s	4.75
" " family size, 20s	5.15
Zest, 20s	4.10
Zest, 36s	2.75
Apetizo, 24s	3.00
Quaker Wheat Berries, 36 2s	3.00
Quaker Puffed Rice, 36 2s	3.00
Quaker Yellow or White Corn Meal, 36 3s	4.10

EGG-O-SEE CEREAL CO.

Egg-O-See, 36 1s, per case	2.85
E-C Corn Flakes, 36 1s, case	2.85
5 case lots either	2.75

DEL MONTE MILLING CO.

Del Monte Rolled Oats, wood	7.25
Del Monte Rolled Oats,, sacks, 2 90-lb	6.75
Alta Mills Rolled Oats, wood	6.75
Alta Mills Rolled Oats, sacks, 2 90-lb	6.25

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Del Monte Rolled Wheat, wood	4.30
Del Monte Rolled Wheat, 2 75-lb sacks	3.80

Case Goods.

	Per case
Self-raising Buckwheat Flour 20 cartons, 3½ lbs.	$4.00
24 cartons, 3 lbs.	4.00
40 cartons, 1¾ lbs.	4.00
Cal. Flapjack Flour, 36 2s.	4.00
Semola or Nutty Grains, 20 cartons, 4 lbs	3.60
Cal. Cream Flake Oats, 36 2s	3.60
Primrose Wheat, 36 2¾s	3.85
Farina, 24 cartons, 1-lb	1.80

American Milling Co.'s Cereals.

	Per Bbl.
Colonial Ex. Cream Rolled Oats, 180 lbs., (wood)	$7.25
180 lbs., 90-lb sacks	6.75
150 lbs., wood	6.00
Pacific Brand Rolled Oats, 180 lbs. (wood)	6.75
180 lbs., 90-lb sacks	6.25
Bohemian Rolled Oats, 180 lbs. (wood)	6.00
180 lbs., 90-lb sacks	5.50
Colonial Pearl Rolled Wheat, 150 lbs. (75-lb sacks)	3.80
Colonial Granulated Hominy, 200 lbs (wood)	7.75
Colonial Steel Cut Oat Meal, 200 lbs. (wood)	8.25
Brewster's Pat. N. Y. Buckwheat Flour, 200 lbs (wood)	8.25
Colonial Pearled Hominy, 200 lbs. (wood)	7.75
Colonial New Process Buckwheat Flour, 200 lbs (wood)	8.25

Case Goods.

Colonial Ex. Cream Rolled Oats, 36 2-lb pkgs	$3.75
Colonial Self-Raising Buckwheat Flour, 24 3-lb pkgs	3.80
Pettijohn's Breakfast Gem, 2-lb pkgs. to case	3.25

(All prices net.)

MISCELLANEOUS PACKAGE CEREALS.

Port Costa Milling Co.

Oat Flakes, 36 2s	3.60
Capital Mills Rlld Oats, 36 2s	3.60
36 2s	3.60
Grape Nuts, 1 & 2 doz, per dz	1.35
doz	1.35
Breakfast Gem, case 3 doz	3.25
Wheatine, 36 2s, per case	3.30
Germea, 20 4-lb. pkgs, per case	4.10
Germea, 20 2-lb. pkgs per case	3.20
Flaked Rice, 24 1's	3.00
Dr. Price's Wheat Flake Celery Food per case	2.85
Hecker's Farina, 24 2s, case	2.00
Pillsbury's Best Cereal Vitos, 36 2s	5.10
Cream of Wheat, 36 2's	5.25
Crespo, 36 2's	2.75
Snow Flake, 36 2's	2.80
Malta Vita, 36 1's	4.00
Our Mother's Mush, 36 2s	2.80
Twin Bros. Mush, 36 2s	2.80
H. H Robbins, Cr'mry Bkfst 36 2s	2.80
Carnation Wheat Flakes 20 5s	4.70
A B C Breakfast Wheat 72 2's	5.00
A B C Breakfast Wheat 36 2's	2.60
Nutro, 9s	2.80
Wheaton, 9s	5.20
Grape Nuts, No. 22, per doz	1.35
Morning Meal, per case	2.80
Olympic Wheat Hearts, 24 5s	4.75
Olympic Wheat Hearts, 48 2s	4.75
" Cake Pastry, 20 5s.	4.75

Pancake Flours.

Uncle Sam, 36 2s	3.25
Encore, 36 2s	3.75
Olympic Pancake Flour, 24 4s	4.45

H. O. Cereals.

	Case
H-O Buckwheat, 2 doz. 3-lb pkgs, per case	3.75
H-O Pan Cake Flour, cse.	3.90
H-O Oats ,24 2's, per cs.	3.15
Korn Kinks, 36 2s	2.85
Force	4.50

Freight paid on country shipments of H. O. goods up to 25c per cent on 5 case lots.

RALSTON MILLS.

Ralston Breakfast Food 36 2s	4.50
Ralston Barley Fo'd, 36 2s	4.25
Ralston Health Oats, 36 2s	4.50
Ralston Hominy Grits, 36 2s	4.25
Ralston Health Crisp 36 2s	2.75
Ralston Select Bran, 24 3s	2.60
Ralston Pan Cake Flour 36 2's	3.75
Ralston Whole Wheat Flr 4 ¼s	5.50

Capitol Mills.

	Per Bbl.
Ex Cream Rld Oats, 180 lbs.	$7.25
Ex Cream R'lld Oats, 180 lbs. (90-lb. sacks	6.75
Rolled Oats, 180 lbs	6.75
Rld Oats, (90-lb. sks), 180 lbs	6.25
Rolled Oats, 180-lb. bbls	6.00
Rolled Oats, 90-lb. sacks	5.50
Pearled Rld Wheat, 150 lb..s	4.30
Pearled Rld Wheat (75-lb. sacks), 150 lbs	3.80
Granulated Hominy, bbls	7.75
Pearled Hominy, bbls	7.25
New Process Buckwheat Flour, bbls	8.25
Steel-Cut Oatmeal, "A" (fine) "B" (medium), "C" (coarse) bbls	8.25
Brewster's Pat. New Process Buckwheat Flour, bbls	8.25

	Per Case
Self-Raising Bckwheat Flour 20-3½-lb. pkgs. in cases	3.80
Self-Raising Bckwheat Flour 24-3 lb. pkgs. in cases	3.80
Farina, 24 1-lb. pkgs in cases	1.80
Mills Ex. Cream Rld Oats, 36 2-lb. pkgs in cases	3.60
Pan-Cake Flour, 36 2-lb. pkgs in cases	3.80

Farinaceous Goods in Sacks Manufactured by Local Mills.

Per 100 lbs. in 10-lb. sacks

Buckwheat Flour, Plain	$4.00
Buckwheat Flour, Extra	4.30
Bckwheat Flour, New Process	4.30
Bckwheat Flour, Self-Raising	5.40
Buckwheat Groats	9.00

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Corn Meal, Yellow	2.75
Corn Meal, White	2.75
Corn Meal, Ex Cream Yellow	3.40
Corn Meal, Ex Cream White	3.40
Corn Flour	2.75
Cracked Wheat	3.50
Entire Wheat Flour	3.20
Farina	4.20
Flaked Pearl Wht, 7-lb & 10-lb	3.20
Graham Flour	3.00
Hominy, large	3.40
Hominy, small	3.60
Granulated Hominy	3.80
Oatmeal, plain	4.10
Oatmeal, extra	4.30
Oatmeal, steel-cut	4.30
Oat Groats	4.30
Pearl Grits	3.85
Pearl Barley, No. 1	5.40
Pearl Barley, No. 2	5.40
Pearl Barley, No. 3	5.40
Split Peas, Yell. o. w	5.00
Split Peas, Green	6.50
Rice Flour	7.20
Rolled Oats, 7-lb & 10 lb	4.30
Rye Flour	3.40
Rye Meal	3.20
Wheat Meal	3.40
Pearl Barley, No. 1, 25 and 50-lb. boxes	5.40
Split Peas, Yellow, 25 and 50-lb. boxes	5.00
Split Peas, Green, 25 and 50-lb. boxes	6.50

25-lb. sacks deduct 10 cents per cwt. from price of 10s.

50-lb. sacks deduct 20 cents per cwt. from price of 10s.

PASTES

Imported.

Crown Macaroni, 25 1s. pr pkg	.12
" Spaghetti, 25 1s pr pkg	.12
" Vermicelli, 25 1s. pr pkg	.12

Imported Style.

Bellac Macaroni, 25 1s, pr pkg	.10
" Spaghetti, 25 1s, per pkg	.10
" Vermicelli, 25 1s. pr pkg	.10
" Alphabet, 25 1s. pr pkg	.12
Wash. Macaroni, 25 1s, pr cse	1.80
" Spaghetti, 25 1s. pr cse.	1.80
" Vermicelli, 25 1s. pr cse	1.80

Golden Egg.

Macaroni, 48 5c packages	$1.80
" 24 10c "	1.80
Spaghetti, 48 5c "	1.80
" 24 10c "	1.80
Noodles, 48 5c "	1.80
" 24 10c "	1.80
Alphabets, 48 5c "	1.80
" 24 10c "	1.80

Marvelli.

Macaroni, cs 4 dz. No. 1 car, dz	1.20
Spaghetti, cs 4 dz. No. 1 car, dz	1.20
Vermicelli, cs 4 dz. No. 1 car dz	1.20
Alphabets cs 4 dz No. 1 car dz	1.20
Straight or assorted on above	
No. ½, Extra, per box	.30
No. 1, Extra, per box	.35
No. 1, Extra, 25 lbs	1.00
No. 1, Extra, 50 lbs	2.00
No. 1, Extra, 100 lbs	5.00

CAL. PASTE CO

Macaroni, Vermicelli, Etc

Extra No. 1	.30
Extra Hallow	.30
Extra, 15 lbs	.60
Extra 25 lbs	.95
Extra, 50 lbs	1.80
Extra, 100 lbs	3.60
Royal, 24 1-lb pkgs	1.80
Queen's Taste, 12 2-lb pkgs	2.20

Sago and Tapioca.

Pearl Sago	.06
Pearl Tapioca	.06
Flake Tapioca	.06
Minute, 36-4	2.75
Instantaneous, 50-1s	5.50
Instantaneous, 36-4	2.75

Department 15.

This Dept. corrected by Haas Bros., William Cluff Co., ex-others in parcel

RICE.

Fair Japan	Cts
Good Japan	Cts
Choice Japan	Cts
Fancy Japan	Cts
Fair Honduras	Cts
Good Honduras	Cts

STERILIZED MEALS IN CARTONS PUT UP BY LOCAL MILLS.

ALL NET	Carton	Net Case	Rt'l Pr Pkg.
Buckwheat Flour	36-2 lbs.	$3.65	15c
Buckwheat Flour	20-5 lbs.	4.35	30c
Corn Meal, White or Yellow	36-2 lbs	2.35	10c
Corn Meal, White or Yellow	20-5 lbs.	3.20	25c
Cracked Wheat	36-2 lbs.	3.60	15c
Cracked Wheat	20-5 lbs.	4.60	30c
Graham Flour	36-2 lbs.	2.85	10c
Graham Flour	20-5 lbs.	3.90	25c
Hominy, Large	36-2 lbs.	3.60	15c
Hominy, Large	20-5 lbs.	4.60	30c
Hominy, Small	36-2 lbs.	3.60	15c
Hominy, Small	20-5 lbs.	4.60	30c
Oat Meal, Granulated	36-2 lbs.	3.65	15c
Oat Meal, Granulated	20-5 lbs.	4.60	30c
Steel Cut Oatmeal, A. B. C.	36-2 lbs.	3.75	15c
Steel Cut Oatmeal, A. B. C.	20-5 lbs.	4.85	30c
Pearl Barley, 1, 2, 3	36-2 lbs.	4.75	20c
Pearl Barley, 1, 2, 3	20-5 lbs.	6.20	40c
Rice Flour	36-2 lbs.	6.00	25c
Rice Flour	20-5 lbs.	8.00	55c
Rye Flour	36-2 lbs.	3.60	15c
Rye Flour	20-5 lbs.	4.60	30c
Rye Meal	36-2 lbs.	3.50	15c
Rye Meal	20-5 lbs.	4.50	30c
Split Peas, Yellow or Green	36-2 lbs.	4.45	15c
Split Peas, Yellow or Green	20-5 lbs.	5.70	40c
Whole Wheat Flour	36-2 lbs.	3.00	10c
Whole Wheat Flour	20-5 lbs.	3.85	25c
Gluten Flour	36-2 lbs.	4.30	15c
Gluten Flour	20-5 lbs.	6.00	40c
Farina	36-2 lbs.	3.95	15c
Farina	20-5 lbs.	5.35	30c
Lightning Tapioca	24-1 lb.	2.00	15c
Cardinal Crushed Oats, Premium	20-5 lbs.	4.15	

The Advocate is the LARGEST EXCLUSIVE Retail Grocery JOURNAL west of CHICAGO.

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Choice Honduras .....Cts
Fancy Honduras .....Cts

M. J. Brandenstein & Co.

Japan, Tycoon, Fancy Table $5.50
" Rubicon, extra fancy 6.00
" M. J. B., Double Diamond 6.25
Fancy Head, Carolina..6.50 7.00
Louisiana, Japan 5.50 5.75
Louisiana Tengue..... 6.12½
Louisiana, Japan Banzai.....5.00
Haiwaiian 5.25 5.50
China, No. 1, per dbl mt..... 6.37½ 6.50
China, Mxd, dbl mt....4.60 4.75
Patna Head 7.00
Caro Head, MJB, 40 2s, r 20 5s.. 7.50
Imp. Japan MJB 40 2½-lb.. 6.75
Imp. Japan MJB, 10 5-lb.... 6.75
Japan Table Queen, 33 3-lb.. 6.00
Japan Table Queen, 40 2½-lb 6.00

M. Phillips & Co.

Hermosa, Ex. Fancy 2½ & 5-lb 7.10
Fiesta, 2½ and 5-lb..... 6.75
Ex. Fancy Carolina..... 7.00
Fancy Carolina .....6.00 to 6.75
Hawaiian .....5.10 to 5.50
Satsuma No. 1 Imp. Japan.. 6.25
Toyokome 6.00
Togo 5.85
Higo 5.50
Mikado 5.35
Texas Japans .....5.10 to 5.85
China No. 1 .....5.65 to 6.75
China No. 2 .....4.35 to 5.15

W. T. Welisch & Co.

Samurai, La., Japan.....$5.10
Fuji, La. Japan..... 5.50
Fuji Yama, La., Japan..... 5.75
W (circle), La. Japan..... 5.85
Snow White, Caro. Head.... 6.65
Mardi Gras, Caro. Head..... 6.40
Paragon, Caro. Head..... 6.15
Virgin, " " 2½ & 5 7.10
Honeymoon, Caro. Head, 2½ & 5 6.90
Natural, Caro Head, 3s..... 6.50
Mascot, Caro. Head..... 5.75
Tiffin, Caro. Head.....5.25
Best Yet, Japan, 3s..... 6.25

Rice Specialties.

Quaker Puffed, 3 doz to case. 3.00

Department 16.

LAUNDRY MATERIALS.

This Dept. is corrected by **Haas Bros., Wellman, Peck & Co.**

AMMONIA

Greer's Washing Ammonia

First grade absolutely pure. 180 Beaume Strength.

Pints, 2 doz to cs, per doz..$1.65
Qts, 1 doz to case, per doz.. 2.70
½ Gal., ½ doz to cs, per doz. 4.50

Greer's Toilet Ammonia

Lavender and Violet

Pints (2 doz .to cs).$2.50 pr dz

Parson's Household Ammonia (Neutral.)

Pts., 2 doz to case, per doz..$ 1.75

26

Qts., 1 doz to case, per doz.. 2.65
½ gals, 1 doz to case, per doz 4.50
One-half case free with 5 cases; one case free with 10 cases.

Washing Ammonia

Standard Grade

Pts, 2 doz to case, per doz..$ .80
Qts, 2 doz to case, per doz.. 1.10

Bluing, Ball

Nuremberg, A, ½s, per lb. .35
Do A. D., ½s, per lb.... .27½
Do A. C. R., ½s, per lb.. .22½

Crown

German ½s' per lb...12½ 13
Do ¼ 's, per lb....14½ 15
Deschamp's French, 1's per lb 27½
Do ½'s, per lb....28½

Bluing, Liquid

Common, pts, 3 dz to case.. .85
" qt, 2 doz to case.. 1.25
" ½ gal, 1 doz to case 2.50

Borax

20-Mule Team, 1's cs of 2 doz $2.25
20-Mule Team, 12-oz cs of 4 doz..... 3.45
20-Mule Team, ¼'s cs of 8 doz 2.90
(Less 5 per cent in 5 case lots;
Lump, 25 lbs in box..... .09
Powdered, 25 lbs in box.... .09

Chloride of Lime

Brookman's, 1's per lb....7¼
Do ½'s, per lb.....9
Blue Bell, 50 1s, per lb.....6½
Owl, 50 1s.....7

Potash.

Per case
Babbitt's, 4 doz in case..... 3.35
American, 4 doz in case..... 3.00

Lye.

Tomson's Red Seal, 4 dz to case 3.85
Tomson's 5-lb 12 to cs.. 4 50
American, 1s, 4 dz in case.... 3.00
Babbitt's Lye, 4 doz in case...3.35
Metropolitan 4 dz to cs.. 3 00
" 5-case lots... 2 90
Banner, 1 case, 4 doz..... 3.60
Blue Bell, 48 1s..... 2 85
Jumbo, 48 1s..... 1 90
Golden Star, 4 doz to case.. 2.90
Merry Nickel, case 1.75
Merry War, case 2.85

Sal Soda

California, sacks 1 40
California, bbls 1 50

Department 17.

SOAPS.

This Dept. is corrected by **Wellman, Peck & Co., Sussman, Wormser & Co.**

Peet Bros.

Silk Soap $3 35
A. B. Naptha..... 4.20
Crystal White 4.00
Fern 3.30
Lily White (Floating) 3.90

27

Mechanics, 36 cakes in box.. 2.05
Mechanics, 50 in box (5c size) 1.90
Swansdown, 50 bars in box.. 2.00
Pine Tar, 100 cakes in box.. 3.75
Olive Castile, bx doz, pr gr.. 4.80
Mottled Castile, bx 1 dz cakes 4.80
Pure White Castile, 12, 15 or 20 bars to box 3.10
Spring Blossoms, bx 3, wrpd, gr 4.80
Beau Ideal, bx 3, wrpd, gr.. 5.20
Attar of Roses, bx 3, wrpd, gr 5.20
20th Century Buttermilk, box 3 cakes, wrapped, pr gross 5.00
Elder Flower, bx 1 dz cakes 4.80
Turkish Elder Flower, bx 3, gr 5.20
Turkish Oatmeal, bx 3, wrpd, gr 5.20
Oatmeal, bx 1 dz cakes, pr gr. 4.25
Witchazel, bx 1 dz cakes pr gr 5.00
Bart'nia Bouquet, bx 3 wrpd, gr 24.00
Sweet Narcissus, bx 3, wrpd, gr. 17.50
La Rosa, bx 3 wrpd, pr gr.... 9.00
Maj'tic Series Heliotrope Jasmine, Jcky Clb, Rose bx 3, wrp 9.00
Japan Bouquet, bx 3, wrpd, gr 9.00
Barbers' Cream, 6 lb bxs, pr lb .20

Standard Soap Co.

Gasene, 100 ..... 4 25
Top Notch, 100 10 oz..... 3.25
Yellowstone, 100 14 oz..... 4 00
Marigold, 100 16 oz..... 4 20
Radio, 100 16 oz 3.00
Magno, 100 16 oz..... 6 00
Gold Medal Borax..... 6 50
Purity, "Floating," 5c size 3 90
Do. 10c size..... 6 25
Do. 10c size, 20..... 1 30
Electric Mineral, 100 16 oz 5 50
Electric Mineral, 20, 16 oz.. 1 15
Peerless Kitchen, 100 10 oz.. 2 85
Peerless Kitchen, 20 10 oz ..... .65

Swift & Co.

Wool Soap, 10 oz., 100s..... 7.00
" " 6 oz., 100s..... 4.00
Witch Hazel (Swift & Co.).. 5.00
Oat Meal (Swift & Co.)..... 5.00
White Ribbon 3.65
Swift's Pride 3.35
Swift's Naptha 4.00
Elko 3.55
Cream Laundry 4.25
Snap, 60, 16 oz..... 2.65
Snap, 100, 8 oz..... 2.25
Special, Grocers' Assmt (sells for $9.00, 80% profit)..... 5.00

Miscellaneous.

Mascot $2.65
Miller's Naphta, 100 14-oz.... 4.35
Mikado, 20 14 oz..... 4.25
Mikado, 20 14 oz..... 1.05
Lenox, 100..... 3.35
Lenox, 20 ..... .75
Ivory, 100 10 oz..... 7.00
Ivory, 100 6 oz..... 4.00
Fairbank's Clairette, 100.... 3.35
Fairbank's Santa Claus, 100.. 3.35
Fairbank's Copco, 100.... 4.00
Fairbanks' Fairy Ovl, 5c.... 4.00
Fairy Oval, 10c..... 7.00
Sunny Monday, 100s..... 4.75

28



50 large.. 3.50
100 small 3.65

Lifebuoy, Indry size, 60 cakes $4.00
" Indry size, 30 cakes.. 2.00
" toilet size, 100 cakes.. 2.00
" toilet size, 50 cakes.. 2.00
Sunlight, Indry shape, 100 cks 4.20
Welcome, Borax Indry soap. 4.20
Cheerful, high grd Indry soap 3.50
Monkey Brand, 100 cakes.... 4.00
Monkey Brand, 50 cakes..... 2.00
Babbitt's, 100 ..... 4.25
Strker's Kitchen, 100s, 8 oz.. 3.40
Strker's Kitchen, 20s, 8 oz.. .80
Star of Kitchen Sand Soap.. 4.75
Gem of Kitchen Sand Soap..3.25
Yacht Club Borax, 200s..... 7.50
" " " 100s 3.90
" " " 20s ..... .85
Nun Nicer Borax, 10 oz..... 6.00
Blue Ribbon Borax, 7 oz.... 4.00

SAVON.

Gilt Edge, 100, 16 oz.....$3.80
" " 20s ..... .85
Royal, 100, 14-oz..... 3.40
" 100 12-oz 3.10
" 100 10-oz 2.75
Vermont Long Bar Laundry, 100-lb cases 3.50
Packed either 100, 80, 40 or 25 bars to case.

The Genuine.



Price, per case $4.35
Packed 100 bars in Case.

Castile Soap

Notre Dame 8
White Virgin, lb..... 8½
White, Conti 15
Mottled, imported 7½
Clover Leaf White 15

Scouring Soap

Bon Ami, 3 dz to cs, per cs.$2.50
Sapolio, ½ gross box, per bx 4.50
Sapolio, hand, ½ grs bx, pr bx 4.50

WASHING POWDERS

Gold Dust, 24 3's, per cs.$4.50
Gold Dust, 100 10 oz.... 4.00
Swift's Pride, 12 oz..... 4.25
Swift's Pride, 24 4s..... 4.25
Lavarine, 36 1 lb, pr. cs. 3.00

BABBITT'S BRANDS.
ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!

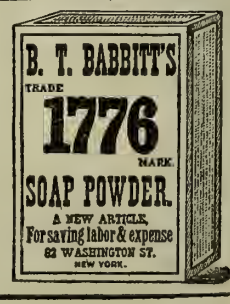


B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 41 CLAY STREET. S. F.

29

Lavarine, 100 5c pkgs.... 3.50
Pearline, 100 6 oz pkgs.. 3.75
Babbitt's 1776, 6 oz..... 2.85
Kleeno, 72 1s..... 5.25
Kleeno, 24 3s..... 4.75
Kleeno, 100 ½s..... 4.00
Peet's Seafoam, 24 3s..... 3.75
" " 100 12 oz..... 3.75
Grandma's Borax, powdered 24 3s 4.50
" 60 ¾'s 2.40
One case, large size, free with 5 cases, large or small.

Department 18.

STARCHES.

This Dept. is corrected by Sussman, Wormser & Co., Hooper & Jennings.

Kingsford's Oswego.

Silver Gloss 12 6-lb bxs..9
" 40 1-lb pkgs.8½
Corn, 40-lb boxes.....8

NATIONAL STARCH CO.

Lily, Sioux and Niagra Brands.

Corn, 40 1s 6
Gloss, 48 1s.....6¼
Gloss, 12 6lb.....7
Laundry (bulk), 50s.....5½

J. C. Hubinger Bros. Co.

Elastic (Flat Irn Brnd),64 ¾s 5.00
Pops Corn, 40 1s..... 6.50
Tiger Lump (bulk 50-lb bxs) 4¾
" " 40 1s 5¾
" " 3-lb pkgs..... 5¼

None Such Brand.

Corn, 40 1s.....6
Gloss, 48 1s.....6
Gloss, 12 6s.....7
Gloss, 50-lb box.....4¾

Owl.

Corn, 40 1s, per lb.....5
Gloss, 40 1s, per lb.....5½
" 12 6s, per lb.....6

Murdoch's Oswego.

Oswego Corn, 40 1s.....7½
Velvet Gloss, 40 1s.....8
" " 12 6s ..... ½
One case free with 10.

Blue Ribbon.

Gloss, 48 1s .....
Gloss, 12 6s.....
Corn, 40 12s.....

Miscellaneous

Celluloid, 60 ¾-lb pkgs,pr bx 4.75
Elastic, same, per box..... 5 00
China, 80s 6.00

Department 19.

OILS, PAINTS, ETC.

This Dept. is corrected by Whittier-Coburn Co.; W. P. Fuller & Co.

Coal Oil

Water White, bulk.....10½
Water White, 150 deg bulk..11½
Special Water White, bulk...12½
Pearl, cases, 2 5s.....17½
Astral, cases, 2 5s.....17½
Star, cases, 2 5's 17½
Ex. Star, cases, 2 5's.....20½
Argo, bulk 19
" case 26
Elaine, cases, 2 5s.....26½
Eocene, cases, 2 5s.....20½

Gasoline and Benzine

86 deg. Gasoline, bulk.....30
86 deg. Gasoline, cases....37½
Benzine, bulk 12
Benzine, cases 19
Stove Gasoline, bulk.....18
" " case 25
Gasoline, 86 deg., bulk.....30

80

Same, cases, 2 5s 37½
Red Crown Gasoline, in bulk.18
Red Crown Gasoline, in cases, 2 5s 25
Motor Gasoline, bulk.....18
Motor Gasoline, in cases, 2 5s.25
No. 1 Eng. Dist. Iron Bbls. or Drums 09½
No. 1 Eng. Dist., cases, 2 5s..16½
No. 2 Eng. Dist. Iron Bbls or Drums 08
No. 2, Eng. Dist., cases, 2 5s..15
V. M. & P. Naptha, in bulk..10
V. M. & P. Naptha,cases,2 5s.17½

Turpentine.

Strictly Pure, cases, 2 5s....77½
" drums of iron bbls..70½

Linseed Oil

Pure, raw, bbls.....55
" boiled, in bbls.....57
" raw, case, 2 5s.....61
" boiled, case, 2 5s.....63

Castor Oil

Baker's AA, cases, 2 5s..... 1.30
No. 1, cases ,2 5's..... .70
2 oz ..... .65
4 oz ..... .90
8 oz 2.00
2 5-gal tins, per gal..... 1.30

Lard Oil

	Bbl.	Case
Strictly pure	90	.96
Sup. Win., str.....	85	.91
No. 1	75	.81
1 oz		.45
2 oz		.55
4 oz		.85

Neatsfoot Oil

Cooper's	80	.86
Extra	70	.76
No. 1	60	.66

Lubricating Oils

	bbls	Case
Star Cylinder Oil.....60		65
Columbia Cylinder.....40		65
Gem Cylinder Oil.....		..
Ruby Cylinder Oil.....		..
Star Machine Oil.....30		3o
Star Dynamo Oil.....50		55
Star Spindle Oil.....50		o5
Star Sep'tor Oil.....50		55
Red Engine Oil.....27		32
600 M Cylinder.....45		50
FFV Cylinder.....80		85
Med. Ruby Eng.....30		35
Castor Machine 23		28
Auto-Cylinder 60		65
Gas Engine 30		35

Miscellaneous Oils

Union Salad Oil.....66		72
Pure Sperm Oil.....70		75
No. 1 Polar..... 40		45
lhCna Nut Oil,ordinary..—		75
China Nut Oil, No. 1....—		90

White Lead

Whittier, in kegs,.....7¾		8½
Pioneer, " " 7¼		8¼

Dry Paints

English Paris White, bbls..$1.60
Whiting, barrels 1.20
Prince's Min'l B'wn, bbls. 1.65
Yellow Ochre 1.50 1.65
Eng. Ven. Red. bbls....1.50 1.75

Department 20.

This Dept. is corected by Pac. Coast Biscuit Co.

CANDIES.

Lozenges
5-lb. boxes)

XXX Peppermint, pals.13 .16
Thin Peppermint..... .16
TT Peppermint ..... .16
Musk, fluted, pails..... .22
Cinnamon, Lemon, Sassafras, Rose..... .18
Midget fruit ..... .20
Conversation and hrts. .15
Liliput Conv. & herts.. .17
Midget Conv. Lozenges. .18
Crown T. T. Loz, 24 5c pkgs .80
Aurora Lozenges, 24 5c pkgs .80
Cough Troaches, 5-lb bx .25
Eagle Wafers, Peppermints ,Wintergreen.. .25

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Mixed Candy
(30-lb pails)

Plain Mixed 9½
Royal Mixed.....12½
Grocers' Mixed.....10½
Yankee Mixed 13
American Mixed.....13
Fancy A Mixed 15
Fancy C. Mixed.....14½
French S. Mixed 16
French No .1 Mixed.....18
French Extra Mixed.....20
Lady Mixed 15
Broken Mixed 9½

Steam Panwork

Anise Seed 22
Aromatic Cachous.....18
Assorted Berries.....16
Assorted Dragee.....14
Assorted Imperials.....16
Assorted Small Seeds....22
Bird's Eggs 17
Boston Baked Beans.....17
Burnt Peanuts.....18
Burnt Almonds.....25
Caraway Seed ,smooth....22
Caraway Seed, pearled...22
Celery Seed.....22
Cinnamon Beans large red15
Cinnamon Beans, imperial17
Coriander Seed, pearled..22
Jelly Beans, pails..12½ 14
Jelly Bird's Eggs.....17
Jelly Cranberries.....17
Jelly Limes.....17
Jelly Raspberries.....17
Jordon Almonds, fine 50
Jordon Almonds ,imitation18
Licorice Beans 15
Red Hots.....25
Ringed Marbles.....16
Sugar Coated Licorice Tablets 20
Sugar Almonds.....25
Sugar Plums.....16

Cream Goods.
(5-lb boxes)

Fondans Creams.....14
Hand Dipped.....20
Hand Dipped, with nuts on....22
Fruit and nut ices.....18
Cream Peppermint.....20
Crushed Fruit Bonbons..32

Chocolates.
(5-lb boxes)

Chocolate, plain 16
Chocolate, Hand Made 21
Chocolate Dipped Bonbons...21
Chocolate Dipped Bonbons with nuts 23
Chocolate ,Climax ,30-lb pails 18
Chocolate Chips 26
Chocolate Nonpareil Drops..21
Chocolate Wafers 22
Chocolate Cream Tablets 30 in box 1.10
Fleur de Lis Marshmallows, 6-
Fleur de Lis Marshmallows, 3-lb tins 28
Occidental Marshmallows, 3 lb tins 30
Dipping Marshmallows, 5-lb boxes 25
Angel Food, 5-lb boxes.. .20
French Nougat, 30 5c slices in box 1.00
Walnut, Apricot ,Spanish Nougat, 5-lb boxes ,lb....25

Sundries.

Opera Carmels 19
Rock Candy ,white & red .15
Rock Candy, brown..... .16
Licorice Drops 20
Licorice Sticks, 16 to lb.. .28
Licorice Tablets, 5-lb box.... 1.25
Licorice Tablets, 24 5c bx .80
Licorice Penny Sticks, 100 in box..... .65
Buttercups, 5-lb tins..... 25

Gum Goods
(5-lb boxes)

A. B. Gum Drops, asstd....9
A. B. Gum Drops licorice 9
A. B. Gum Drops, cryst'zd11
A. B. Bonbons, plain inbls 7
A .B. Bonbons, fancy, inbl 7½

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A. B. Bonobns ,fancy, crystalized, 5-lb boxes.....15
A. B. Fruits.....18
Royal Gum Drops.....15
Genuine Gum Drops, hard 25
Jelly Squares ,assorted...14
Bijou Sticks 18
Spiced Jelly Drops.....20
New Turkish Figs.....16
Fig Paste ,plain.....17
Fig Paste, tricolor.....18

Chewing Gum.

	Single	Box
Sweet Heart, per box....		60
Sen-Sen, 20 pieces.....		60
Sweet Heart, 20 pieces..		.60
Blood Orange, 20 pieces..		.60
Chiclets, 40 5c pkgs.....1.25		
Chiclets, 10 10c pkgs....		.80
Newton's Pepsin, 20 pkgs ...		60
Pearlo, 40 5c package		1 00

Department 21.

This Dept. corrected by Pacific Coast Biscuit Co.

CRACKERS.

Animals 14
Animals Iced
Assorted
Assorted Extra
Assorted Fingers
Boston
Butters Templar
Champions
Chocolate Wafer
Coco Taffy
Cocoanut Marshmallow
Currant Cakes
Cornhills
Cracker Meal
Cracknel plain
Dainty Chip
Dainty Marshmallow
Digestives
Egg Jumble
Fig Bar
Fruit Iced
Fruit Biscuit
Fruit Sultanas
Graham Gems
Ginger Cake
Ginger Nut
Graham
High Tea
Honey, Frosted 15
Jennie Lind
Lemon Snap
La Grand 12
Lemon Biscuit
Lemon Wafer
Lunch Pearl
Monitor
Marshmallow Wafer
Nicnacs 14
Nicnacs No. 1
Orange Wafer
Oysters
Pilot Bread
Pretzel 10
Popular Mixed
Picnics
Pilot, Extra
Pyramids
Quadruple Delight
Saltine
Seed Cake 12
Snowball 14
Salmon Peach
Sugar Cookie
Soda Gem
Soda, Salted
Soda No. 10
Soda No. 20
Soda No. 3
Soda Water Cracker
Saratoga Wafer
Star Wafer
Vanilla Biscuit
Vanilla Snap
Wafers Assorted
Wafers, Marshmallow
Zanzibar Lunch
Zu Zu Ginger Snaps, per doz.. 50
Vanilla Cream Wafer
Perfection Biscuit Company
Snaps

Department 22.
FANCY GROCERIES.
This Dept. is corrected by Wellman, Peck & Co., William Cluff Co.

Bouillion Capsules.

Armour's, 10 capsules in box 1.00
" doz boxes 3.00

BEEF EXTRACT

"Rex," 2 oz per doz	4.40
" 4 oz " "	8.00
" 8 oz " "	14.75
" 16 oz " "	27.50
Marshall's 2 oz, per doz	2.65
" 4 oz., per doz	4.75
Liebig's 2 oz, 32 12s to cs, dz	4.50
" 4 oz,16 12s to cs "	8.40
" 8 oz, 8 12s to cs, "	15.90
" 16 oz, 4 6s to cs, "	29.75
Libby's, 2 oz, per doz	4.45
" 4 oz, " "	8.00
" 8 oz, " "	14.00
" 16 oz, " "	26.00

Capers.

Capotes, 1 d in case	1.00 1.50
Nonpareil, small	1.50
Nonpareil, large	2.25
Nonpareil, Imperial qts.	10.00
" 2 litre	20.00
" 4 "	37.50

CHOCOLATES

Baker's.

Our registered guarantee under National Pure Food Laws is Serial No. 90



BAKER'S COCOA AND CHOCOLATE

48 HIGHEST AWARDS IN EUROPE AND AMERICA

Registered U.S. Pat. Off.

WALTER BAKER & CO., Ltd.

(Established 1780)

DORCHESTER, MASS.

	Per Lb.
Premium No. 1 Chocolate, 12 and 25-lb. boxes	37½
Vanila Chocolate, 6 and 12-lb boxes	30
German Sweet, 6 and 12-lb boxes	25
Breakfast Cocoa, ½-lb tins, plain, 6-lb. boxes	41
Breakfast Cocoa, ¼-lb tins, 12-lb. boxes	43
Cracked Cocoa, ½-lb pkgs, 12-lb boxes	
Caracas Sweet Chocolate, 6-lb boxes	
Soluble Chocolate (hot or cold soda), 1-lb cans	

Ghiradelli's. In paper.

Eagle, 24 1-lb	23½
Eagle, 12 1-lb	24
Eagle, 12 ½-lb	25
Eagle, 12 ¼-lb	26
Crescent, 6, 5 to lb	19½
Crescent, 12, 6 to lb	20½
Cal. Sweet, 6, 6 to lb	26½
Cal. Sweet, 12, 6 to lb	25
Monarch, 12 and ½ lb	28
Manarch, 12, 1-lb	27
Monarch, 12, ½ lb	28
Star, 24, 1-lb	20½
Star, 12, 1-lb	21

Ground. In tins

Ghirardell's, 12 1-lb	29½
" 24 1-lb tins	29
" 60 1-lb tins	28½
" 60 3-lb tins	27
" 30 3-lb tins	27

" 60 10-lb tins	26½
" 1 35-lb tins	26

In delivery cases.

Ghirardelli's, 60 3-lb tins	27
Venard's, 24 1-lb tins	22
" 20 3-lb tins	21
Miner's, 12 1-lb tins	25½
" 24 1-lb tins	24
" 20 3-lb tins	23

COCOAS.

Van Houten's, ¼s and ½s	83
Van Houten's, 1s	80
Royal Dutch, 12 ¼s	77
Royal Dutch, 12 1s	60
Epp's, 14 ½s	38
Fry's, 12 ½s	39
Webb's, 6 ½s	23
Lowney's, 6 ½s	37
Ghiradelli's Bkfst, 6 ½s	41½
" Bkst, 12 ½s	41
" Impri, 6 & 12 ½s	53
Miner's Breakfast, 6 ½s	38½
" Breakfast, 6 1-5s	40
Van Emden's Dutch, 1-lb	65
Van Emden's Dutch, ½-lb	70
Van Emden's Dutch, ¼-lb	75

Cereal Coffee.

Postum, 24 ½'s, per doz	$1.35
Postum, 36 1's, per doz	2.25
Fig Prune Cereal, 12 1s	2.25
Caramel Cereal, 36 1s	1.20
Graino, 12 1s	2.20

Chutney.

Bombay, assorted qts	$6.25
" assorted pts	4.00
" Major Grey, qts	7.50
" Major Grey, pts	4.50

CIDER.

Mott's boiled, doz qts	3.25
Monroe's, champagne, doz	2.50
" boiled, doz	2.75
Bidwell's, " "	2.50

COCOANUT.

Baker's.

Baker's Drifted Snow, pails	14
Bbls, 126 lbs	13
Brazil shr'ded or Table Talk, long thread, 20-lb pails lb	14
" 150-lb bbls, per lb	13
Table Talk in parchment bgs, cases of 30's, 60½'s or 30½'s and 15 1's	14½

Schepp's.

Shredded 1-lb pkgs, per lb	23
" ½-lb pail, per lb	24
" ¼-lb pail, per lb	25
" 12 5c pkgs	47½

Dunham's.

Shredded, 1-lb ppr, per lb	27
" ½-lb ppr, per lb	28
" ¼-lb pksg, per lb	29

COFFEE SUBSTITUTES.

Postum Cereal.

No. 1, 2 dz, sml pkgs, per dz	1.35
No. 3, 3 dz, lrg pkgs, per dz	2.25
No. 0, 1 dz, lrg pkgs, per dz	2.25

EVAPORATED MILKS.

BORDEN'S

MILK CO.

All Borden's Brands Guaranteed.



Eagle Brand—	
Condensed Milk, 4 doz	7.05
Pioneer Brand—	
Evaporated Milk (Unsweetened)	
Tall Cans, 4 doz	4.45
Small Size, 4 doz	2.20
Challenge	4.75
Floral	4.60
Rose	5.00

Borden's Malted Milk.

Trial size, pe rdoz	.90
Small Size	4.00

Large ize	8.00
Hospital Size	33.00

Alpine Milk.

20-oz., 1 to 5 case	4.15
20-oz., 5 to 10 case	4.10
20-oz., 10 to 25 case	4.05
Gallon, 6 to case	3.50

Carnation Milk.

20-oz., 1 to 4 case	4.15
20-oz., 5 to 9 case	4.10
20-oz., 10 to 24 case	4.05
20-oz, 25 to 49 case	
Gal., 6 to case, 10c less	

HONEYSUCKLE MILK.

20 oz., 1 to 5 cases, per case	$4.00
20 oz., 5 to 10 cases, per case	3.95
20 oz., 10 to 25 cases, per case	3.90
Baby size	3.00

Miscellaneous.

St. Charles, 4 doz in case	$4.50
St. Charles, 5 case lots	4.40
Jersey, 4 doz, per case	4.00
Lily	4.25
Highland	4.25
Pet, Fam., 4 doz to case	3.35
Baby Pet, 6 doz to case	3.00

Cottolene.

Single cs.	5 cs.	10 cs.	25 cs
Small 7.25	7.15	7.10	7.00
Medium ...7.25	7.15	7.10	7.00
Large 7.25	7.15	7.10	7.00

GELATINE.

Bromangelon.



(Straight and assorted flavors: Raspberry, Lemon, Strawberry, Orange, Cherry, Chocolate).

Large, 2 doz, per doz	1.20
Small, 3 doz, straight or assorted, per doz	.90
Silver White Keystone, per dz	1.00
Minute, per doz	1.00
Knox's, per doz	1.25
Knox's per gross	15.00
Knox, Acidulated, per doz	1.20
Cox's, per doz	1.15
Keck's, per doz	1.10
Plymouth Rock (1 doz. free with 3 doz.)	1.20
Sheet	.35

Ginger Confections.

China, per case of 6 stone jars	2.50
China, Chyloong small stone pots, per doz	
Crystallized glace, ½-lb. tin, per doz	2.50

Hops.

No. 1, ¼ lb, 30-lb box, lb	.30
No. 1, 1 lb, 30-lb box, lb	.30
Less than 30-lb boxes	.31

Junket Tablets.



1½ doz in container, per dz .80

Pure Food Colors, 1 doz. in container. Six colors: Berry Blue, Grape Green, Plum Purple, Raspberry Red, Lemon Yellow, Orange Gold and assorted.
No. 1-16 bottles, — doz ..... .80

Lemon Sugar.

Gilt Edge, 24½s, per doz	1.37½
Gilt Edge, 24 1's, per doz	1.85

Lime Juice.

Tahita, 24 8 oz, per doz	$1.25
Tahita, short measure, 16-oz.	1.50
Tahita, full measure, 32-oz.	2.50
Tahita, bulk, gal	1.00

Olives.

Bottled.

Queen Olives, 10 oz, oval, pts, 2 doz	3.00
Fluted Stuffed Olives, 5 oz., 6 doz	1.10
10 oz., oval olives, pts, 2 dz	2.50
Baby Pimolas, 10 oz., 2 doz	3.65
Baby Pimolas, 24 18s	6.25
Manzanilla, 8 oz, 4 doz	1.25
Manzanilla, 5 oz, 4 doz	1.10
American Ripe, pts, tin, 2 dz	2.25
American Ripe, qts, 2 doz	3.75
Old Mission Ripe, pts, 4 doz	1.80
Old Mission Ripe, qts, 2 doz	3.25

White Label, 5-oz., Manzanillas.

	Per doz
5-oz., Manzanilla	1.30
8-oz., Queen	1.85
10 oz., Queen	2.35
14 oz., Queen	3.75
22 oz., Queen	5.75
32 oz., Queen	9.00
64 oz., Queen	16.00
5 oz., Stuffed	1.30
10 oz., Stuffed	2.65

Olive Oil.

1 doz qts (California) per dz	8.00
2 doz pts, (California) per dz	4.25
4 doz ½ pts(California) pr dz	2.25
Callon tins, " each	2.50
½ gal. (California) each	1.50

Nicelle Brand.

4 doz ½ pts, case	9.00
2 doz pts, case	8.50
1 doz 22 oz., case	9.00
1 doz qts, case	8.00

Old Mission.

1 doz qts., case	8.00
2 doz pts., case	9.00
2 doz ¼ pts	4.80

Grogan's Purity Olive Oil.

Qts., 6 to gal, 12 to cs, pr cs.	7.50
Pts., 12 to gal, 24 to cs, pr cs	8.00
½ pts., 24 to gal, 48 to cs, pr cs	8.50
Gal. Can, 8 to case, per can	2.40
½ Gal Can, 12 to case, pr can	1.30

Mushrooms.

	doz.
Le Court, 100 to case	$3.50
La Forrest, 100 to cs	3.00
Hotel, 100 to case	3.00
Fancy Stuffed, pts	4.00

Peanut Butter.

Heron's 2 doz to cs, per doz 2.40



HOOPER & JENNINGS
Importers and Wholesale Grocers
Teas, Coffees, Dried Fruits, Provisions, Cigars and Tobaccos
462-468 Bryant St., bet 2nd and 3rd Sts.
Telephone Temporary 674 San Francisco

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Imperial, 2 dz, No. ¼, glass, dz 1.10
" 2 dz, No. ½, glass, dz 2.10
" 1 dz, No. 1, glass, dz 3.25

Peels.

Citron, 25-lb box..... .23
Citron, 10-lb box..... .23½
Lemon, 25-lb box..... .15
Lemon, 10-lb box..... .15½
Orange, 25-lb box..... .14
Orange, 10-lb box..... .14½

Plum Pudding.

Curtice, Individual, doz.....$1.10
" No. 1, doz..... 2.50
" No. 2, doz..... 4.50
" No. 3, doz 6.50
G. & D., 1s, 2 doz to cs, dz.. 2.50
" 2s, 12 to cs, doz.. 4.50
" 3's, 6 to case, doz.. 6.50
" 4's, 6 to case, doz.. 8.50
R. & R., Individual, doz.... 1.00
" 1's, per doz..... 2.65
" 2's, per doz..... 4.60
" 3's, per doz..... 7.10

Grandma's Spanish Pepper.

Large, 2 doz. to case, case.. 4.00
Small, 4 doz to case, case... 3.50

Salad Dressing.

Durkee, small, 2 dz, per doz.. 2.50
" large, 1 doz, pr doz 4.25
" picnic size, 4 dz, pr dz 1.00
My Wife's, 2 doz, ½s, doz.. 1.70
My Wife's 1 doz, 1s, doz.... 2.75

Salad Oil.

Tierces, about 50 gal., gal..$ .75
1 gal. tins, 10 to case, gal.... 1.00
5 gal. tins, 1 to case, gal.... .95
½ gal. tins, 20 to case, gal.. 1.10
Quart bottles, 12 to case, doz 2.75
Pt Bottles, 24 to case, doz.. 1.50
½ pt. bot., 36 case, doz.....

Saratoga Chips.

(Less 5 per cent.)

Bulk, 15-lb box 3.60
Cartons, 6-oz.. 24 in case, doz 1.30

SALT.

Cal .Table & Dairy, 75 2's, 60 2½'s, 50 3's, 30 5's, 15 10's and 8 20s, per bale..... 1.75
Do 50-lb bags, ton.....12.00
Leslie's Sterilized, 75 2's, 50 3's, 40 4's, 30 5's, 15 10's, and 8 20s, per bale..... 2.25
Do, 50-lb bags, ton.....none
Leslie's, 50s 20.00
Imptd Liverpool, 50s, ton....20.50
" " 100s, ton....19.50
" " 200s, ton....19.00
Genuine Werrington, 50s, pr ton20.00

H. R. H. Liverpool.

Bales of 75, 2s, per bale....
Bales of 50 3's, 40 4's, 30 5's, 15 10s, 8 20s, per bale....
Bags, 50s, per ton.....

Worcester.

Worcester Dairy, bbl 320 lbs (5 bbls. 5.25)..... 5.25
Worcester Dairy, bbl 320 lbs, 10 bbls 4.75
Worcester Table, 140 2s, 100 3s and 60 5s..... 1 bbl 5.75 5 bbl 5.50
Worcester Table, 30 10s 5.50 5.25
Worcester Table, 50lb sacks, Irish Linen ..... .90 .85

Rock Salt.

Half-Ground, 100-lb sks, ton 9.50
" " 50s, ton.....10.00
Stock, 100-lb sack, per ton. 8.50
" 50s, ton 9.00

Package Salt.

Leslie's Sterlized, 48 2's..... 2.75
" " 24 3's..... 2.00
" " 20 5's..... 2.50
" " 50 2's..... 3.60
R. S. V. P., 2s, 24 to case... 2.80
R. S. V. P., 3s, 24 to cs, pr cs. 2.00
R. S. V. P., 5s, 20 to cs, pr cs. 2.50
Log Cabin, 24 2s..... 1.70

Celery Salt.

Durkee's, 1 doz in box..... 1.25

SOUPS.

Anderson's 20 varieties..... .90
Campbell's, 21 varieties..... .90
Snider's, Tomato, 3's..... 2.60
" " 2's..... 1.85

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Van Camp's, 21 varieties.... .95
Libby's, 2's, assorted..... 2.35
" 1's, " 1.40
" concentrated, 1's..... 1.00

Franco-American.

	Qts	Pts
Mock-Turtle, Ox-Tail, Consomme, Bouillon, Julienne, Vegetable, Beef, Pea..	3.15	1.80
Chicken	3.50	2.00
" Gumbo	3.30	2.00
Green Turtle, thick.....	7.00	3.60
" " clear	9.50	....
Mulligatawney	3.50	2.00
Tomato	3.15	1.80
Assorted	3.25	1.85

Truffles.

1-16 glass, per doz..... 3.60
1-16 tins, per doz..... 2.75
⅛ tins, per doz..... 5.25
¼ tins, per doz.....10.45
½ tins, per doz.....20.35

Yeast Cakes.

Magic Yeast, case..... 1.20
Yeast Gem, case..... 1.15
Great Western 1.00
Gillet's Magic 1.20
Yeast Foam 1.20

Department 24.

GROCERY SUNDRIES.

This Dept. is corrected by J. H. Newbauer & Co., Sussman, Wormser & Co.

Axle Grease.

H. & L., per case $2.00
C. & S., 2-doz case, per case 2.00
" 5 case lots..... 1.95
" 10 case lots..... 1.85
Frazer's, 2 doz tins, per case 2.25
Frazer's, 4 doz wd, per case. 3.60
Frazers, 15-lb pails..... 1.00
Mica, 3 doz tins, per case.... 2.60
Castor Oil, 2 doz 1s..... 2.60
Universal, 2½, light..... 2.00
Universal, 2½, dark 1.75

Paper Bags.

Automatic, Self-Opening. 500 in pkg., List.

¼-lb	$1.00	8-lb	4.80
½-lb .. .	1.20	10-lb	5.20
1-lb	1.60	12-lb	6.30
1½-lb	1.70	14-lb	8.30
2-lb	2.00	16-lb	9.00
3-lb	2.50	20-lb	10.00
4-lb	2.90	25-lb	11.00
5-lb	3.40	30-lb	13.00
6-lb	4.00	35-lb	15.00
7-lb	4.40		

Sizes 8 to 35 lbs.
Sugar Bags, broad bottom, lb .06

Discounts from above list:
Cheapest, 50%.
Eagle or Equal, 50%
White bags, 50%.
Lion, 40%.
Mikado (stripped) 40%

Bluestone.

Barrels, per lb..... .12
5 bbl. lots, per lb..... 11½

BATH BRICK

Bristol, 2 doz, per case..... .80
Powdered, Large 1.40
Powdered, Small 1.60
Assorted 1.50

CANDLES.

Admantine.

Adam, 14-oz., 20s..... .11½
" 12-oz., 20s..... .10½
" 10-oz., 20s ..... .09¾
Hotel, 40s, 12-oz..... .10¾
(Wrapped ¼c higher.)
Chippowa, 1 oz..... .07

Torchlight

Stearic Acid, 12 oz, 20s.... .10¼
" 14 oz, 20s.... .11¼
" (wrap) 16 oz 20s .13¼

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Stearic.

Schneider's 14-oz., 20s.... .14
Schneider's 14-oz., 40s.... .13⅞
Schneider's 16-oz., 20s.... .15¾

Paraffine, Etc.

Per lb

4s, 6s, in cartons of 36-lb bxs 11
12s, in cartons of 36-lb bxs.. 11¼
½-lb, in cartoons of 25-lb bxs 11
1-lb cartons of 25-lb bxs.... 11

Colored, 1c higher.

Beeswax, pure for churches .35
Do No. 2..... .27½
Do No. 3..... .22½
Christmas, all sizes..... .09
Do holders, per gross.....85
Wax Tapers, per doz pkgs.. .80
Do Per gross.....8.00
Night Lights, German, on pap & wd, per doz..... .40
Do French, on tin, doz 85, 1.25

Werks

16 oz, S. A., 40s, (wrap).. .16¼
16 oz, S. A., 20s..... .15⅞
14 oz., S. A., 40s, (wrap).. .14
14 oz, S. A., 20s..... .13⅞
14 oz, Adam, 20s..... .11¾
12 oz, Adam, 20s..... .10¾
10 oz. Adam 20s..... .09

Standard Oil Company. Electric Light.

Per Set

6s, 16 oz., 20 sets..... .11¼
6s, 14 oz., 20 sets..... .10¼
6s, 12 oz., 20 sets..... .09¼
6s, 10 oz., 20 sets..... .08¼
12s, 12 oz., 40 sets (hotel).. .09¼

Granite Mining.

Per Set

6s, 16 oz., 40 sets..... .13¼
6s, 16 oz., 20 sets..... .13
6s, 14 oz., 40 sets..... .10¼
6s, 14 oz., 20 sets..... .11¾
6s, 12 oz., 20 sets..... .09¾
6s, 12 oz., 20 sets..... .09¾
6s, 10 oz., 20 sets..... .09
12s, 12 oz., 40 sets (hotel).. .10

Paraffine Wax.

Per Set

1s, 14 oz., 25 sets white.... .10½
2s, 14 oz., 25 sets white.... .10½
4s, 14 oz., 36 sets white.... .10½
6s, 14 oz., 36 sets white.... .10½
12s, 14 oz., 36 sets white... .11
Colored, 1 cent higher.

Radiant Paraffine Wax.

Per Set

4s, 14 oz., 36 sets ..... .10
6s, 14 oz., 36 sets ..... .10
6s, 14 oz., 20 sets ..... .09¾
6s, 10 oz., 20 sets ..... .08

Egg Food.

Pratt's, 26-oz, 2 doz in cs...$4.50
Wellington's, 1-lb, 2 doz boz. 4.00

Fly Paper.



Sticky (holders gratis).....$ 2.50



Tanglefoot, per case..... 2.50
Tanglefoot Holders, per case of 50 ..... .35
Subert's, 40 5s, paper in box .90

Fruit Jars.

(Net cash—no discount)

Mason's, pts, per gross..... 6.25
Mason's, qts, per gross..... 7.00
Mason's, ½ gal., per gross..10.00

Fruit Jar Caps

Porcelain, 6 doz to box, pr bx 2.80

Fruit Jar Rubbers.

No. 1 White, per lb..... .60
"Gold Seal," cartons, per gr .75
"Badgers," cartons, per gr.. 60
Red Ribbon ..... .75

40

Glue.

Le Page's, 1 oz per doz..... .80
Le Page's, 2 oz., per doz.... 1.30
Le Page's ½-gill tins, per doz 1.50
Le Page's, 1-gill tin, per doz 2.00
" " Tubes, small, gr....12.00
" " " big, per gr....18.00

Cordage.

Basic price—Manilla 15¾. Sisal 10¾, (5,000 lbs. ¼c and 10,000 lbs. ½c less.) All kinds advance on base price per pound as given underneath:

	Sis.	Man.
Rope, 1¼-in., (7-16 diam		
" 6 and 9 thr. (¼ and upwards)	basis	basis.
12 thread (⅜ diam)	½	½
and 5-16 diam)..	1	1
" Bale, 3 and 4 strand	½ less	basis
" " 2, 6, 8 st'nd	½	½
Lath Yarn	basis	basis
Hop Twine, tarred....	1	1
Grape Vine Twine.....	1	1
Spring Twine	..	2½
Paper Twine, unoiled..	½	2¼
Whale Line and Bolt..	..	1
Hawser laid rope for well-boring	..	1
Transmission of Power	..	6
Lanyard and Tarred...	..	basis
Lariat Rope, hd tw, unoiled, 3 & 4 st'd..	1	1
Sash Cord in coils..		

Cuttle Bone.

Birds', per lb..... .30

Insect Powder.

Eureka, 10c size, per doz.... .75
Eureka, 25c size, per doz.... 1.75
Eureka, 60c size, per doz.. 4.50
Eureka, $1.00 size, per doz.. 8.00
Buhach, 2-oz., per doz..... 1.15
" 4-oz., per doz..... 2.15
" 8-oz., per doz..... 3.75
" 16-oz., per doz..... 6.80
" 6-lb, per lb..... .60

Matches.

Tins 1.65
Boys, doz boxes..... .12
Swedish Safety, per gross.... .65
Swedish Wind, 1 gross..... .90
Vulcan Paraffine, 65s per gr .55
Do 50 grs lots..... .50

Diamond Match Co.'s.

Anchor, 200s..... 1.70
Do, 500s 4.00
Bird's Eye, 500s, gr..... 3.75
3 Noes Safety, 100s..... 7.75
Bees Wax, 100s..... 4.50
Globe, 100s 5.00
Domino, case 2.75
Red Top Safety 2.75
S. & C. Eastern Parlor 80's.. 4.25
S. & C., 200s 2.25
S & C., 300s..... 3.25
S. & C., 500s..... 4.25
Press, 100s, 5-gross case.... 4.75
Little Star, per case..... 2.20
Search Light, 100s, large, 1 gr 4.75

Paper, Wrapping

Butter, White, per ream.. .20
Do Waxed, per ream... .25
Manila, No. 1, rolls or flat.. .06
Manilla, No. 1, rolls or flat .05
Straw, per ream..... .95
Do rolls, any size, per lb .03½
Drab, per ream..... .60
Do rolls, any size, per lb .03¾

Paper, Toilet.

Royal, 100 rolls of 500 shts.. 4.00
O Keyed, 5-oz rolls, per case 2.50
Royal, 8-oz rolls, per case.. 4.25
O Keyed, tablets, per cases.. 3.75
Pastime, tablets, per case... 4.50
Union, per case..... 7.00
Lulu, pkgs, 4000 shts, per cs 3.75
Astoria, pkgs 450 shts, per cs 3.90
Windsor, pkgs 500 shts, per cs 4.00
Universal, pkgs 700 shts, pr cs 6.00
Great Eastern, pkgs 1000 shts, per case 7.50
Popular Rolls, 5 oz, 100 rolls, per case 3.00
Daisy Rolls, 9 oz, 100 rolls,

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per case 4.50
Express Rolls, 10 oz, 100 rolls, per case 5.00
Asbestos Rolls, 11 oz, 100 rolls, per case 5.25
Mammoth Rolls, 16 oz, 100 rolls, per case 7.50
Pyramidal, 2000 sheets, 50 rolls in case 7.50

"No-Meds"

(Cereal Laxative.)

48 cartons to case, per case..$12.00
Less 30 % discount to trade.
Varying cash discount dependi g on quantity purchased.

Polishes, Shoe.

Day & Martin's.

Large, 6 dz to case, doz.... 3 00
Medium, 6 dz to case, doz.. 2.25
Small, 10 dz to case, doz.... 1.6

Mason's Russet Polish.

	Doz.	¼ Gr.	Gr
No. 2	.40	1.20	4.80
No. 3	.70	2.00	8.00

Comb Black Dressing.

	Doz.	¼ Gr.	Gr.
Large	1.50	4.50	18.00
Small	.80	2.30	9 20

Combination Russet.

	Doz.	¼ Gr.	Gr.
Large	1.50	4.50	18.00
Small	.80	2.30	4.80

Mason's Stove Polish.

	Doz.	¼ Gr.	Gr.
.....	.45	1.20	4.80

Polish, Stove.

Rising Sun, large pkg., per gr 6.25
Do 5-gross lots 6.00
Do Small pkg., per gross.. 3.85
Sun Paste, lrg, ¼ gr bx per gr 5.00
Enameline, No. 4 tins, per gr 5.00
Do No. 6 tins, per gr.... 8.25
Do Liquid, pt-tins, bx 3 dz 2.25

X-Ray Stove Polish.



Small, 3 doz. to case, per cs 1.50
Large, 3 doz to case, per cs 2.50
(½ doz. free with each case.)

Polish, Metal.

Electro Silicon, 1 gr in case per doz ..... .80
Brilliantshine, ½ pts, per doz .95
Brilliantshine, pts per doz.. 1.80
Brilliantshine, qts, per doz.. 3.15
Do, ½ gal., per doz..... 6.00
Do 1 gal tins, per tin.... .85
U. S. Metal Polish, qts..... 3.67
" " pts 2.00
" " ½ pts..... 1.25
U. S. Metallic Polish Paste, lb. package, doz..... 3.35
½-lb. package, doz..... 1.67
3-oz package, doz..... .50
Barkeeper's Friend, pwdr, gr. 21.60

Seeds.

Anis ..... .15½
Canary ..... .07
Caraway ..... .15
Celery ..... .17½
Coriander ..... .11
Cumin ..... .18
Flax, ground ..... .06
Flax, whole ..... .06½
Hemp, sacks ..... .06½
Millet ..... .06½
Mustard ..... .10
Poppy ..... .15
Rape, Cal..... .06
Bird gravel, 2s, per doz.... .85
Bird Seed Mixed, 48 1s, doz .80
Red Ribbon, 60 1s..... .6½

Original sacks ½c less

Sheep Dip.

Little', 10-gal tins, per gal.. 1.20
Little's, 5-gal drums, per gal 1.20
Smith's, 10 ½-gal tins, gal .95
Smith's, 5-gal drums, per gal .95

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Shoe Blacking.

	Doz.	¼ Gr.	Gr.
No. 1	.25	.75	2.80
No. 2	.30	.85	3.25
No. 3	.35	1.00	3.85
No. 4	.45	1.40	5.45

Shoe Dressing.

Boss, 3 dz to cs, per gr..... 9.00
Russian, 3 dz to cs, per gr.. 12.00
Shinola, per gross..... 10.00
16 Shinola outfits of brush and dauber, no charge.
Shinola paste, case of 3 doz 2.50
3 solid brass scoops, no charge

Bixby's Polishes.

Royal Polish, 1 doz in box.. .85
Royal P'lish, 3 dz bx, ham'r free 2.55
Shoe, Satin, 1 dz (sml comb'n) .75
No. 5 Shoe Satin Pste, 1 doz .80
No. 5 Shoe Satin Paste, 1 doz .40
No. 10 Satinola Paste, 1 doz .80
No. 10 Satinola Paste, 1 doz in box ..... .80
Satinola, combination, sml, dz .75
Satinola, combination, lrge, dz 1.25
Shoe White Cream, per doz .85
Ermino White Paste, per doz .80



Jet Oil, doz..... .85
Jet Oil, 3 dz bx, 5 Bixola free 2.55

Bixby's.

"BBB," size M., ¼ gr. box.. 1.25
"BBB," size B, per ½ gr. box 2.50

Twine.

Sack, 4-ply, 12-lb pkgs, lb	.29
" 4-oz balls, per 3-lb pkg	.26
Hemp, 3-oz balls, per 3-lb pkg	.26
" 2-lb cones, per lb	.26
" 3-ply, 100-lb bales	.26
Cotton, 4-ply, 100-lb bales, lb	.26

Binder Twine.

Pure Manila, 650 ft to lb, pr lb 14½
Manila, 600 ft to lb, per lb. 13½
Standard, 500 ft to lb, pr lb 11½
Sisal, 500 ft to lb, per lb.. 11½

Wax.

Fruit, 25 1-lb pkgs, per box.. 1.50
Mint Wax, per box..... 1.50
Japan, per lb..... 19½
Beeswax ..... .38
Pure Ref. Paraf., 40 1s, lb.. .10
Pure Ref. Paraf., 20 1s, lb.. .10

Wax Strings.

12-in., 10 pkg, 100 stgs each. 1.75
14-in., 10 pkg, 100 stgs each. 1.90

Department 25.

WOOD AND WILLOW WARE

AXE HANDLES.

This Dept. is corrected by **The Heyman-Weill Co., Sevenson Co.**

Ex, 36-in., doz..... $2.50
No. 1, 36-in., doz 1.75
No. 2, 36-in., doz..... 1.35

Baskets.

	Per doz.
Cal., Open, Spruce, No. 3	.85
Cal., Open, Spruce, No. 4	.90
Cal., Open, Spruce, No. 5	1.25
Cal., Satchel, Spruce, nest, 0-5	1.35
Cal., Satchel, Spruce, nest, 1-5	1.00
Cal., Satchel, Spruce, nest, 1-41	.71
German Market, nest of 4	1.25
Clothes, Oval, Wil., No. 2	8.00
Clothes, Oval, Wil., No. 3	9.25
Same, nest of 5 sizes	3.50
Japanese Telescopee, nest of 5, size 18x12x7	1.25
Same, size 20x13½x7	1.50
Same, size 24x15x10	1.90

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Bowls, Wooden.

	Per doz
Maple, No. 1, 11-inch	.80
Do No. 2, 13-inch	1.75
Do No. 3, 15-inch	3.00
Do No. 4, 17-inch	4.75
Do No. 5, 19-inch	6.50
Do No. 6, 21-inch	8.50

Brooms.

	Per doz
No. 7 Special	4.00
Little Lady	3.65
Dandy	3.10
Cooks' Choice	2.35
Ladies' Pride, No. 1	2.85
Toy, string	1.00
Common Whisk	1.00
OO Whisk	1.20
Leader	2.40
Flyer	2.90

Brushes.

	Per doz
Dust	2.25 12.00
Scrubbing	.55 3.00
Dandy	1.50 5.75

Shoe Brushes.

No. 415, black tampico No. 59	.95
No. 25 Mixed Center	1.75
No. 173, all black	2.25
No. 141, black and white	4.00
No. 413, bristles	4.50

Stove Brushes.

	Per doz
551 tampico, handles	.90
No. 41, Black Bristle	1.90
No. 411, Black Bristle	2.25

Ox Fibre Brushes.

	Per doz
Tub Cat, 10½x2½ in face..	1.50
Do Rat, 8½x2½ in face..	1.25
Do Mouse, 6¼x2½ in face	1.00

Can Openers.

King, doz ..... .75
Sprague, doz ..... .45

Carpet Sweepers.

Bissell's, per doz, 25.00 to 27.00
Standard, per doz..... 23.00

Cheese Safes.

Round, 22-in each..... 2.25
Square each 4.00

Clothes Lines.

Sisal, 40-foot, per doz	.90
Sisal, 60-foot, per doz	1.25
Cotton, 40-foot, per doz	.80
Cotton, 60-foot, per doz	1.20
Sash Cord, 60-foot, per doz..	1.75
Sash Cord, 90-foot, per doz..	2.50
Wire Cord, 50-foot, per doz..	1.30
Wire Cord, 75-foot, per doz..	1.75
Wire Cord, 100-foot, per doz..	2.15

Clothes Line Pulleys.

Galv. Iron, with eye..... $9.50
" " with hook ..... .60

CLOTHESPINS.

Common, per box of 5 gross.. .70
U. S. Patent Spring, per gross .55

CORKS.

Demijohns.

(Discount of 40% and 10%)

½ gal $5.75
1 gal 7.50
2 gal 13.50
3 gal 16.00
5 gal 24.00

Dust Pans.

No. 1 Japan, doz..... .75
Covered, doz 1.30
Janitor, doz 2.25

Dusters.

	Per doz
China, fancy colored	.80
Standard Turkey, No. 10	2.25
" " No. 12	3.10
" " No. 14	3.80
" " No. 16	4.85
" " No. 18	5.60

DOOR MATS, COCOA.

	Per doz
Light, No. 1, 14x24	4.40
Do No. 2, 16x27	6.00
Do No. 3, 18x30	7.75
No No. 4, 20x33	9.50
Medium, No. 1, 14x25	5.50
Medium No. 2, 16x27	7.00

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Medium, No. 3, 18x30	8.75
Medium, No. 4, 20x33	10.50
Extra, No. 2, 16x27	10.00
Extra, No. 3, 18x30	13.00
Extra, No. 4, 20x33	15.50
Extra, No. 5, 22x36	19.00
Keystone Steel Mats, sq. ft..	.30

Faucets.

	Per doz
Cork Lined, No. 0	.45
" " No. 2	.45
Cork lined, No. 3, doz	.90
" " No. 4	.60
" " No. 6	.75
" " No. 8	.90

Ironing Boards.

1-ft., per doz	4.70
4½-ft., per doz	5.40
5-ft., per doz	6.35
5½-ft., per doz	7.50

LAMP BURNERS.

Opposition.

0 or E, per doz	.65
1 or A, per doz	.75
2 or B, per doz	.85

LAMP CHIMNEYS.

Electric—In Cartons.

No. 2, 6 doz in case, per doz 1.10

Lantern Globes.

Packed 5 doz in case..... 70

Aurora Rochester.

	Per doz
No. 1, 6 doz in case	.75
No. 2, 6 doz in case	.90
No. 3, 6 doz in case	2.00

Macbeath Pearl Top.

No. 1 or A, 6 doz in case..	85
No. 2 or B, 6 doz in case..	1 05

La Bastie.

	Per doz
No. A, plain bulk, 6 doz in cs	1.22
No. B, plain bulk, 6 doz in cs	1 53
No. A, crimp bulk, 6 dz in cs	1.32
No. B, crimp bulk, 6 doz in cs	1.63

Common Chimney.

	Per doz
No. 0 or E, 6 doz in case..	.40
No. 1 or A, 6 doz in case..	.45
No. 2 or B, 6 doz in case..	.65

LEMON SQUEEZERS.

Ball, per doz	$0.85
Glass, No. 1, per doz	.75
Class, No. 3 (for oranges) dz	1.25

MOPS AND HANDLES.

	Per doz
9-lb. Mops	1.35-1.65
12-lb. Mops	1.80-2.20
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per doz
Wood, painted, 3 hoops	2.65
Wood, varnished, 3 hoops	2.50
White Cedar, 3 galv. hoops	3.25
Fibre	3.60
Galvanized, 8 quarts	2.05
" 10 quarts	2.30
" 12 quarts	2.55
" 14 quarts	2.90

SHELF PAPER.

	Per gross
Narrow, assorted colors	.12
Lace paper, per box	.30

TUBS.

White Cedar—No .0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.
Fiber—No. 0, $19.00; No. 1, $15.75; No. 2, $13.75; No. 3, $12.25.
Galvanized—No. 0, $5.85; No. 1, $6.95; No. 2, $7.95; No. 3, $8.85.

WASHBOARDS

	Per doz
California, regular size	2.25
Little Lady, glass	1.85
Little Lady, zinc	1.10
Peerless, double	3.50
North Star	2.65
Crystal Glass	4.40

Washing Machines

Waverly	6.75
Matchless	5.85
Western	3.75
Majestic, family size, each	6.00
Snowball, family size, each	6.75
Leader, family size, each	7.00
Shelby, family size, each	7.50

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WICKING.

	Grs
Lamp, 0 or E, ⅜-inch	$0.30
Lamp, 1 or A, ⅝-inch	.40
Lamp, 2 or B, 1-inch	.60
Lamp, 3 or D, 1½-inch	.85
No. 1, Rochester	1.50
No. 2, Rochester	2.25
No. 3, Mammoth	7.50
Junior Rochester	2.00
Stoves, 3-inch	1.50
Stoves, 3½-inch	1.90
Stoves, 4-inch	2.00
Stoves, 4½-inch	2.00

WRINGERS.

Wood Frame.

Two top screws; iron tub clamps.

	Per doz
Royal, 10x1¾ inches	37 50
Challenge, "	21.00
King Special "	22.50
Empire "	30.00
Century, 10 inches	28.50
" 11 inches	31.50
" 12 inches	35.00

Iron Frame.

Superior, 10 inches	29.50
" 11 inches	33.00
" 12 inches	37.00
Crescent	27.00

Ball Bearing.

Hitchcock	33.00

MISCELLANEOUS.

Barrel Covers, 17-in. (flour barrel size), per doz	1.80
Barrel Covers, 21-in. (sugar barrel size), per doz	2.70
Brownies, per doz	.75 1.00 1.25
Butter Ladles, plain, doz	.45
Butter Ladles, clays, doz	.85
Butter Spades, doz	.40
Dishes, oval, ½-lb., per M	1.50
Dishes, oval, 1-lb., per M	1.75
Dishes, oval, 2-lb., per M	2.25
Dishes, wire end, ½-lb., per M	1.60
Dishes, wire end, 1-lb., per M	1.75
Dishes, wire end, 2-lb, per M	2.25
Egg Beaters, Dover	1.00
Measures, fiber, 4 pieces	1.25
(Set pt., qt., ½ gal and funnel)	
Lanterns, O Tubular, doz	5.50
Lantern globes, in bbls	.70@95
Mouse traps, 1 to 5 holes, doz	.45@60
Mouse traps, "Sure Catch," dz	.35
Traps, rat, "Blizzard," doz	.90
Nest Eggs, per doz	.20
Oil cans, glass, wire cover, 1 gal, per doz	4.50
Oil Cans, gal., glvnzd iron	2.15
Oil Cans, 5 gal., glvnzd iron	7.50
Potato Mashers, per doz	45@75
Rolling Pins, per doz	1.35@1.50
Spoons, wooden	.30c, 37c .65
Step Ladders, each per ft., 14-22-40	
Tacks, steel, asstd, 2 14-oz	.25
Tacks, Common, 2 oz., doz	.11
Tapers, gas, 30 17-in, tgs.dz	65
Toothpicks, box	2.50, 2.75
Twine Holders, hanging, doz	2.00
Spittons, fiber, 13-inch	6.25
Spittons, fiber, 12-inch	5.00
Spittons, fiber, 9-inch	4.15
Whips, per doz, from 90c to	18.00
Window Screens, 12-inch, doz	2.45
Window Screens, 18-inch, doz	2.90
Window Screens, 24-inch, doz	3.25

Department 26.

STATIONERY.

Corrected by the
Schwabacher-Frey Stationery Co.
42-44 Sutter St., San Francisco.

Blank Books.

Counter, 72 leaf, per grs	5.00
Counter, 90 leaf, per grs	6.00

Day and Ledger.

Cap, canvas, 200 pp., each	.30
Cap, canvas, 500 pp., each	1.00
Crown Cloth, 150 pp., each	.75
Crown Cloth, 300 pp., each	1.00
Cap, Im. Leather Bnd, 600 pp	3.20

Writing Paper.

Tanglewood.	Ream
Commercial Note, 5lb	.60
Commercial Note, 6lb	.72
Letter, 10-lb ex	1.20
Cap, 12-lb ex	1.44

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Envelopes.

	Per M
XX, 5-in	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX,4-in.,Baronial cream or white	1.40@1.80
XX,5-in.,Baronial cream or white	1.60@2.00

Inks—Carter's or Diamond.

Black, 2 oz cylinder, p. gr	4.50
Red, 2 oz, 3 dz to box, pr bx	1.25
Black, 4 oz, per gr	7.20
" or Blue Blk, ½ pt,dz	2.17
" or Blue Blk, pt, dz	3.50
" or Blue Blk, qt	6.00

Lead Pencils

	Gross
Cedar, rubber tip	1.25
Red plshd, mtl rbbr tip,I.X.L	1.65
" Matchless	3.00
Yellow, pshd, rbr tip, round	4.00
" plshd, rbr tip,hexagon	4.00
Black, plshd, rbr, tip, Nos. 1, 2, 3, 4, "Office" Hex	4.50
Carpenters, 3 dz to bx, pr bx	1.00

Steel Pens.

	Gross
Railroad, 1 gross in box	$0.40
Stub, ex fine, sml, mdn lrg	.40
Falcon	.40
Bank	.40
School, fine	.40
Spencerian Nos. 1, 2 or 3	.85
Gillott's, No. 404	.50
Gillott's, No. 303	.90
Pacific Mail, cinkle plate	1.00
Tuxedo	1.00

Department 27.

This Dept. is corrected by
Wellman, Peck & Co., Tillmann & Bendel.

AMERICAN TOBACCO CO.

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb Cases)	
Seal of N. C. 1⅜ oz foil	68
" 3½ "	61½
" 8 "	58¼
" 16 "	56⅝
" 1⅜ oz cloth	68
Seal of N. C., 3½ oz clth pchs	63¾
pouches	68
Seal of N. C. 16 oz decorated tin canisters	58¼
Old Eng. Curve Cut, 1⅜ oz curved tins	75½
Old Eng. Curve Cut, 3½ oz curved tins	75½
Old Eng. Curve Cut, 8 oz	75
Old Eng. Curve Cut, 16 oz	75
Continental Cubes,1⅜-oz tins	75½
Monte Cristo Slabs, 3½-oz tins	75½
Van Bibber, sled plg, 1⅜ oz tins, 2½ lb cartons	70
Three Feathers, 1⅜ oz, 1¼ lb cartons, net	58¾
Pedro, 2½-oz foil	51½
" 2½-oz pouch	51¾
" 2½-oz assorted	51
" 16 oz decorated tin canisters	41½
Dixie Queen, 1⅜-oz foil	41¾
" 8-oz tins	41½
" 1⅜-oz canisters, 6 lb cartons, 30 lb in cases	64 42
Duke's Mixture, 1⅜ oz sacks	40
Arlington, 1⅜ oz foil	63½
Duke's Cameo, 1⅜-oz	41½
Duke's Cameo, 2½ oz foil	47¼
Melrose, 1⅜-oz foil	66⅜
Fragrant Vanity Fair, 1½ oz foil	93
Red Indian Plug Cut, 1⅜ oz and 3½ oz foil	39
Fashion, 1⅜ oz	38¾
" 16 oz canisters	42¼
Fashion Pail	42¼
Bull Durham, 1 oz	62
" 1⅜ oz	62
" 3½ oz	59
" 8 oz	57
" 16 oz	53
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb	24
Echo Plug Cut, 1⅜ oz(16-oz, 49)	47⅜

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Red Bell, 1⅜ oz	40⅛
" 16-oz pails	41⅛
Cornell Mixture, 3½-oz tin	83¼
Oriental Mixture, 3½ oz tin	93
Honey Dip Twist, 10 to lb	43⅛
Grizzly, 16 oz, 24-lb cases	54⅛
Five Bros. Pipe Smoking, long cut,paper pkgs, 3½ oz, 5 lb cartons, 30, 50 & 100 lb cases	38
Pride of Virginia, 1⅜-oz, 3½-oz and 8-oz tins, 2½-lb boxes, 10 & 25-lb cases	75
Golden Cupid, 1⅜ oz foil, 25, 50 & 100-lb cases	60⅞
Sure Shot, 2s	33
Union Leader, 1⅜-oz foil	41½
" 3-oz pouch	41
" 8 and 16 oz canister	41
Union Leader, 16-oz milk can	41
Plaza, 1⅜-oz cloth, 5-lb cartons, case of 25 lbs, net	37¼

Fine Cut Chewing.

Hiawatha, 2 oz, b'ght or d'k, 1-lb cart, 10-lb cs, per lb	59
Hiawatha, 5-lb cs, 1-lb carts	59
Hiawatha, 16 oz, b'gt or d'k, 5-lb pails, lb	59
Hiawatha, b'gt or dark, 10-lb pails, per lb	56
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb pails	44
Rose Leaf, 10 to lb, bright or dark, 1-lb cart, 5-lb drums	67
Tiger, 1⅜ paraffine bags, 5-lb moisteners	41

Cheroots and All Tobacco Cigarettes.

Old Vir. Cheroots, 5 in bundle	13.25
$12 in less than 1M lots.	
Old Vir.Cheroots,5 in bundle	13.95
Bet. the Acts Little Cigars, 10s tin	8.25
Bengal little cigars, 10s, (10 per cent in free goods)	7.30
Royal Bengal, 10 in pkg, 100 in carton	11.50
Van Bibber Little Cig., bundles of 10, boxes of 100	16.20
Sub Rosa cigarros, 10s, cartons of 500, per M	4.00

Stogies, Etc.,

Less 2% for cash.

Star Pittsburgh stogies 1-10s, 5 for 10c	15.00
Florodora little cigars, 1-10s, 3 for 5c	12.25
Red Top Stogies, 1-10s, 3 for 5c	12.50
Red Label Stogies(Jenkinson)	11.65

Cigarette Paper.

Vanity Fair, 50 pkg in box	.97½
Wheat Straw,50 pkg in bx,net	1.30
Wheat Straw, 100 pkg in bx net	2.65
Wheat Straw, Interlock, 50 pkg in box	1.35
Wild Oats, 40 pkg in box	.90
Red Seal, 50 in box	.25
Zig-Zag, 100 in box	2.50
Riz la croix	1.95

Plug Tobacco.

(Subject to discount 2%)

Battle Ax, 16 oz, 5 cuts, 12 and 24 lb bts, net	39
Big Gun, 16 oz, 3x12 smooth, bright, 6 sp, 16 lb butts	44
Boot Jack, 3x12, R & R, 5½ oz, 8 sp, 1, 4 8 and 12-lb and 2-lb fancy wooden bxs, net	87
Bullion, 1x6, D T Nines, 6 to lb, 20-lb cad's	50
Climax, 2x12, R & R, 16 oz, 6 sp, 6, 12 & 30 lbs (7 oz 7, 10½, & 21 lbs 48)	45
Climax, 3x12, thin, 7 oz, 7 and 14 lb	48
Cross Bow, 3x12, 14 oz, 4 sp, 14 lb butts	38
Drummond's Natural Leaf, 5½ oz, 5, 8 and 12-lb butts	63
Gold Rope, 7 to lb, 3, 6 and 12-lb boxes	56
Gold Rope, 14 to lb, 4 and 8-lb boxes	58

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Horse Shoe, 16 oz, Smooth, 6 sp, 8, 12 and 24-lb butts	43
J. T., 2x6, 7 oz, R & R and Smooth, 2 sp, 10½ and 21 lb butts and caddies	39
J. T., 3x12, 14 oz, Smooth, 4 sp, 10½ and 21-lb butts	39
Newsboy, P. P. br or bulk, 5s 8, 16 & 24 lb	40
Nobby Spun Roll, 7 to lb, 3, 6 and 12 lb boxes	57
Old Honesty, 3x12, Smth, 15 oz, 6 sp, 7½, 15 and 30 lb	44
Old Peach and Honey, 6 to lb, 8 lb boxes	43
Piper Heidsieck, 5½ oz plugs, 2⅝x8 Pony Panel, 3-10c cuts, 4, 7, 14 lb	69
Red Cross, 12 and 24-lb butts, 15 oz, 3x12, embossed 4 sp	33
Saw Log, 2x12, R & R, 16 oz 6 sp, 24 lb	46
Saw Log, 3x12, R & R, 32 oz, 12 sp, 32 & 48 lb	46
Sledge, 16 oz, 4 sp, 3, 6, 12 and 24	31
Something Good, foil wrapped, R & R, 5½ to lb, 9, 13 lb butts	45
Spear Head, 16 oz, 6 sp, 6, 18 and 30 (7 oz, 48)	45
Standard Navy, 3x12, embossed, 4 oz, 4 sp, 14 and 28 lb	38
6 for 10, 10⅝ oz, 24 lb butts	35
Star, 16 oz, 12, 24 and 52 lb butts	45
Tinsley's Nat. Leaf, 3x12, 16 oz, 8 & 12 lb	54

Twist Tobacco.

Granger Twist,hand made light pressed, 12 to lb, 12-lb half bushels and 15-lb grained pails	45
Red Ribbon Twist, 10 to lb, 16 lb ½ bushels and 8 lb pecks	40
Honey dip Twist, 11 to lb, packed 5 lb	44

Smoking Tobacco.

Master Workman plug, 3x6, 10 oz, 10 lb cad	45
Finzer's Mixed Plug, 16 oz, 3x12, 6 sp, 5 and 10 lb	32
Ole Varginy, 3 oz plugs 2x4 bright, 10½ lb boxes	42
Sickle plug, 15 oz 3x12, 5 sp 7½, 15 and 30 lb butts	46

JOHN BOLLMAN & CO.

Cigarettes.

Net cash

Fragnrant Vanity Fair	3.90
Duke's Cameo	3.90
Sweet Caporal	3.90
Virginia Brights	3.90
Pets (foil packages)	6.12
Richmond Straight Cuts, 10s tin and paper	6.12
Cairo, No. 27 and 27a, (cork tip 7.50)	6.50
Casino Gold Tip	9.00
Imperiales, 10s, 20s, 50s, 100s, with or without mouthpcs.	7.50
Sultans, 10s, 20s, 50s, 100s, Mais and Rice paper with mouthpieces	9.00
Abdallah, No. 3 gold tip	7.75
" No. 2	9.00
" No 1	13.00
Princess Lillian, Cork tips	17.65
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s	25.50
" " No. 3, 10s, plain tips	17.60
Egyptian Deities, cork tips	18.15
Mogul, cork tip	10.25

High Grade Smoking Tobacco.

Imperial Mixture, 2½-oz tin	1.10
Plum, 1⅜-oz foil, net	.64¼
Three Kings Mixture,3½-oz tins	1.20
Yale Mixture, 1-oz tin, 1¼ and 2½ lb cartons	1.35
" 1⅜-oz tin, 2½ lb cartons	1.60
Yale Mixture, 3½-oz tin, 2½ lb cartons	1.60
Lone Jack, 3½-oz bags, net	1.17½

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Wills' English Smoking.

Capstan, mild,med. or strong, 3½-oz, per lb 1.60
Capstan, mild, med or strong, 1⅔ oz, per lb 1.75
Latakia, 3½ oz, per lb 2.10

Sundry English Smoking.

Pioneer, 3½ oz, per lb 1.45
" 8 oz, per lb 1.43
" 16 oz, per lb 1.40
Lambert & Butler's Log Cabin, 3½ oz, per lb 1.30
Smith's Glasgow Mixture, 3½ oz., per lb 1.70

J. B. PACE TOBACCO COMPANY

Scroll Tag, twist, 6 to lb (other sizes, 67) 66½
" light pressed, all styles 73½
Scroll Tag, cable coil, 3 and 4 oz 76
Corduroy Spun Roll, 6-lb bxs 56⅛
Mastiff Plug Cut, 1⅔ oz pchs or tin foil pkgs 68
Mastiff Plug Cut, 3½ oz pchs or tin foil pkgs 63
Mastiff Plug Cut,16 oz decorated tin 52½
Boston Smoke, 12s (24s, 48). 49

SURBRUG CO.

Grain, 1⅔ oz patent can .... .70
Golden Sceptre, 1-oz, 1-lb cart, per lb 1.20
Golden Sceptre, 1⅔-oz, 2½-lb cart, per lb 1.20
Golden Sceptre, 3½-oz, 2½-lb cart, per lb 1.65
Golden Sceptre,8-oz,5-lb cart, per lb 1.00
Golden Sceptre, 16-oz, 6-lb cart, per lb ..... .95
Arcadia, 3½ oz, 2½-lb cts (1 1-lb cts 1.60) 1.56
" 1⅔-oz, 2½-lb carts 1.60
" 8 oz, decorated tin. 1.55
" 16 oz, decorated tin. 1.50
Crescent Club Mixture, 3½ oz .90

Cigarettes.

Milo Cork Tips 18.50
" Plain " 18.00
" Ladies' mouthpieces, 20s oval box 9.00
Egyptian Arabs No. 3 Cork Tips 7.40
King William, Egyptian, net 18.00
Turkish Delight, sanitary tip 7.00

JNO. J. BAGLEY & CO.

Net cash.

Gold Shore, 2½-oz 46¾
Lime Kiln cut plug, 2 oz 59¾
" " 3½ oz 59¾
" " 8 oz tins. 66¾
" " 16 oz tins 64⅛
Sun cured 2½ oz foil 49
" 2½ oz pouch 51

WEYMAN BROS.

Less 2%.

Cut and Dry, 3½ oz papers .. 32¼

H. BOHLS & CO.

Fancy Mixtures.

White Navy Mixture, 1⅔ oz foil ..... .65
White Navy, 3½-oz foil, 5-lb cartons ..... .63
White Navy, 16-oz foil ..... .60
London Dock, 3½-oz foil, 5-lb cartons ..... .80
Golden Gate, 3½-oz tin, 5-lb cartons ..... .85
Bright Virginia Pickings, 3½-oz tin, 5-lb cartons ..... .80
Gold Bar, 3½-oz tin,5-lb cart. .90
Great Blend, 16-oz box, mild, medium and special 1.15
Great Blend, 8-oz box, mild, medium and special 1.20
Great Blend, 3½-oz box, mild, medium and special 1.25

Cut Plug.

Seal Rock, 1⅔-oz tins, 2½-lb cartons 25-lb ..... .74
Seal Rock, 3½-oz tins, 2½-lb cartons 25-lb ..... .74
Seal Rock, 8-oz tins ..... .74

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Peanut, 1⅔-oz foil, 5-lb cart .38
Old Chief, 8-oz and 16-oz .... .46
Seven Up, 16-oz pail, briar pipe with each tin ..... .54
Seven Up, 16-oz pail, without briar pipe ..... .45
Seven Up, 2½-oz foil,5-lb cart .43
Seven Up, 2½-oz pouch, 5-lb cartons ..... .49

Long Cut.

case, per doz 1.80

R. A. PATTERSON TOBACCO

COMPANY.

Less 2%.

Honest Labor, pch and tins, 2½-oz ..... .50
Lucky Strike, 1⅔ oz tins .... .75
" 3½ oz tins 75
Patterson's Seal, 1⅔ oz foil. .37
" 3½ oz pch .. 35
" 16 oz tin ... 40

SNUFF.

America Snuff Co. .. ..

French, Rappee, 1⅔ oz bottles, per 3 doz 2.90
French, Rappee, 3½ oz bottles, per doz 1.80
French, Rappee, 16 oz jars, per lb ..... .65
Maccaboy, 16-oz jars, per lb .60
Irish High Toast, 16-oz self-sealing fruit jars, 12-lb bxs .57
Scotch Lillenthal's, in bladders, per lb ..... .60
Scotch Lillenthal's, in weasands, per lb ..... .62
Horse Shoe, 16 oz glass jars, lb ..... .50
Horse Shoe, 2½ oz fibre cans .51
Horse Shoe, 8 and 16 oz cans .48
Horse Shoe, 1 oz and 16 oz cans ..... .56

Weyman Bros.

Copenhagen, 16-oz stone jars 60
" of 2 doz, per gross .....
" 1-oz tin carts

This Dept. is corrected by **Fillmann & Bendel; Pac. Vinegar & Pickle Works.**

CATSUPS.

Snider's, qts. doz 3.75
" pts " 2.40
" 1½ pts, " 1.40

Griffon's.

½-pints, per doz 1.12½
Pints, per doz 1.85
Quarts, per doz 3.25

Miscellaneous.

Campbell's, ½ pts, doz 1.15
Heinz, 10-oz 1.45
" 12-oz 1.35
" 17-oz 1.65
Blue Label, 25 ½-pts. to cs 1.45
Blue Label, 25 pts to cs ... 1.75
Blue Label, 12 qts to cs ... 1.60
Golden Star, gal jugs, doz ... none
" " qt. jugs, doz .. 3.65
" " pt jugs, doz .. 2.35
" " ½ pt jugs, doz. 1.40

Long's Fruit Catsup.

Pts, 24 to cs, case 4.75
½-Pts, 48 to cs, " 5.75
" 2, 5 and 10 tins, lb 1.60

SAUCES.

Holbrook's, ½ pts 2.40
Lea & Perrin's, small 2.75
Lea & Perrin's, medium 5.00
Lea & Perrin's, large 8.25
5 cases, 5c per doz less.
Tobasco, McIlheny 4.00
Tobasco, New Iberia 3.50
Bengal Worcester, ½ pt ..... .85
Bengal Worcester, pt 1.25
Pepper, sprinkle top, ½ pt .. 2.00
Superior Pepper, small ..... .90
Superior Pepper, large 1.50
Libby's Manchester Sauce, 24½ pints, per doz 1.20

HORSE RADISH.

Picnic Gems, doz ..... .95
Pints, doz ..... .95
Medium, doz 1.30
Quarts, doz 2.50

51

10-Gal. Kegs, gal ..... .78
5-Gal. Kegs, gal ..... .80
2-Gal. Pails, gal ..... .85
1-Gal Pails, gal ..... .90
Standard Kegs, 10s, keg 6.50
" " 5s, keg 3.25
" " 3s, keg 2.00

FRENCH MUSTARD.
(In bulk.)

	Cal. Home Brand	Stan dard
Bbl, per gal	.35	.30
½ bbl, per gal	.37	.32
¼ bbl, per gal	.40	.34
10-Gal Keg	.42	.36
5-Gal. Keg	.45	.38
2-Gal. Pail	.50	.45
1-Gal. Pail	.60	.55

52

Standard Keg, 10s 3.50 3.00
" " 5s, ... 1.75 1.50
" " 3s 1.50 1.25

In Glass, Cal. Home Brand.

8 oz, 2 dz to case, per doz .... .95
14-oz, 2 doz to case, per doz 1.75

Standard.

6-oz, small bbl ..... .80
8-oz, Dusseldorf ..... .90
16-oz, " 1.40

SAUERKRAUT.

Cal. Home Brand—Dry Pack.

Bbl., 50-gal 15.00
½-bbl., 32 gal 10.50
¼-bbl., 15 gal 5.50
10-Gal. Kegs 3.25
5-Gal Kegs 1.75
2-Gal Pails ..... .85
1-Gal Pails ..... .60
Standard Kegs, 10s 2.50

Department 23.

PICKLES, VINEGAR, RELISHES, ETC.

This Department is corrected each week by the Pacific Vinegar & Pickle Works.

PICKLES IN BULK

California Home Brand

	Sour			Sweet		
	Bbbl 50 gals	½ bbl 32 gals	¼ bbl 16 gals	Bbls. 50 gals	½ bbl 32 gal	¼ bbl 16 gals
Midgets	3.00	20.00	10.50	14.00	42.00	28.00
Special Small Gherkins	27.00	18.00	9.50	34.50	23.00	12.00
Bbl. 9000, ½ bbl. 6000, ¼ bbl.3000						
Special Small Mixed					24.00	12.50
Same count						
Gherkins	24.00	26.00	8.50	31.50	21.00	11.00
Bbl. 6000, ½ bbl. 4000, ¼ bbl.2000						
Mixed					21.00	11.00
Same size						
Special Small Medium Pickles	21.00	14.00	7.50	28.50	19.00	10.00
Bbl. 4500, ½ bbl. 3000, ¼ bbl.1500						
Special Small Mixed Mixed		13.00	7.00		18.00	9.50
Same count						
Small Medium Pickles	19.50	13.00	7.00	25.50	17.00	9.00
Bbl. 2400, ½ bbl. 1600, ¼ bbl.800						
Small Medium Mixed		12.00	6.50		16.00	8.50
Same count						
Bbl. 3000, ½ bbl. 2000, ¼ bbl.1000						
Delicatessen Pickles	16.50	11.00	6.00			
Chow Chow					15.00	8.00

Package Count	Bbl 1800	Bbl 1500	½ bbl 1200	¼ bbl 600	½ bbl 1000	¼ bbl 500
DILLS	15.00	14.00	10.00	6.00	9.50	5.50

Jumbo Dills.—bbl., $12.00; ½ bbl., $9.00; ¼ bbl., $5.00.

California Home Brand.

Sour and Sweet, (Plain or Mixed), German Dill, Chow Chow and Olonns

	No1 Sml	No2 Mdn	No3 Lrg	Dills	Swt Mid gets	Sweet Gher-kins	Chow Chow	Pearl Onions
Barrels, 50 gals				$0.28	$0.28	$0.60	$0.60	$1.70	$0.46
Kegs, 5 gals				.36	.36	.70	.68	1.74	.54
½ Barrels, 32 gals				.30	.30	.62½	.62	1.73	.48
¼ Barrels, 16 gals				.32	.32	.67½	.64	1.75	.50
Kegs, 10 gals				.34	.34	.67½	.66	1.77	.52
Kegs, 5 gals				.36	.36	.70	.68	1.74	.45
Pails, 5 gals				.36	.36	.70	.68	1.79	.54
Pails, 2 gals				.45	.45	.75	.77	1.88	.63
Pails, 1 gal				.55	.55	.85	.87	1.98	.73
Sd kegs, 10s, 8 gals				2.00	2.75	5.50	5.00	7.25	3.75
Sd kegs, 5s, 4 gals				1.00	1.50	3.00	2.75	3.75	2.00
Sd kegs, 3s, 2½ gals				.85	1.00	1.75	1.60	2.25	1.50

"CENTAUR BRAND"

Sour (Plain or Mixed), German Dill, Chow Chow and Onions
Midgets Small Medium Select'd Dills Chow Onions

	No1 sml	No2 Mdn	No3 lrg slct	Ger man Dils	Chow Chow	Calif Onions
Barrels, 50 gals	$0.33	$0.30	$0.25	$0.25	$0.32	$0.25
½ Barrels, 32 gals	.35	.32	.27	.27	.34	.27
¼ Barrels, 16 gals	.37	.34	.29	.29	.36	.29
Kegs, 10 gals	.39	.36	.31	.31	.38	.31
Kegs, 5 gals	.41	.38	.33	.33	.40	.33
Pails, 5 gals	.41	.38	1.25			
Pails, 2 gals	.42	.47	.65	.35	.50	.40
Kegs, 5 gals	.41	.38	1.10	.33	.40	.32
Pails, 1 gal	.62	.57	.50	.45	.60	.50

53 54 55 56

PICKLES IN GLASS
California Home Brand

Pat Top—English or Octagon	10 oz	½ Pt.	Pt.	Qt.
Gherkins Sour	1.75	1.60	2.30	4.50
Mixed Pickles	1.75	1.60	2.30	4.50
Chow Chow	1.75	1.60	2.30	4.50
Pearl Onions	1.75	2.00	3.25	
Sweet Gherkins	1.75	1.90	2.75	5.00
Sweet Mixed Pickles	1.75	1.90	2.75	5.00
Senf Gurken			2.75	5.00

CENTAUR BRAND
American Style—Square Bot||Eng. style, Round Bot.

	Pts.	Qts.	½ Gal	Gal.	½ Pts	Pt.	Qt.
Gherkins	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Mixed Pickles	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Chow Chow	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Picalilli	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Mexican Mixed	1.20	1.75	3.00	5.00	1.20	1.75	3.00
Cal. Onions	1.20	1.75	3.00	5.00	1.20	1.75	3.00

TOMATO CATSUP.

	In Glass, per doz			Jugs, per Jug		1 Gal. Tins	
	½ Pt.	Pt.	Qt.	1 Gal.	2 Gal.	Scr. tp	Ft. tp
Cal. Home Brand	1.35	2.25	3.25	1.00	1.90	.80	.75
Sunrise				.85	1.60	.65	.60
Sunset	.90	1.65	2.75	.60	1.20	.50	.45

Tomato Catsup—In Bulk.

	Bbl. 50 Gal.	¼ Bbl. 32 Gal.	¼ Bbl. 16 Gal.	10 Gal. Keg	5 Gal. Keg
Cal Home Brand	.50	.55	.60	.63	.65
Sunrise	.40	.45	.50	.53	.55
Sunset	.35	.40	.45	.48	.50

TABLE SAUCE.
In Glass.

				In Jugs		Gal.
				In Jugs		Gal.
	½ Pts.	Pts.	Qts.	1 Gal.	2 Gal.	Tins.
Cal. Home Brand	1.75	2.75	3.75	1.25	2.25	...
Worcestershire	1.00	2.00	3.00	1.00	2.00	.85
Chestershire	.75	1.50	2.25	.60	1.20	.55

Table Sauce in Bulk.

	Bbls. 50 Gal.	½ bbls 23 Gal.	¼ bbl 16 Gal	10 Gal Keg	5 Gal Keg
California Home Brand					
Worcestershire	.80	.82	.84	.86	.88
Chestershire	.55	.57	.59	.61	.63

VINEGAR
Commercial Wine, Cider, Malt or Spirit Vinegar

	40 Gr.	50 Gr.	60 Gr.	70 Gr.	80 Gr.	90 Gr.
Barrels	.14	.16	.17	.18	.20	.22
½ Barrels	.16	.18	.19	.20	.22	.24
¼ Barrels	.18	.20	.21	.22	.24	.26

HIGH GRADE VINEGARS

	Barrels	½ Bbls
California Home Brand White Wine Vinegar	.30	.35
California Home Brand Red Wine Vinegar	.30	.35
Cal. Home Brand Apple Juice Vinegar	.25	.30
California Home Brand Pure Pickling Vinegar	.25	.30
Cases of one dozen uarts		2.50

RELISHES AND CONDIMENTS.
Miscellaneous.

California Home Brand.

	9 oz	½ Pt	Pt	10 oz
Tomato Chutney	1.75	1.65	2.50	1.35
Chili Sauce	1.75	1.65	2.50	1.35
Salad Dressing	1.75	1.65	2.50	

California Home Brand

Same, in Bulk, Per Gallon.

	8 oz.	Olympics	14 oz	Pts
Sweet Relish	.95	1.75	2.00	2.75
East India Relish	.95	1.75	2.00	2.75
Red Hot	.95	1.75	2.00	2.75

THAT QUALITY TALK.

Quality in merchandise does not necessarily mean high-priced merchandise.

Quality is a relative term.

Low-priced goods can be quality goods. Many of them are.

When quality is talked in many stores a price is named which goes over the heads of many customers. In fact it is quite likely to be over the heads of most of the people living in that community.

The masses who furnish your store with most of its trade regard many goods as goods of quality which you and some of your customers might look down upon.

Your store should be a market where all kinds of pocket-books can find satisfaction.

Low-priced goods which have merit are an absolute necessity to any store. They suit the income and pocket-books of three-fourths of the people of your town and vicinity.

When you get the idea that quality means only goods which exclusive trade can buy, and that to run a quality store means to largely cater to that trade, then you are wandering towards trouble.

Everyone in your community would like to buy the high-priced lines. But very few of them can do it. Most of them are looking for quality on the lower rounds of the price ladder. There is where your knowledge and ability as a buyer must come to your assistance and theirs.

CALIFORNIA

WINE ASSOCIATION

Main Offices,

180 Townsend St.

Near Third St. San Francisco.

All products guaranteed under the Food and Drugs Act of June 30, 1906, and the Laws of California.

Clerk's Corner.

BIG VIEWS OF SMALL THINGS.

Andrew Carnegie some time ago declared that if all his wealth were swept away, and he had to start in at a dollar per day, he would fix his habits of life so that he would save a certain amount of money each day. Nobody doubts this of the little man of iron resolution and tremendous breadth of views. If society only paid Andrew Carnegie $1 per day for his work, he would have the moral courage to live well within his meager income. He would let it be known that until he was in receipt of a bigger income, comforts and luxuries would have to go by the board. He would let certain laws and fixed principles govern his life. There was a time in Carnegie's life when he only did receive $1 per day, and he acted then as he states he would act again were he placed on the same salary once more. Most young men of ordinary self respect could make the following statement:

"I do not want to work for a salary all my life.

"I do not want to remain unmarried because I have no money accumulated and therefore dare not risk wedding a woman I could love.

"I have a desire to make my name stand for something honored in the world of commerce before I die.

"In common with numberless others I stand the risk of dismissal through the firm's failure or passing into other hands. I stand a chance of being put in a most unenviable fix at any time through scores of emergencies."

The desire to answer these problems satisfactorily generally represents the minimum of most worker's secret ambitions. How are they to attain their wishes? The answer lies with themselves, says W. Bright in a recent article. It calls for the undoubted exercise of much moral courage. If the worker really desires to rise above the common level he will have to plan his life so that he will not be to blame if the object in view is not accomplished.

Many workers in large establishments object to having to sign for pencils and stationery dealt out to them. Hundreds of salesmen and saleswomen never dream of attempting to practice small, legitimate economies for their employers. They consider such things beneath them. In reality the reverse is true. They are unable to get up to them—to see the possibilities in little things. If there are 3000 employes in a concern and 2000 of them waste but ten cents a day, which amount could be saved by a little thoughtfulness, it means the corporation is out a trifle of $1,200 per week, or over $62,000 per year. Yet this only means a waste of a little over one cent an hour for each employe. No wonder, when the managers of big firms and heads of departments figure these things out, the attempt is made to install stringent rules which will prevent needless waste.

It is, however, in private life that the worker generally utterly fails to see what the principles of economy, if continually practised, would do for him in the course of a few years. It often spells the difference between success and failure. When many men could get into business, provided they produce a few hundred dollars, not seldom they are without the money. It is doubtless hard to practice self denial, and occasionally draw down ugly epithets on one's head because it is not convenient to indulge in a "little friendly game of poker" or a night out with the boys. But if a man force himself to think along broad lines and look at what sums of money can be accumulated if systematically saved, the taunts of the thoughtless and improvident will be more easily borne.

There is no disgrace in a man attempting to save when he is only getting a small salary. Society and circumstances have decreed that as yet he is not a favored one, and he, as it were, is dared to rise above the position into which conditions have forced him. If he rises by the employment of legitimate means, all honor to him. "We think it mean and miserly," remarked one writer, "to look after the little things." And for that reason, more than any other, human life is cursed with poverty and pauperism.

It is the easiest thing in the world for the spendthrifts and ne'er-do-wells to say that before they would go without a drink, or a good cigar, or refuse to take in a good show occasionally, they would die. This latter class of people often will waste enough inside a few years to enable them to go into a small business for themselves and be independent. And the outcome generally is that the man of small economies often rules the man of so-called generous impulses. And when the man of spendthrift habits is under the rule of the man who was hard put to it to save his dollars and cents, he not seldom curses loud and long because of the meaness of the man on top. He really is wrong in doing so. To most men of average ability the same paths to success lie open. And if many men choose the bypaths of pleasure and self indulgence, and like to sell their heritage for a wretched mess of pottage, instead of walking in the broad path of self restraint and wise economy which not seldom leads to independence, they should not blame their brethren for having exercised a greater measure of wisdom than they themselves have shown.—Journal of Commerce.

To Introduce our Sunlit Jellies, Jams and Preserves

We are advertising them in many of the Newspapers and in other ways. The High Quality and Perfect Purity of the Sunlit products will commend them to the trade as well as to the consumers. Write or telephone for prices.

Sunlit Fruit Company

Telephone, Berkeley 4333

2438 4th Street Berkeley, California

Window Dressing.

ART AND SCIENCE OF WINDOW DRESSING.

By S. W. Roth

(Continued From Last Week.

EXPRESSIONS OF GENIUS.

It will not do to chuck a lot of stuff in a window and call it a window display. Most people are offended at any sense of disorder, and all people have a more or less liking for order, and that which is artistic. The window when completed must show an expression of genius.

There is a method in window dressing, just as there is a method in anything else that is worth doing, and the more thought the merchant gives to his window the greater are his chances of making an attractive display.

Some men are born with that peculiar sense of the fitness of things which makes them in a large sense artistic. They have a real genius for such work as designing window displays. Others have this genius to a small degree only. But genious of all kinds does not amount to much unless it is cultivated. Any man with the least bit of artistic temperament may, by application, make himself something of a genius in particular lines. Those with the natural fitness for the work in hand reach a high degree of excellence with comparative ease, while others have to work hard to acquire a fair amount of skill. In any event, genius is largely the result of hard work, and those who would be proficient in the art and technique of window dressing must work. If they have some natural gift for the work so much the better, but a genius for it may be acquired by study. What has been created by others all may know. They may know all the conventionalities at a small cost and to these may add their own inventions, so that at a very small cost of study almost any one may get up window displays that will be very good expressions of genius.

The small merchant cannot hope to compete with the larger merchants in the matter of window displays, but he may learn all the details of the work, and after he has become skillful in a small way he can profit by the work of others.

The large merchants spend several hundreds of dollars each year on their windows. They keep a staff of from ten to fifteen experts who do nothing else the year around but trim windows. The average merchant, once he understands the details of the work, can borrow much from the expressions of these geniuses who trim the windows for the larger merchants.

Most of these concerns have their work relating to their windows so thoroughly systematised that it moves right along month in and month out with the same regularity and smoothness as the rest of their departments. Nothing, however, is subordinated to the window display department. As soon as a buyer has made new purchases of particular consequence, the head of the window dressing department is consulted. This man is the designer. He takes notes of the character of the goods to be shown and then creates his window design. All the accessories calculated to emphasize the quality of the goods are made ready under his direction. Then the window is made up after his design. Perhaps the first design he makes is unsuited to the purpose. He changes his whole plan and makes a new design in which the defects of the first one are done away with.

These handsome windows, we may see every day, are real expressions of genius and cost the creators a great deal of thought and physical energy. There is a purpose in these windows, and that purpose is to make the best showing possible of the goods on exhibition. The merchant desires to attract trade, and to do that he finds it essential to present his goods in the best manner possible.

As far as it lies within his power to do so, the merchant who does his own window trimming should copy the merchant who finds it profitable to keep a large force of men to exercise their genius in displaying his goods.

(Continued next week)

Tietjen Stable Co.; capital stock $20.000, shs $100 ea, sub $500, by J. H., C. F., B., A. C. and A. Tietjen, 1 sh ea; place of business, S. F.

Junket
Tablets
Always
Reliable
In Any
Climate
Always
Salable
At Any
Season
They Make
Delicious
Ice Cream
and
Exquisite
Desserts
Your
Jobber
Sells
Them.

Chr. Hansen's Laboratory,
Little Falls, N. Y.

AGENTS
Maillard & Schmiedell
300 Front St.
San Francisco.

"Just a Shade on Others"

Weinhard

THE PEER OF BOTTLE BEER

California Bottling Co.
SOLE BOTTLERS

1255 Harrison Street

Phone Market 977

Weinhard is the delicious beer served at the Cafe San Francisco—
The Louvre—Tait's—and many other Cafes

The Proof of the Pudding is in the Eating

You are not Experimenting when you buy a Hobart

J. R. NEWBERRY, of Los Angeles, heads the list with EIGHT Mills.
OLSEN'S MARKET, INC., of Oakland and San Francisco is SECOND with SEVEN Mills.
U. & I. TEA & COFFEE CO., San Francisco, comes THIRD with FIVE Mills.
HERMANN & W. H. HOHN, of San Francisco have FOUR Mills.
WEST, ELLIOT & GORDON, of San Francisco have THREE Mills.

IRVINE BROS., of San Francisco	have	THREE	Mills
A. E. WALKER, of San Francisco	have	THREE	"
THE EMPORIUM, of San Francisco	have	TWO	"
GOLDBERG, BOWEN & CO., San Francisco and Oakland	have	TWO	"
W. H. GARRETSON, of San Francisco	have	TWO	"
JULIUS LEVIN, of San Francisco	has	TWO	"
RATHJEN BROS., of San Francisco	have	TWO	"
PETERS BROS., of San Francisco	have	TWO	"
J. D. STEFFENS, of San Francisco	has	TWO	"
H. WREDEN & CO., of San Francisco	have	TWO	"
JOS. A. STULZ & CO., INC., of San Francisco	have	TWO	"
HENRY MULLER, San Francisco	has	TWO	Mills
H. LERHKE & SON, of San Francisco	have	TWO	"
FABER & CO., of San Francisco	have	TWO	"
McDONALD & WILSON, of San Francisco	have	TWO	"
H. N. EDLIN, of San Francisco	has	TWO	"
Wm. WAGNER, of San Francisco	has	TWO	"
RATTO BROS., of San Francisco	have	TWO	"
A. SIMON & SON, of San Francisco	have	TWO	"
H. HADDLER, of San Francisco	has	TWO	"
STAGER BROS., of San Francisco	have	TWO	"
J. & H. MANGELS, of San Francisco	have	TWO	"
R. MUEGE & CO., of San Francisco	have	TWO	"
JOHNSON BROS., Woodland, Cal.	have	TWO	"
G. BATTALINA, Stockton, Cal	has	TWO	"
G. W. KING, Santa Rosa, Cal.	has	TWO	"
TAMALPAIS GROCERY CO., Mill Valley, Cal.	have	TWO	"
A. B. MC NEELY, Los Angeles, Cal.	has	TWO	"
FRED DRESSER & CO., Portland, Ore.	have	TWO	"
MARCUM BROS., Oakland and Vallejo, Cal.	have	TWO	"

Aubrey & Whitmore, Stockton, Cal.
B. W. Griffith, Oakland, Cal.
J. Mersfelder, Palo Alto, Cal.
Cowen & Heineberg, San Francisco, Cal.
Doyle & McGown, San Francisco, Cal.
Henry Holman, San Francisco, Cal.
McCaw Bros., San Francisco, Cal.
The Cut Coffee Co., San Francisco, Cal.
Bernhard & Erickson, Oakland, Cal.
Griffith & Graney, Oakland, Cal.
Fisher & Co., Santa Maria, Cal.
Wm. Mead, Santa Maria, Cal.
B. T. Scott, Alameda, Cal.
Majestic Grocery Co., Seattle, Wash.
W. H. Hannahan, Oakland, Cal.
J. A. Nowlan, San Francisco, Cal.
W. W. Miller, Sacramento, Cal.
F. J. Redding, Oakland, Cal.
Leege & Haskins, San Francisco, Cal.
Max C. Schulze, Oakland, Cal.
J. B. Vigaro, Hanford, Cal.
Lepisch & Co., San Jose, Cal.
Rice & Clary, Modesto, Cal.
Dannemark Bros., San Francisco, Cal.
Carnation Co., Spokane, Wash.
A. J. Steiner, Pacific Grove, Cal.
Cheyenne Light & Fuel Co., Cheyenne, Wyo.
West. Co-op. Assn., Salt Lake, Utah.
Luty Bros., Butte, Mont.
Geo. B. Dittus, Sacramento, Cal.
Martin Marks Coffee Co., Portland, Ore.
A. H. Harms, San Francisco, Cal.
Bachtold & Runnell, San Francisco, Cal.
A. E. Edey, San Francisco, Cal.
C. Carsten, San Francisco, Cal.
U. & I. Tea & Coffee Co., San Francisco, Cal.
Leo Speigel, Boise, Idaho.
Edward Schwartz, Sacramento, Cal.
Kahn & Cuttman, San Francisco, Cal.
Greenough Bros, Spokane, Wash.
Wheler & Hobbs, Stockton, Cal.
Sanford & Lick, Alameda, Cal.
Ed. McEwen, Sacramento, Cal.
Crosby & Leshinsky, Fruitvale, Cal.
Samuel A. Hagge, Alameda, Cal.
Wittman & Crawford, Alameda, Cal.
Moore Plate Co., Madera, Cal.
John Huston, Oak Grove, Cal.
Wehrman & Meilike, Madera, Cal.

H. Rosenthal, San Francisco, Cal.
J. G. McDonald, San Francisco, Cal.
Wilson's Market, San Francisco, Cal.
Smith's Cash Store San Francisco, Cal.
J. H. Hinck Co., Alameda, Cal.
Mrs. DeLuca, San Francisco, Cal.
Hills-Nickels & Co., San Francisco, Cal.
Eugene McCoy, San Francisco, Cal.
W. A. Rogers, San Francisco, Cal.
J. Carsten & Son, San Francisco, Cal.
Frank & Lyons, San Francisco, Cal.
Imperial Cash Store, San Francisco, Cal.
Hohn & Metzger, San Francisco, Cal.
Roberts & Tufts, San Francisco, Cal.
August Stolz, San Francisco, Cal.
H. F. Stolz, San Francisco, Cal.
Wm. Mohrman, San Francisco, Cal.
J. P. Leonard, San Francisco, Cal.
Mrs. L. Deutsch, San Francisco, Cal.
Schrader Bros., San Francisco, Cal.
J. H. Treager, San Francisco, Cal.
Topp Bros., San Francisco, Cal.
Annand Bros., Berkeley, Cal.
N. Bacigalupi, Santa Rosa, Cal.
Thos. Hann, Berkeley, Cal.
W. E. Smith, Oakland, Cal.
H. Fuelscher, San Francisco, Cal.
Joe Machek, Oakland, Cal.
E. J. Probst, Alameda, Cal.
F. J. Haines, Portland, Ore.
Thos. McKeon, San Francisco, Cal.
H. Gaw & Co., San Francisco, Cal.
Jno. Marshall, San Francisco, Cal.
A. E. Horlock, Hanford, Cal.
N. B. Burlingame, Pacific Grove, Cal.
L. Burgelin, Oakland, Cal.
C. F. Thierback & Co., Oakland, Cal.
J. F. Burns, Petaluma, Cal.
Hill & Seiler, Oakland, Cal.
Frank & Hunius, San Francisco, Cal.
F. Spagele, Portland, Ore.
H. Horstman, San Francisco, Cal.
James P. Daley, Berkeley, Cal.
Jorgensen & McFarland, Oaklangd, Cal.
Ocean Market, San Francisco Cal.
Connelly Bros., San Francisco Cal.
F. M. Whalin,, San Francisco, Cal.
Brock & Co., San Francisco, Cal.
B. J. Dresser, Portland, Ore.

Wm. Pitts, Oakland, Cal.
Duff & Doyle, Menlo Park, Cal.
H. W. Miles & Co., Goldfield, Nev.
G. W. LaPiere & Son, Palo Alto, Cal.
L. L. Stein, Berkeley, Cal.
Jno. Riley, Crockett, Cal.
G. Magerstadt, Jr., Oakland, Cal.
Ideal Tea Co., San Jose, Cal.
Dolley & Prime, Reno, Nev.
Geo. Wilkins, Burlingame, Cal.
Kockritz & Quinn, Berkeley, Cal.
William Cron, Jr., Oakland, Cl.
Lutz & Lang, Oakland, Cal.
Chas. F. Green, Vallejo, Cal.
Fuller & Co., Palo Alto, Cal.
H. Reichhold, Berkeley, Cal.
R. Dodge & Co., Santa Maria, Cal.
Austin & McPherson, Sparks, Nev.
J. A. Hill, Oakland, Cal.
Thurber & Hancock, Vallejo, Cal.
T. G. Monroe, Porterville, Cal.
Mary Vetter, Santa Maria, Cal.
L. Boccardo Co., Santa Cruz, Cal.
Wm. Heard, Santa Cruz, Cal.
G. H. Bush, Healdsburg, Cal.
Antone Zeitich, San Francisco, Cal.
A. E. Frampton, Goldfield, Nev.
Royal Market, San Francisco, Cal.
Winne & Schrader, Berkeley, Cal.
Goldsmith Bros., Goldfield, Nev.
J. W. LaPlant, Alameda, Cal.
Rogers & Rogers, Mountain View, Cal.
Original Sunset Market, San Francisco, Cal.
Liberty Tea & Coffee Co., Oakland, Cal.
O. Nelson, Seattle, Wash.
Selma Rochdale Co., Selma, Cal.
Anderson & Hansen, San Francisco, Cal.
Roma Market, San Francisco, Cal.
Anderson & Cull, Phoenix, Ariz.
Jno. A. Keller, Portland, Ore.
F. A. Holbrook, San Francisco, Cal.
Man Lung & Co., San Francisco, Cal.
Fisher & Hickey, Bisbee, Ariz.
Goldman & Co., Phoenix, Ariz.
C. G. Schmitz Coffee Co., Oakland, Cal.
Puritan Tea Co., Oakland, Cal.
J. C. Mann, Portland, Ore.
C. L. Schoenfeldt, Portland, Ore.

L. E. Wooster, Portland, Ore.
Wm. Maurer, Oakland, Cal.
J. J. McKeegan, Oakland, Cal.
Williams & Bean, Seattle, Wash.
H. F. Sack, Oakland, Cal.
Miller Bros., San Francisco, Cal.
R. J. Wheeler, Stockton, Cal.
W. M. Thacker, Mill Valley, Cal.
Union Meat Market, San Francisco, Cal.
Lee & Van Winkle Co., San Francisco, Cal.
B. S. Taylor, Santa Rosa, Cal.
Meyer & McFeeley, San Francisco, Cal.
Pearson & Co., Mountain View, Cal.
E. P. Heise, Redwood, Cal.
Power & Fleming, Vallejo, Cal.
Myers Grocery Co., Everett, Wash.
W. H. Garretson, San Francisco.
Pacific Syndicate Co., San Francisco.
M. Lindemer, Oakland, Cal.
C. T. Lansdale, Olympia, Wash.
R. G. Cameron, Olympia, Wash.
Hencken & Hencken, San Francisco, Cal.
J. H. & H. Mangels, San Francisco, Cal.
Veale & Neil, Petaluma, Cal.
J. B. Baraty, Sausalito, Cal.
Colusa Rochdale Co., Colusa, Cal.
E. S. Wakelin, Phoenix, Ariz.
Pacific Fruit Co., Los Angeles, Cal.
T. Silberman, Los Angeles, Cal.
J. R. Lane Drygoods Co., Los Angeles, Cal.
McStay Supply Co., Los Angeles, Cal.
Young's Market, Los Angeles, Cal.
Arthur Cohn, Los Angeles, Cal.
Wright Grocery Co., Los Angeles, Cal.
Lambourn & Sons, Los Angeles, Cal.
L. A. White, Los Angeles, Cal.
Ambrose & Co., Los Angeles, Cal.
D. C. Perry, Los Angeles, Cal.
F. W. Kent, Los Angeles, Cal.
Lambert Bros., Los Angeles, Cal.
Brown Bros., Los Angeles, Cal.
Montgomery & Tone, Los Angeles, Cal.
A. Horwitz, Los Angeles, Cal.
Sentich & Cerovina, Los Angeles, Cal.
Colton Grocery Company, Colton, Cal.
Pasadena Tea Co., Pasadena, Cal.
C. W. Owen, Pasadena, Cal.
F. W. Preston, Pasadena, Cal.
Hass-Baruchey Co., Los Angeles, Cal.
Geo. H. Stoll & Co., Los Angeles, Cal.
C. A. Neil, Los Angeles, Cal.
Roach & Pratt, Los Angeles, Cal.
G. A. Clark, Los Angeles, Cal.
Walter Fnsher, Los Angeles, Cal.
Grannis & Wilson, Los Angeles, Cal.
E. B. Millar, Los Angeles, Cal.
C. A. Steele, Los Angeles, Cal.
Stockwell & Bradford, Los Angeles, Cal.
D. W. Brittain, Alhambra, Cal.
Rockwold Bros., Riverside, Cal.
M. H. Mills, Whittier, Cal.
E. L. Haslett, Long Beach, Cal.
E. V. Dale, Santa Monica, Cal.
Bartlett & Poe, Long Beach, Cal.
Long Beach Coffee Co., Long Beach, Cal.
Hollywood Grocery Co., Hollywood, Cal.
Henry Morris, Monrovia, Cal.
P. S. Woolley, Monrovia, Cal.
Oxnard Light & Water Co., Oxnard, Cal.
Dales Bros., Ocean Park, Cal.
A. Getty & Co., Tustin, Cal.
C. O. Demsey, Redondo, Cal.
U. S. G. Hinton, Santa Barbara, Cal.
Bakersfield Grocery Co., Bakersfield, Cal.
C. E. Nelk, Los Angeles, Cal.
Broadway Dept. Store, Los Angeles, Cal.
Wm. C. Faucett, Los Angeles, Cal.
J. M. Addie, Los Angeles, Cal.
Fry & Mosher, Los Angeles, Cal.
C. H. Royston, Los Angeles, Cal.
Albert Cohn, Los Angeles, Cal.
E. W. Lusk, Los Angeles, Cal.
Powers Grocery Co., Los Angeles, Cal.
Fitzgerald Bros., Los Angeles, Cal.
Enterprise Coffee Co., Santa Rosa, Cal.
H. I. C. Inselman, San Francisco, Cal.
H. A. Davenport, San Francisco, Cal.
G. Knorr, San Francisco, Cal.
J. W. Lavigne, Oakland, Cal.
A. M. Miller, Sacramento, Cal.
Lass & Castagne, San Francisco, Cal.
Geo. A. Russell, Oakland, Cal.
D. J. Quinn, Bencia, Cal.
W. H. Moffett & Son, Lemon Cove, Cal.
A. M. Aggler, Monterey, Cal.
E. F. Henning, San Francisco, Cal.
Parks & Strickland, San Francisco, Cal.
Sierra Market, San Francisco, Cal.
Oswald & Bachtold, San Francisco, Cal.
Ecklon & Metzger, San Francisco, Cal.
Wilson Bros., San Francisco, Cal.
San Joaquin Coffee Co., Fresno, Cal.
Chas. Strycker, San Francisco, Cal.
A. S. Peters, San Francisco, Cal.

Meier & Frank, Portland, Ore.
Wm. M. Buchholtz, San Francisco, Cal.
Geo. W. Caswell, San Francisco, Cal.
C. R. Squires & Co., Tonopah, Nev.
Newcastle Rochdale Co., Newcastle, Cal.
Lipp Bros, Marysville, Cal.
C. Grosjean & Co., San Rafael, Cal.
Johnson Bros., Woodland, Cal.
H. Witt, Kentfield, Cal.
H. Houch, Alameda, Cal.
F. A. Cooper, Santa Rosa, Cal.
Ward & Johnson, Oroville, Cal.
S. Parker & Co., Oakland, Cal.
H. W. DeLeon, Berkeley, Cal.
Hennings Bros., Oakland, Cal.
Mathews & Kerr, Spokane, Wash.
Etter & Co., Alameda, Cal.
Lewis D. Voice, Oakland, Cal.
Fred Kuhnle, Oakland, Cal.
A. L. Bixby, Watsonville, Cal.
H. Arendt & Co., Pleasanton, Cal.
Hamilton & Co., Petaluma, Cal.
W. Stahl & Son, Madera, Cal.
C. E. Towne, Santa Cruz, Cal.
W. A. Haslam & Co., Santa Maria, Cal.
Williamson & Garrett, Santa Cruz, Cal.
Emery's Tea Store, Monterey, Cal.
J. H. Wedemeyer, San Francisco, Cal.
Stevens & Rendant, Goldfield, Nev.
Edlin-Goldsmith, Goldfield, Nev.
Will Bros., Oakland, Cal.
M. J. Medovitch, Bisbee, Ariz.
Bisbee Comm, Co., Bisbee, Ariz.
Grannucca & Co., San Francisco, Cal.
Lewis J. Shiman, Oakland, Cal.
J. W. Weber, San Francisco, Cal.
Gardiner & Mitchell Co., Oakland, Cal.
C. J. Tietjen, San Francisco, Cal.
T. S. Pederson, San Francisco, Cal.
Borneman & Bar, Seattle, Wash.
J. H. Sawtell, Chico, Cal.
G. G. Graber, San Francisco, Cal.
F. A. Behling, San Francisco, Cal.
Owen-Beam Co., Albany, Ore.
Golden Gate Coffee Co., San Francisco, Cal.
Taya Coffee Co., Berkeley, Cal.
Eaton & Co., Redding, Cal.
Couch & Co., St. John, Ore.
I. M. Bohnsen, Portland, Ore.
St. Johns Grocery Co., St. Johns, Cal.
Leon Lewis, Sacramento, Cal.
Jno. McCullough, Spokane, Wash.
Spili & Carpuzir, Oakland, Cal.
P. A. Holloway, Santa Rosa, Cal.
L. Warnke, Alameda, Cal.
Chas. L. Bluett, Stockton, Cal.
Sonoma Co. Fruit & Pro. Co., Santa Rosa, Cal.
The White & Bender Co., Wallace, Idaho.
J. Megarry & Co., Vallejo, Cal.
Willyard & Tatman, Bellingham, Wash.
Anderson & Co., Oakland, Cal.
Geo. Schomer, San Francisco, Cal.
C. F. Cooney, San Francisco, Cal.
A. Sutherland, Oakland, Cal.
Hill Bros., San Francisco, Cal.
U. S. Trioli, Alameda, Cal.
Larkin St. Fair, San Francisco, Cal.
H. C. Brunkhorst, San Francisco, Cal.
E. Ploeger, San Francisco, Cal.
J. C. Sill, Berkeley, Cal.
Peterson & Co., Oakland, Cal.
J. R. Fraser, Bencia, Cal.
A. Schwabacher & Co., Santa Maria, Cal.
B. Weill & Son, Modesto, Cal.
Emil D. Decchio, San Francisco, Cal.
F. E. McCullum, Salinas, Cal.
Russell T. Day, Woodland, Cal.
Gustav Vehse, Seattle, Wash.
M. J. Brandenstein, San Francisco, Cal.
P. T. Maloney, Redwood, City, Cal.
Sparialina & Co., Monterey, Cal.
Dwight Edwards, Portland, Ore.
Daugherty Grocery Co., San Jose, Cal.
Wilko Metz, Porterville, Cal.
Wilson Tea & Coffee Co., Fresno, Cal.
Jeannot Bros., Spokane, Wash.
M. Lewis, Monterey, Cal.
Oliver & Lowe, Pacific Grove, Cal.
G. S. Pritchard, Sacramento, Cal.
Nash Merc. Co., Redding, Cal.
Geo. P. Ackerly, Vacaville, Cal.
Schmidt & Thiele, San Francisco, Cal.
D. Dierson & Co., Sacramento, Cal.
Stelling & Von Husen, San Francisco, Cal.
A. D. Trefz, San Francisco, Cal.
Menth & Hartwig, Helena, Mont.
A. Schaden, Sacramento, Cal.
Herron & Baker, Santa Maria, Cal.
Cal. Co-op. Co., San Francisco, Cal.
Ponsano Bros., Santa Cruz, Cal.
John Mieyr, Great Falls, Mont.
Corburn & Jarvis, Tonopah, Nev.
J. B. Bills & Co., Oakland, Cal.

C. Silvia, Folsom, Cal.
Anspacher Bros., Livermore, Cal.
Woodland Rochdale Co., Woodland Cal
M. Goldman, Merced, Cal
M. Joost & Sons, Alameda, Cal.
Jno Hoffelt, Oakland, Cal
Muller Bros., San Francisco, Cal.
C. M. Challup, Fresno, Cal.
Wm. M. Hohn, San Francisco, Cal.
Johnston Bros., San Francisco, Cal.
F. M. McArthur, San Francisco, Cal.
Boyd Tea Co Portland, Ore.
Conner Co., Inc., Helena, Mont.
Wm Weatherhead & Co., San Francisco Cal
Wellman, Peck & Co., San Francisco, Cal
P. Buckley & Co., San Francisco, Cal
R. Cereghino, San Francisco, Cal.
G. Franchini, San Francisco, Cal.
Shenson's Market, San Francisco, Cal.
Kopf & Donovan, Santa Rosa, Cal.
Baur & Fuchs, San Francisco, Cal.
L. M. Walters, San Francisco, Cal.
Kohn Bros., San Francisco, Cal.
F. J. Weiss Co., San Francisco, Cal.
J. Mersfelder, Palo Alto, Cal.
J. M. Myers, San Francisco, Cal.
Thos. E. Burke & Co., San Francisco, Cal
Ed. Broderick, Sausalito, Cal.
Anderson & Meyers, San Francisco, Cal.
J .F. Schomer, San Francisco, Cal.
W. J. Lund, Oakland, Cal.
E. S. Blackwell, Oakland, Cal.
J. W. Eaton, Oakland, Cal.
Stafford Bros., Redwood, Cal.
Chas. Mayborg, San Francisco, Cal
Passalacqua & Cook, Healdsburg, Cal
A. J. Roney, San Francisco, Cal.
Bruecker Bros., San Francisco, Cal.
N. Gallagher, Oakland, Cal.
Porterville Rochdale Co., Porterville, Cal.
Scott's Grocery Co., Olympia, Wash.
L. R. Katz, San Francisco, Cal.
McCarthy Bros., San Francisco, Cal.
Loriano & Thomas, Sausalito, Cal.
A. P. May, Coalinga, Cal.
Clifford Bros., San Francisco, Cal
Kumick & Frische, San Francisco, Cal.
A. H. McCullom, Los Angeles, Cal.
P. D. Colby Co., Los Angeles, Cal
Finkenstein Bros., Los Angeles, Cal.
Canfield Department Store, Los Angeles, Cal.
Raymond Tea & Coffee Co., Los Angeles, Cal
H. Jevne Co., Los Angeles, Cal.
S. Peluffo, Los Angeles, Cal.
Olsen & Jones, Los Angeles, Cal.
E. A. Briggs, Los Angeles, Cal.
W. H. Roth, Los Angeles, Cal.
Gail & Parker, Los Angeles, Cal.
Liebelt Bros., Los Angeles, Cal.
Geo. A. Ralph, Los Angeles, Cal.
Kaplan & Stollin, Los Angeles, Cal
Margrave & Sandstrom, San Pedro, Cal.
Ehlen & Grote, Orange, Cal.
A. W. Merriam, Pomona, Cal
R. Taylor, Pasadena, Cal.
Pasadena Grocery Co., Pasadena, Cal.
G. S. Pritchard, Sacramento, Cal.
J. B. Chaffey, Pasadena, Cal.
Newmark Bros., Los Angeles, Cal
M. G. Gonzales, Los Angeles, Cal.
Kemper & Edwards, Los Angeles, Cal
Castruccio-Amestoy Co., Los Angeles, Cal.
J. A. Fazenda, Los Angeles, Cal.
Badham & Williams, Los Angeles, Cal
American Coffee Co., Los Angeles, Cal
Olsen & Sons, Los Angeles, Cal.
Despars & Sons, Los Angeles, Cal.
C. W. Grassell, Redondo, Cal.
Bunker & Anderson, Santa Ana, Cal.
J. S. Quint, Redondo, Cal.
Taylor & Chaffee, Pasadena, Cal
J. L. Phillips, San Diego, Cal.
Long Beach Grocery, Long Beach, Cal
Lee H. Young, Ocean Park, Cal.
J. R. Newberry Co., Hollywood, Cal.
F. J. Cornes, Monrovia, Cal.
J. A. Fraulob, Monrovia, Cal.
A. F. Johnston, Santa Monica, Cal
Crow & Drake, Alhambra, Cal.
Reed & Young, Venice, Cal.
C. J. Nellis, Sawtell, Cal
Ventura Grocery Co., Ventura, Cal.
W. R. Woodside, Los Angeles, Cal.
E. A. Klein, Los Angeles, Cal.
F. W. Grannis, Los Angeles, Cal
Frank T. Shirley, Los Angeles, Cal.
College Grocery, Los Angeles, Cal.
Sunset Tea & Coffee Co., Los Angeles, Cal
Planter's Union Coffee Co., Los Angeles, Cal
Eastern Produce Co., Los Angeles, Cal.
Rivers Bros., Los Angeles, Cal.
F. A. Valle, Los Angeles, Cal.
Coomber & Son, Los Angeles, Cal.
Sunset Grocery, Oakland, Cal.

Seasonable Suggestions

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

PUSH THE GOODS
PROTECTED BY AGREEMENTS
CUT OUT
AS FAR AS POSSIBLE
ALL GOODS
DEMORALIZED
BY PRICE CUTTERS

The best lesson is that of example.

A hard beginning maketh a good ending.

Hobart's stop drudgery and make leaders.

Hobart Electric Mills cost less to operate.

He that will not look before must look behind.

Automatic Mail release's joined in Hobart only.

It is better to buy a Hobart, than to wish you had.

"The daily grind is made a pleasure with a Hobart."

Hobart Means.—The best of the new—the good of the old.

A man who makes every minute count becomes a power.

"Hobart's patented nail release prevents injury to the mill."

The greatest shame of all is to feel none at things unworthy.

Without economy none can be rich, and with it none need be poor.

Hands busy with good work are not likely to be seared by doing evil.

A man is never too busy to listen when the lady on the dollar talks.

There are but two families in the world, Have much and Have little.

The town of Oxbow, Canada, has a population of 580 and three banks.

Our idea of a selfish person is one who is unable to remember a favor.

"Hobart Mills granulate on one end and pulverize on the other at the same time; others stick."

The merchant that will not see advantage that a half million storekeepers have is more than blind.

A man that does not know how to learn from his own mistakes turns the best schoolmaster out of his life.

In showing up mistakes and losses a good system gives opportunity to correct and avoid faults in the future.

R. G. Dunn & Co.'s report says: 'The avearage life of a succesful general store is 20 years; then is fails."

No business is so safe and substantial as that founded on satisfied customers. Advise customers to buy goods that will give them the full worth of their money.

From Germany we bought in 1907 something over $26,000,000 in excess of what we bought in 1906. The exact figures are, for 1907, $161,544,552; for 1906, $135,142,996.

In 1890 the banking resources of the world were estimated to be $15,895,000,000. In 1907 the banking resources of the United States alone are estimated to be $15,000,000,000.

During the nine months ended September, 1906, 4,184,181 dozen eggs, valued at $865,437, were exported from the United States, against 2,160,339 dozen exported during the same period in 1905.

Without the best system the most solid commercial structures will fail. No system is safe unless it gets for a merchant all of his just profits, and expansion without such a system spells failure.

The national banks have returned to the treasury $30,000,000 of government money. When the call was made June 12 for July 10 the banks held $171,000,000 government money; now they hold $141,000,000.

Three new counterfeit $10 bank notes, which are now in circulation, causing considerable trouble to bankers and others, have been discovered by the secret service agents of the Treasury Department.

The mild-mannered retailer who turns the other check is nice to think about, but the fellow who discounts his bills and doesn't go broke, is he who puts his spurs in his boots occasionally and goes out after the delinquents.

A new use for potatoes is said to be their employment as a substitute for cedar wood in the manufacture of lead pencils. It is said that the potato product is entirely satisfactory for the purpose and very much cheaper than the cedar wood.

One thing, at least, the United States has done in the Phillippines with which it will be hard for any one to find fault: it has wrought a physical housecleaning. Manila, for the first time in its history, has been six months without a single case of infectious disease.

Advertising is often a waste of money, for space or printing costs. Whenever you advertise be sure that you fill the space with matter that will count. Never leave out the argument, and always quote prices. It isn't enough to merely say an article is cheap.

Gold production of India for the month of May was 44,394 ounces, against 48,515 for the same month of 1906 and 52,174 in 1905. So far this

LONG'S

Preserves the standard preserve of the world and absolutely pure.
Saratoga Drips pleases the palate, whets the appetite, gives hot cakes a delightful flavor.
Woodlawn Maple is superior grade of Maple Syrup, guaranteed for its purity strength and flavor.
Maraschino Cherries the finest of California's selected cherries preserved in maraschino, unequalled by any manufacturer.
Peerless Bar and **Powdered Sugar** the best and cleanest sugar sugar on the market. TRY THEM.

Long Syrup Refining Co.
SAN FRANCISCO.

year India has produced for the five months 223,766 ounces of gold. For the whole of 1906 the yield was 557,260 ounces.

New York city is a cheese eating community. The total amount consumed each year aggregates 25,000,000 pounds, of which 7,000,000 pounds is American cheese, 6,500,000 pounds Swiss, 500,000 Roquefort, 2,500,000 lbs Camembert, and 3,500,000 pounds of various other fancy cheeses.

In the reduction by the government of expenses for transportation of mails the Santa Fe already suffers an annual loss of $20,000 by the taking off of one car. The Harriman lines are similarly affected. It is estimated that the total saving for the year to the government will be $200,000.

The fellow who loafs on his employer's time just because he isn't watched is in all essential aspects as dishonest as if he filched his money outright, for he is very plainly getting money under false pretenses—for labor which he does not perform. There is altogether too much haziness touching the ethics involved in this matter.

The loans in the national banks in the United States increased from $1,893,200,000 in October, 1906, to $4,535,800,000 on March 22d, 1907, an expansion of 250 percent, while during the same period the percentage of cash reserve to deposits, (not including amounts carried with other banks) fell off 19.06 percent to 10.85 percent.

Young men who lean toward the consular and diplomatic service will soon have a chance to prove their fitness to enter it. Examinations are to be held in Washington on August 14th and 15th for positions as student interpreters on duty, to begin with, is small,—one thousand dollars a year,—but the post is one which gives the right young man an opportunity to show his fitness for something better.

Why does hay become heated and sweat? The cells in hay continue to live and breathe for some time after it is cut, and they alone, in a close mow heat the hay to a temperature of 132 degrees Fahrenheit. Added to this is the heat from the microscopic spores of fungi which continue to grow on the blades of hay during its fermentation, the heat created by the development of the hay seeds and the heat of the sun upon the roof.

U. S. Metal Polish

POLISH.

Qts. .....$3.00 per doz
Pts. ..... 2.00 per doz
½ Pts. ..... .90 per doz

PASTE.

1 lb.....$3.00 per doz
½ lb..... 1.75 per doz
3 oz..... .50 per doz
Barkeeper's Friend Powder, gross.....$13.00

U. S. METALLIC POLISH PASTE

Is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. For sale by all dealers. Also the Savoy Alkali Floor Powder, containing no grease

J. T. WILSON,
Pacific Coast Agt., 2871 16th St., S. F.

THE PERFECTION CHEESE CUTTER



Is a computing cheese cutter. It is so simple that any boy can operate it. Any boy can take it apart, clean it and put it together again without a mistake.

It will last a life time and we guarantee it to cut out the Retail Grocer's exact profit from every cheese. No guess work about it.

Ask one of the Thousands of your competitors using a Perfection Computing Cheese Cutter, if the Cutter didn't save its cost the first 90 days.

Then write to us.

Sold by
LEVENSON COMPANY,
Corner Front and Pine Sts.,
San Francisco, Cal.

THE AMERICAN COMPUTING CO.
Indianapolis, Ind.

Cracker Jack

"The More You Eat The More You Want"

The World's Greatest 5 Cent Seller

Dodge, Sweeney & Co.

Agents

San Francisco California

ADVERTISING HELPS.

Make Your Heading Pithy and Snappy: Also Your Reading Matter

An advertising man is called upon to advise on all questions, says Louis Deuble in the Cincinnati Jobber. Recently a wealthy family in my home city gave me an order for an epitaph on a costly granite shaft, to be placed over the grave of a favored son who died in a foreign country. Of course I said something nice, which pleased them immensely.

Advertising for a grocer is not out of my line, but is most interesting to me. What should be the selling points or argument in a grocer's ad.? First create a desire by describing quality, constituents, careful production, strength, flavor or purity of what you offer for sale.

The selling points are lasting taste, lowness in price considering quality, and the satisfaction which is evidenced by people generally in purchasing. Economy and price should clinch the sale. So make your advertisements accordingly. Give prominence to the name of the article as a catch-line for your advertisement.

What size advertisement should a grocer use? This depends on his business and what he wants to spend. The more he advertises the larger grows his business every time. I will say, without the least fear of equivocation, that the grocer has a better opportunity for making money and increasing his business through advertising means than any other dealer. He carries staples or commodities which people must use. A man will put off buying a suit and a woman a dress or other wearable from time to time, but people must buy coffee, sugar, tea, soap, butter, molasses, and what not.

What's to prevent one grocer getting the most of the town trade? He only needs to advertise—ask, invite, insist on people trying his store for quality and price, and sticking to this preaching and coaxing. A three-inch advertisement is fairly good, a five-inch single column better. A small ad. could be run Monday, a double space ad. Tuesday, a small ad. Wednesday and Thursday, and a large ad. Friday for Saturady's trade. A small ad., say three or four inches, should advertise only one article and have but one catch-line in a good gothic or Devinne of large point. A six-inch or larger ad. should have a main catch-line at the top and a medium-point line in the center, with the address in smaller type.

Let your advertisements talk to women. They buy practically everything. Don't advertise anything but good quality. Maintain a certain dignity as to quality in your advertisements. Prices should be displayed fairly large, for they sell your products. Some women (and men, as well) will walk three blocks out of their way to buy a pound of coffee at three cents off regular price. A grocer should advertise every day, whether large or small ads. He should change his reading matter every day.

Write your catch-line and make your heading pithy, snappy and let your reading matter follow in the same style. Don't be humorous or witty—you are selling groceries, not jokes. Better write a story book on humor if you want circulation—but keep it apart from your advertising.

A local grocer for whom I prepared a series of advertisements on coffee some time ago recalls my attention to the increased demand for this article, and I will relate his experience in one line only. He made a specialty of coffee and advertised it with his other goods, but did not experience specially attractive results. He requested my advice. I read up on coffee and learned that good coffee is beneficial to the human body and contains a nerve stimulant—caffein. I also learned that certain coffees were injurious if not properly blended.

I prepared a series of advertisements for him, starting with the story as to the growing of the coffee plant, how carefully the berry was cultivated and how cleanly it was cared for when ready to market The series of ads. simply educated the people as to good coffee and why it should be preferred to inferior brands. The ads. were coffee and nothing but coffee. These ads. were run one each week and nicely displayed. He told me a week ago when I visited his store that he was selling coffee to more than one hundred families more than he ever did before and that only that brand of coffee was used by these families, and that he was building up a separate business on coffee and high-grade teas. This simply shows what can be accomplished when you do not scatter your shot. Purity, fair price, liberal assortment and freshness of products or staples are essential in selling groceries, and they should receive attention in your advertisements.

THE NEW COMERS.

The new people in town are among the easiest to make your customers. They are entirely unprejudiced. They want to buy some of your kind of goods and they don't know who runs the best grocery store. You can get them to come into your store if you set about it, and then if they don't come again it's nobody's fault but your own. The best scheme for systematic working of that sort of trade is to have a little folder printed and kept on hand ready to mail to new families as soon as they arrive in town. Make it plain and attractive, well printed, and simply an announcement of your desire to serve them, expressing your appreciation of the favor of their patronage Such a simple invitation to your store will usually be accepted.

Cable Address "CLUFFECK." Telephone Temporary 2860

William Cluff Company, Inc.

Wholesale Grocers

Importers and Exporters of Cigars and Tobacco.

Spear and Mission Sts.

San Francisco, Cal.

HAAS BROS.

Wholesale Grocers---

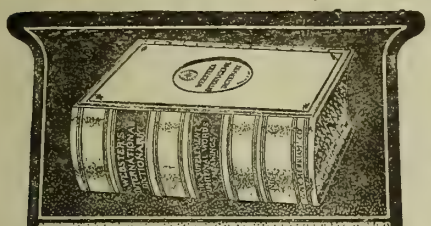
Importers and Commission Merchants

100 CALIFORNIA STREET

(Corner Davis)

San Francisco California

The Pacific Vinegar & Pickle Works, Hayward, has let a contract for a one-story sales house, 56x186 feet in dimensions with a cement floor.



WEBSTER'S INTERNATIONAL DICTIONARY

THE ONE GREAT STANDARD AUTHORITY.

Can it truly be said of any other book than WEBSTER'S INTERNATIONAL DICTIONARY that it is:—
The Standard of the Federal and State Courts? The Standard of the Govt. Printing Office? The Basis of nearly all the Schoolbooks? Indorsed by every State School Supt.? Universally recommended by College Presidents and Educators? The Standard for over 99% of the Newspapers?

UP TO DATE and RELIABLE.
2380 Pages. 5000 Illustrations.

Should You Not Own Such a Book?

WEBSTER'S COLLEGIATE DICTIONARY. The largest of our abridgments. Regular and Thin Paper editions. Unsurpassed for elegance and convenience.
1116 PAGES AND 1100 ILLUSTRATIONS.

Write for "The Story of a Book"—Free.

G. & C. MERRIAM CO.,
SPRINGFIELD, MASS., U. S. A.
GET THE BEST.

KELLEY-CLARKE CO.

23 Market St., San Francisco

IVORY SOAP
LENOX SOAP
P. & G. NAPTHA SOAP
K. C. BAKING POWDER
PROCTOR & GAMBLE CANDLES
ORANGE CITY RUSKS
PEARLO GUM
HONEYSUCKLE MILK



An Auto? No!

Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

ITEMS OF INTEREST.

T. H. Elliott, manager of the Selma Fruit Company, has invented a new raisin seeder that he says is not an infrigment in any way upon any other patent in existence and does not resemble any seeder now in use. Mr. Elliott it is reported expects to install several of his machines for this season's work.

It is bound to surprise the prudent housewife when she orders ketchup that has always shown a delicious red color, to find it strongly tinged with green, but when she realizes that it is tomatoes and not dye that is being served her, perhaps she will be willing to accept it. Peas in their natural state may not look as attractive as when nicely greened with copper sulphate, but they have all the flavor and for more nutrition than formerly. Corn may be yellow rather than delicate white, yet it has the flavor of the field and the sweet juices nature gave it rather than the bleach of commerce and the artificial sweetening added by the packer. Getting back to nature may seem strange for a while, but it is decidedly invigorating to the palate and to the trade alike.

President Charles A. Sweigert of the Board of Police Commissioners, says: "Saloonmen can now live as American citizens; they can conduct their places as such; they may buy their liquor and their cigars from whom they please while the present commission is in power. Men who conduct 'straight' saloons will not be affected by the change of administration."

FOR SALE.

THE GENERAL MERCHANDISE BUSINESS OF PRATT & McLEAN, AT GRIMES LANDING, COLUSA COUNTY, CALIFORNIA, CONSISTING OF A FULL AND COMPLETE LINE OF GENERAL MERCHANDISE, STORE FIXTURES, STORE BUILDING AND LOT. SITUATED IN ONE OF THE RICHEST FARMING COMMUNITIES IN THE STATE. ALL MUST BE SOLD NOT LATER THAN SEPTEMBER 20TH, 1907. FOR FURTHER PARTICULARS SEE F. G. McLEAN AT GRIMES, COLUSA COUNTY, CALIFORNIA.

AN OLD ESTABLISHED, WELL-PAYING GROCERY, FEED AND POULTRY SUPPLY BUSINESS IN PROSPEROUS INTERIOR TOWN. NATIONAL CASH REGISTER; DAYTON SCALES; HALL SAFE; SHOW CASES, ETC., GO WITH THE BUSINESS. STOCK ALL CLEAN AND NEW. THIS IS AN EXCEPTIONAL OPPORTUNITY FOR A LIVE UP-TO-DATE MAN OR FIRM. OTHER BUSINESS INTERESTS REQUIRE THAT THIS BE SOLD WITHIN THE NEXT 60 DAYS. ABOUT $3,000 CASH REQUIRED.
ADDRESS INQUIRIES TO G. B V., CARE "ADVOCATE," 1714 WEBSTER ST., SAN FRANCISCO.

TERMS, STRICTLY CASH.
LOCATION—WITHIN 2 HOURS RIDE OF SAN FRANCISCO.
BUSINESS DOING $40,000 PER ANNUM IN A PROFIT PAYING MANUFACTURING TOWN, WHERE THERE ARE NO CUTTERS. PLANT IS DIVIDED INTO TWO PARTS—ONE A FIRST-CLASS BRANCH DOING A BUSINESS OF ABOUT $1,000.00 PER MONTH. MAIN STORE BUILDING IS 27½X64 FEET AND NEWLY FITTED UP. THERE IS AN ANNEX, STORAGE ROOM, BARN AND COAL SHED. REASON FOR SELLING GIVEN ONLY TO BONA-FIDE INQUIRERR-EXCEPT TO SAY, THAT REASONS ARE PERFECTLY LEGITIMATE. AVERAGE MONTHLY PAY-ROLL OF FACTORY EMPLOYEES IN THE TOWN EXCEEDS $65,000. BUSINESS EMBRACES GROCERIES, FEED, HARDWARE, CROCKERY AND DRY GOODS, AS WELL AS COAL, LIME AND CEMENT. ADDRESS "SQUARE DEAL," CARE "ADVOCATE," 1714 WEBSTER ST., SAN FRANCISCO.

FOR SALE—AN ALMOST NEW LAWSON CASH CARRIER SYSTEM OF STATIONS, COMPLETE IN PERFECT WORKING ORDER. PRICE $75.00 CASH, F. O. B. ADDRESS, THE FAIRCO., SAN JOE.

OLD ESTABLISHED GENEAL MERCHANDISE BUSINESS FOR SALE, LOCATED IN LIVELY MINING TOWN IN NORTHERN PART OF STATE. SALE BEING MADE BECAUSE PRESENT OWNER HAS HAD THE BUSINESS FOR FORTY YEARS. APPLY J. H., CARE "ADVOCATE 1714 WEBSTER ST., S. F.

BUSINESS CHANCES.

NOT A BETTER PLACE ON EARTH FOR A WHOLESALE GROCERY HOUSE THAN ASTORIA, OREGON. LIVE WIRE COULD CONTROL ALASKAAN TRADE. TWO-THIRDS OF THE PEOPLE OF THE WORLD LIVE ON THE PACIFC SHORES; THEY ALL MAKE REGULAR BUSINESS OF EATING. YOUNG HUSTLER OUGHT TO START CO-OPERATE COMPANY OR PROMOTE AND LOCATE IT HERE. YOU WOULD DOUBLE YOUR DOLLARS IN THIS BUSINESSFIRST YEAR. WRITE CHAMBER OF COMMERCE, ROOM 200, ASTORIA, OREGON, FOR PARTICULARS. REMEMBER, ASTORIA IS ONLY DEEP-WATER PORT ON COLUMBIA RIVER AND IS ONE OF ONLY FIVE ON PACIFIC COAST.

GROCERY NOTES.

Items of Interests To the Trade.

Hollister.—Carpenters were at work on Tuesday removing the building staging from the Granger's Union store, just sixteen months from the date of the big cuckoo earthquake. As the good sister said at the camp-meeting, "thank God for that." This building which now covers a whole half block of land is now receiving the final touches at the hands of the carpenters and painters and in a few days not a scar or mark will remain to remind anybody of the great shake that left the former building a huge pile of bricks and mortar. The building is planned generally on the lines of the old building but not so high and has a frontage of seventy additional feet. The structure is solidly braced with wood and iron pillars. The main front walls are of braced timbers veneered with buff pressed brick, ornamented with galvanized iron cornice.

The entire lower floor is occupied by the Grangers Union for business purposes. The show windows extend from the depth of the lot on Sixth st. around San Benito to Brown alley, there being one hundred and seventy-five feet of plate glass, for display purposes. On Sixth street a large brick addition has been added for the display of buggies and wagons. The office occupies a commanding position in the center of the lower floor, and is equipped with every convenience for the proper transaction of business.

The building as it stands today represents an outlay of forty thousand dollars, which taken into connection with the immense loss caused by the shake, shows what energy and business spirit can accomplish, even when under a tremendous handicap.

Madera.—The Madera Rochdale store has installed a new slicing machine which makes the slicing of meats for sandwiches, chipped beef, in fact any thing that you want to slice, far less difficult than by the use of a carving knife, no matter how keen the knife may be, and the meats are all cut in slices of uniform thickness. Must have been an "Enterprise."

Berkeley.—Fire in the grocery of H. Howe at 2936 Ellsworth street damaged the stock and building to the amount of $500.

Acampo.—A. H. Bull, has purchased the business of J. H. Rhodes. The name of the new firm will be J. H. Rhodes & Co. They will carry on a general merchandise business.

Ukiah.—Always up with the times, the C. Hofman Company department store has added another modern feature to its already up-to-date equipment. The south front of the **grocery** department has been furnished with new shelving and patent containers for cakes, sugar, coffee, rice, etc, have been put in. These, while protecting the groceries from dust and moisure, have glass fronts which allow a handsome display to be made. Louis Hofman, the genial head of the grocery department, is very proud of the new arrangement and his many patrons appreciate its conveniences.

Truckee.—Last week a deal was consummated in which the Sassarini Bros. purchased two lots from Mr. Guisti, located on River street, west of Bridge. The deal has been pending for several days.

The Sassarini Brothers purchased these lots for the purpose of erecting a one-story building to be used for a retail and wholesale grocery store. They entered into the grocery business some six months ago, and they have prospered to such an extent that they are forced to erect a building exclusively for this purpose.

All this week they have had men at work excavating for the basement. The building will made entirely of stone and will be fire proof. The new place will be just one story high. They hope to have the building completed and ready for occupancy by the middle of October. They expect to have one of the largest stores, conducted exclusively for groceries in Nevada county.

Santa Cruz.—C. E. Hoffman and family, formerly of Fresno, have taken up their residence in this city. Mr. Hoffman will start a tea and coffee emporium and is only awaiting a suitable location to commence business operations.

HANDLE
SPERRY FLOUR
and make a good
PROFIT!
The most popular brand on the Market.

Mill Valley.--The Tamalpais grocery Company is out in a card announcing that its Mill Valley store is not for sale. The sale of the stores belonging to the company at Larkspur and Corte Madera gave rise to the rumor that the Mill Valley establishment was also to pass into other hands, but that is now authoritatively denied.

Hollister.—Edward H. Butts, has purchased an interest in the Nolte Company Grocery. The young men composing this firm are all hustlers and are rapidly building up a good business.

South San Francisco.—H. Gaerdes, proprietor of the Baden Cash Store, has been kept very busy during the past two weeks in moving the merchandise from his old store on Grand Avenue to the new, spacious and modern storeroom next door. Mr. Gaerdes says there is nothing in his line too good for South City people, and has endeavored to make his new establishment first class in every respect. The store room is 50x80 feet in dimensions, and is fronted with three large plate glass window show-windows. At the two front entrances the floor is finished with beautiful inlaid mosaic work. A new cement side walk is to be laid along the front of Mr. Gaerde's property in the near future. A modern awning will also be put up. A large store-room is compactly filled with all kinds of general household goods, such as groceries, canned goods, wines and liquors, cooking utensils, garden tools, candies and nuts, in fact, everything pertaining to a modern grocery establishment.

Mr. Gaerdes deserves great credit for this extensive improvements, which shows that he has faith in the future prospects of South City.

Clovis:—Two weeks ago fire put J. E. Goode in the road with a small part of his fine stock of general merchandise—his buildings a pile of ashes. The following morning John had lumber on the old site and a number of men at work building a temporary shelter for his goods, and he was serving customers with the same careful attention. Immediately the building was finished he got busy on a larger building, this he now occupies, it is 24x45 and will be used until his new brick is built on the corner lot.

Boulder Creek.—The marriage of Lee C. Hayes, the popular groceryman with O. M. Williams, and Mrs. Agnes Wright a former teacher in our public school and now principal of the San Vicente school is to take place at the Presbyterian parsonage this Sunday afternoon.

Lakeport.—J. F. Bartlett, a young man recently from Humboldt county, has purchased the Oriental Tea and Coffee Co's store in the bank building from Barry & Chamblin. He is having the store improved and will soon increase the present stock.

Mrs. Clara L. Noyes has bought the family Grocery Store on Main street from Mrs. Craig, who will leave soon for Arbuckle.

Berkeley.—Another retail business was established last week in South Berkeley when the Congdon Grocery Company opened its doors. The new store is located at 3311 Adeline street in the fine new Alcatraz building which has only been completed a short time. The big store room, which extends the entire length of the building, has been fitted up for the convenience of the grocery business. The new firm is composed of M. S. Congdon and Geo. H. Dutton. Congdon also conducts a large grocery store at the corner of Telegraph avenue and Dwight way and another one at the corner of Shattuck avenue and Dwight way.

Larkspur.—Bert Burtchall has sold out the Tamalpais Grocery at Larkspur to P. A. Buckley of San Francisco. Mr. Burtchaell has decided to go into business at Goldfield.

Kelseyville, Cal.—A. J. Clark has sold his stock in Finley Grocery store to T. W. Pedigo. Clark has moved to Lakeport.

NOTICE

Is hereby given that on Wednesday, the 2nd day of October, 1907, a special meeting will be held by the stockholders of the Barrisick's Gold Amalgamating Company at the office, 1003 McAllister St., at 10 A. M.

L. H. BARRISICK'S,
President.

Sanipure Milk

An Artificial Mother's Milk for Infants and Invalids. The only Perfect Substitute for a Healthy Mother's Milk—All Jobbers.

PACIFIC COAST
CONDENSED MILK CO.
Seattle, Wash.

JOHN H. SPOHN, Agents.
San Francisco, Cal.



IN TWO YEARS THE
Royal Electric Mills
Have grown into the Largest Line of its kind in the World

WHY?

BECAUSE—

1st. A ROYAL MILL cuts the Coffee into even granules, without crushing or grinding.

2d. A ROYAL MILL is self-cleaning, not a grain of Coffee is left in the mill to mix with the next lot.

3rd. ROYAL MILLS will Pulverize Coffee Without Heating, no other will do this.

Beck Hardware Co.
73-75 Clementina St., Near 2nd and Folsom Sts San Francisco.

AMUSEMENTS.

NEW ALCAZAR.

The New Alcazar stock company has scored a great success all of this week in Augustus Thomas' great comedy **"The Other Girl."** Next week the bill is **"Genessee of the Mills,"** which is a dramatization of Marah Ellis Ryan's great novel **"Told in the Hils."**

IDORA PARK.

(Oakland)

The brightest and funniest of Comic Operas, **"Ship Ahoy"** with a company of sixty people is now playing at this house. The caste includes Ferris Hartman, Edith Mason, Wallace Brownlow, Tom Persee and a number of others, with Paul Steindorf as musical director. The **Alameda County Exposition and Carnival** is also a source of great attraction at the present time. To reach this popular amusement center from this city, take the Berkeley Key Route, via 55th st.

CHUTES THEATRE.

The Milan Opera Co. is now the attraction and during the current week **"Traviata," "La Boheme," "La Tosca," "Cavalleria" and "Pagliacci"** have been played to well filled houses. It is unfortunate that such a splendid company should be forced to play at such a distance from the center of things.

CENTRAL.

This great home of melodrama has held big houses all this week with the spectacular Owen Davis play **"The Gamblers' Daughter."** Next week the splendid melodrama **"Ruled Off The Turf"** will be the bill.

NOVELTY THEATRE.

"The Three of Us" has been the bill for this week. The houses have been very good and the play takes well. Beginning Sunday night, **Louis James** is billed to appear in the **"Merry Wives of Windsow,"** as **"Falstaff."**

PRINCESS THEATRE.

This new home of vaudeville is meeting with much success, owing to the high class of performances offered the amusement seeking public. The house is class A in every particular and is well worth a visit.

VAN NESS THEATRE.

"Salomy Jane" is the bill for this week and next. **Olga Nethersole** is billed to follow in **"The Awakening," "Carmen," "Second Mrs. Tanqueray,"** and **"Camille."**

COLISEUM.

This great rink has been open to the public for several weeks, after a thorough renovation, and the fact that the society skaters have arranged to meet there during the winter season, instead of elsewhere as previously, is evidence that the excellence of this rink is recognized by all concerned.

The Western Skating Association is now holding a series of races for the championship of the world. The first races were held on Tuesday evening of this week and other heats will follow in rapid succession.

A GROWING FIRM.

The success which has attended the efforts of Messrs S. M. Phillips & Co., of Sacramento, who are becoming very important factors in the wholesale rice trade throughout the Sacramento and San Joaquin Valleys, has encouraged them to such a degree, that they are now completing arrangements to build a warehouse in Los Angeles, and establish there a branch of their large and lucrative business.

The progress of this young jobbing house has been brought about through hard work, combined with square dealing and th effort to please customers. Mr. Phillips arrived in Sacramento several years ago, totally unknown and has built up in a few short years a business which is the envy of many of his old competitors.

DIAMOND MATCH PROJECT.

The Diamond Match Co., of Chico, will in the very near future undertake one of the biggest fire protection projects ever attempted in this part of the West. The company has 178,000 acres of choice timber in Butte County. and it proposes to run fire lines around the entire wooded district, and then subdivide the holding by lines laid out in checkerboard fashion. A patrol system will then be established. A slight conception of the magnitude of the job may be gained when it is understood the fire lines will be 150 feet wide. The company will take no chances. The timber possessions of the match company are exceedingly valuable, and it would entail a loss of millions if a disastrous conflagration should occur.

Wichman, Lutgen & Co.

INCORPORATED

Importers and Wholesale Liquor Dealers

Sole Proprietors

GILT EDGE

WHISKIES

RYE AND BOURBON

Temporary Office and Warehouse

Cor. Everett nd Harrison Avenue, Alameda

Near Park St., Draw-bridge.

431-439 Clay St., San Francisco.

BOSTON! HO!!

California Should Be Strongly Represented at the Next Annual Convention of the

National Retail Grocers Association

Which is to be Held at

BOSTON, MASS., MAY, 1908.

Join the California "Boston Club."

Twenty Four Members Now Enrolled

Here is a Chance to Enjoy an Eastern Trip with

Special Rates -- Splendid Accommodations -- Good Company -- Splendid Entertainment

The Club will travel in its own Special Car to Boston and Return, visiting Salt Lake City, Denver, Kansas City, Chicago, Cincinnati, Boston, New York and other cities enroute,—being part of a special train which will be made up at Denver where delegations from Oregon, Washington, Idaho, Montana and Colorado will join us.

"Your Dues will Pay Your Fare."

Full details will be forwarded to anyone who may be interested on application. ADDRESS

FRANK B. CONNOLLY

Director, National Association of Retail Grocers.

Secretary, California Retail Grocers and Merchants Association.

901 Stanyan Street **San Francisco**

Port Costa Flour

(28 per cent Gluten)

Golden Poppy Oat Flakes
Golden Poppy Cereals

ENCORE PANCAKE FLOUR

PORT COSTA MILLING CO.

210 Battery Street San Francisco

THE RETAIL

GROCERS ADVOCATE

E. D. EDDY, EDITOR. SAN FRANCISCO, CALIFORNIA, OCTOBER 4, 1907. VOL. 12, NO. 39.

PHOENIX FLOUR

The Whitest The Best

Made in Sacramento, Cal.

Up=to=date Machinery

Modern Ideas Coupled with the Thirty Years Experience at the same Location Has Taught Us What Kind Of Wheat To Blend.

RESULT: = PERFECTION

Agencies at Oakland, Eureka, Placerville, Red Bluff and Reno.

PHŒNIX MILLING CO. Sacramento, Cal.

B. E. BRYAN, Oakland Agent, 17th and Wood Sts.
Phone Oakland 8254



Thirty Thousand McCaskey Registers In Use.

WHEN SHORT OF OPINIONS be careful of Whom You Borrow.
If you Want to Know about THE BEST SYSTEM ever invented We will gladly give you the names of merchants in your own neighborhood that handle their accounts by THE McCASKEY REGISTER SYSTEM.
Get the Opinions of people WHO KNOW.
Credit SALES handled AS FAST as CASH SALES.

NO FORGOTTEN CHARGES. NO DISPUTES.
IT COLLECTS THE ACCOUNTS. AND PLEASES YOUR CUSTOMERS.
ONLY ONE WRITING.

A 64-page Catalog FREE for the asking.

WE CAN SHOW YOU
How Our Register Quickly Pays for Itself, and Continually Earns You a Profit.

W. A. HAWLEY, General Agent Pacific Coast,
237-38 BACON BLOCK, OAKLAND, CAL.

BRANCH AGENCIES: Los Angeles, Cal.; Sacramento, Cal.; Spokane, Wash.; Portland, Ore.; Seattle, Wash.; San Jose, Cal
THE McCASKEY REGISTER CO., 34 Rush St., Alliance, Ohio, Manufacturers of the Celebrated Multiplex Duplicating Carbon Back Counter Pads, also Single Carbon and Folding Pads.

The Advocate Endorses the McCaskey Account Register.

RUMFORD
The Wholesome
Baking Powder

It satisfies the grocer's most particular customers.

It enables him to sell the Best of the High-Grade baking powders at a reasonable price.

He is sure of its Quick Sale and a Good Profit.

We Sell
Rice!

From MILLS
Direct to YOU

Send for Samples

W. T. Welisch & Co.

RICE FACTORS

Monadnock Bldg. S. F.

New Sauerkraut

Orders
Promptly
Delivered

REED PICKLE WORKS

1507 Folsom St.

Bet. 11th and 12th

Phone Market 228.

Do You Sell Our

Y-E-A-S-T

Golden Gate Compressed Yeast Co.

Washington and Fillmore Sts.

THE
RETAIL GROCERS ADVOCATE
Published Every Friday by the
CALIFORNIA
RETAIL GROCERS
AND
MERCHANTS
ASSOCIATION
EARL D. EDDY. Editor and Manager.
Paul A. Carew, Assistant.
George E. Place, Trav. Representative.

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The firms listed below are using the columns of The Advocate in the cause of publicity. We urge our friends and members to remember them in placing orders.

AGENTS, MNFRS.

R. A. Holcombe & Co., 50 Clay St.
W. A. Hawley, 237-38 Bacon Blk., Okd.
Beck Hardware Co., 73-75 Clementina.
Kelly-Clarke Co., 23 Market.
John H. Spohn Co., 50-52 Clay St.
Fred F. Hobbs Co., Hansford Bldg.
The C. B. Jennings Co., 41 Clay St.
Johnson-Lock Mercantile Co., 213 Sansome St.
P. E. Lenfesty, 49 Hartford St.
Castle Bros., 1444 O'Farrell St.
Hughson & Merton, 438 Market St.
Mailliard & Schmiedell, Front and Sacramento Sts.

AMMONIA.

Pacific Ammonia Bottling Co.

BAKING POWDER.

"Royal," Johnson-Locke Mercantile Co., Agts, 213 Sansome St.
A. Schilling & Co, 2d and Folsom.
"Rumford," Rumford Chem. Works, Providence, R. I.
Crescent "Egg-Phosphate." John H. Spohn Co., Agts.

BANKS.

Swiss-American Bank, 1452 Fillmore.

BEER.

California Bottling Co., 1255 Harrison.

BITTERS.

Lash's Bitters Co., 1721 Mission.

CATSUPS.

Pacific Vinegar & Pickle Works, 161 Sacramento St.
"Sniders," John H. Spohn Co., Agts., 52 Clay St.
"Griffion's," California Fruit Canners' Association.

CHEESE CUTTERS.

"Perfection," Levenson Co., Distributors, Front and Pine Sts.

COFFEE, TEA, ETC.

J. A. Folger & Co., Spear & Howard.
M. J. Brandenstein & Co., Mission near Spear.
A. Schilling & Co., 2d and Folsom.

COFFEE MILLS.

F. F. Wear, D. S. A., Pac. Coast.
Hobart Mills, 137-139 Telegraph Ave., Oakland.
"Royal," Beck Hardware Co., Agts., 604 Mission St.
"Enterprise," 438 Market St.

COLLECTORS.

American Collection Agency, Grant Bldg.

COMMISSION MERCHANTS.

Dodge-Sweeney & Co., Hathaway Wharf, S. F.
Scatena, L. & Co., 104 Washington. Phone, Temporry 243.
Scheer, Morehouse & Grandi, Hathaway Wharf and 33 Clay St.
Monotti-Larimer & Co., 707 Grove St.

CONFECTIONARY.

"Hunky Dory," Dodge Sweeney & Co., Agts.

DELICACIES.

Rathjens, P. F., 13145-1319 Pacific.
Wieland Bros., 309-311 Davis St.

EVAPORATED MILK.

Carnation, John H. Spohn Co., Agts., 50-52 Clay St.
Alpine, F. F. Hobbs Co., Agts., Hansford Bldg.
Borden Condensed Milk Co., Johnson-Locke Co., Agts., 213 Sansome St.
"Honeysuckle," Kelley, Clarke Co., 23 Market St.

FLOUR.

Crown Mills, 216 Jackson St.
Del Monte Milling Co., Lombard and Montgomery. Phone, Temporary 1089.
Globe Grain & Milling Co., Chestnut and Montgomery. Phone, West 1616.
Port Costa Milling Co., Battery St., near California.
Bay City Mills, J. C. Westphal & Sons, Prop's., 1st and Clay St., Oakland.
Phoenix Milling Co., Sacramento.
Sperry Flour Co., 112 Spear St.

GINGER ALE.

D. Steimke & Co., Union and Octavia.

INSECT POWDER.

"Eureka."

LYE.

"Red Seal."

MAPLEINE.

John H. Spohn Co., Agts., 52 Clay St.

McCASKEY ACCOUNT REGISTER.

W. A. Hawley, Agt., 237-38 Bacon Blk., Oakland.

MINCE MEAT.

"None Such Condensed," Merrell, Soule Co.

MEAT SLICING MACHINES.

"Enterprise," 438 Market St.

OIL TANKS, ETC.

Beck Hardware Co., 604 Mission St.
F. F. Wear, "National," 137 Telegraph Ave., Oakland.

PAINTS, OILS & GLASS.

W. P. Fuller & Co., Mission and Beale. Phone, Temporary 940.
Whittier, Coburn & Co., Sansome St.

PAPER.

A. Zellerbach & Sons, 421 Jackson St.

PASTE.

Cleveland Macaroni Co., Golden Egg Brands.

PEANUT SELLERS.

Kingery Mfg. Co., 106 E Pearl St., Cincinnati, Ohio.

PICKLES, ETC.

Pacific Vinegar and Pickle Works, 161 Sacramento St.
Reed Pickle Works, 1507 Folsom.

POLISHERS.

X-Ray Stove Polish, R. A. Holcombe Co., Agts., 50 Clay St.
U. S. Metal Polish, J. T. Wilson, Agt., 2871 16th St.

PROVISIONS.

Cudahy Packing Co., Union St.
Western Meat Co., 17th and Harrison.
Swift & Co., 5th and Townsend.

PRUNES.

Los Gatos Cured Fruit Co., Los Gatos.

ROOT BEER.

Chas. H. Hires Co., Philadelphia.

RICE.

W. T. Welisch & Co., Monadnock Bldg.
New Orleans Rice Co., 104 Front St.

REFRIGERATORS.

Ft. Smith Refrigerator Works, Beck Hardware Co., 73 Clementina St.

SAFES.

Parcell's Safe Co., 523 Market.
Richardson Bros., 131 Fifth.

SOAPS.

"Sapolio," J. P. Gillespie, Agt.
Babbitt's Brands, C. B. Jennings Co., Agts., 41 Clay St.
Cudahy Packing Co., 45 Clay St.
Fels Naptha.
Grandpa's Wonder.
Swift & Co., 5th & Townsend Sts.

SODA WATER.

D. Steimke & Co., Union and Octavia.

SYRUPS, ETC.

Long Syrup Refining Co., 8th and Brannan.

STATIONERY.

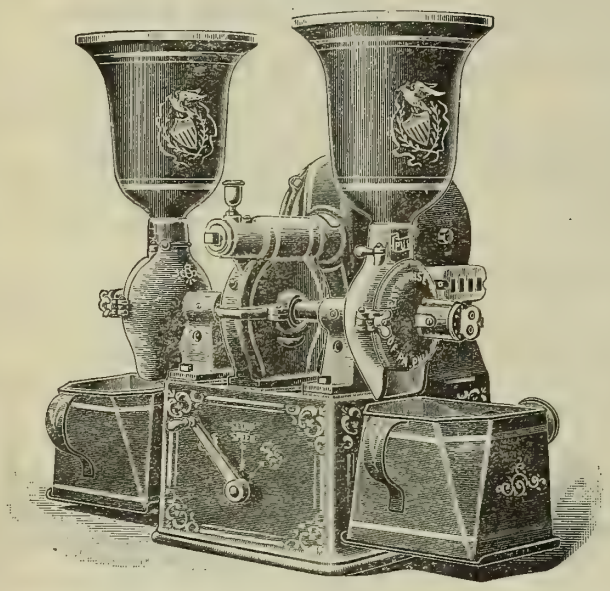
Schwabacher-Frey Co., 42 Sutter St.

WHISKEY

The Rothenberg Co., 7th and Franklin Sts., Oakland.
Wichman, Lutgen & Co., Everett and Harrison Ave., Alameda.

DO YOU KNOW HOW CHEAP ELECTRICITY IS? EVER THINK OF USING IT TO GRIND COFFEE? ASK THE MANAGER OF THE NEAREST POWER HOUSE. HE WILL POST YOU ON THE CONVENIENCE AND ECONOMY OF ELECTRICITY IN YOUR BUSINESS. AN

"Enterprise" Electrically Driven Coffee Mill



will save your clerks' time, your customers' time, and advertise your store. Write for catalogue describing our various Electric Mills, with capacities for granulating from four ounces to nine pounds of coffee per minute.

The illustration shows our double mill, No. 08712, with motor for direct current; one mill fitted with grinders for granulating, and the other for pulverizing. Each iron hopper holds six pounds of coffee. There are two speeds, fast and slow, which can be instantly changed from one to the other; at fast speed this mill granulates three pounds of coffee, or with ½ H. P. motor for alternating current. The latter for slow speed only. Can be regulated while running for grinding either fine or coarse.

We will gladly give any information desired about these mills.

It isn't so much a question of "Getting Along"--the other fellow may get along so much faster that you won't be in the race--
What you want to do is to "Get Ahead"
Your best asset is "ENTERPRISE"

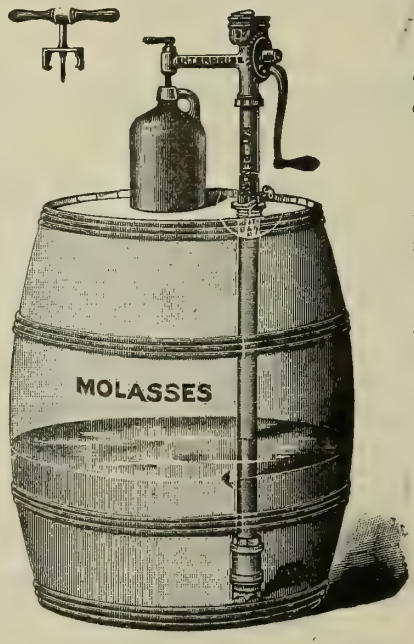
"ENTERPRISE"

With New Total Registering Device

The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent absence of flies and dirt.



SELF PRIMING *and* MEASURING PUMP

Accurately measures molasses, heavy oils, tar and other thick liquids. Has total registering device showing when stock is low in barrel.

No. 97 Pump costs $6.00; Auger, 75 cents; Extension Tube, 50 cents a foot.

Write for illustrated catalogue of all the Enterprise Specialties

THE ENTERPRISE MFG. CO. OF PA., Philadelphia, U. S. A.
San Francisco Office, 438 Market St.

THE RETAIL GROCERS ADVOCATE

EARL D. EDDY, EDITOR. SAN FRANCISCO, CAL., OCTOBER 4 1907. VOL. 12. NO. 39.

Bottlers Now Help.

Confer With Retailers and Then Send Out Committees.

ADMIT JUSTICE OF CLAIMS.

Beer Men Will Help Grocers Get a Profit on Their Product.

Six weeks of continuous effort have almost brought the time when the grocers can be sure of having their profits on beer protected.

On Monday evening, Sept. 30th, at the request of the Associted Retail Grocers, 18 of the leading bottlers of San Francisco gathered at 522 Gough street near Hayes. They were called together and met as individulas and not as an Association.

Among the representatives of the Associated Retail Grocers present were John W. King, Geo. B. Doyle, Frank W. Connolly, Jesse M Trask, H. Wolking, J. M. Meyer, James S. Irvine and A. H. Powers.

The conference that ensued was full of interest. Mr. Powers explained that when the chairman of the bottlers spoke of the "demands" of the grocers, he was in error. The grocers had not demanded anything. They merely came to tell the Bottlers that they had to be sure of a profit if they were to keep in business and pay their bills.

Mr. Powers pointed out that if any bottlers put a 2 for 25c. price on their beer, the grocers would gladly pay the prevailing prices—which would insure good profits for the bottlers—and could not afford to handle a 10c. beer even of it were offered them at 75c. The reason they would not afford to handle the 10c beer at 75c was that the profit would be only 45c per dozen and that as soon as the movement for better profits was disrupted

(Continued on page 8)

Grocers' Theatre Party

The Boston Club Preparing for a Big Time on October 29th.

The Boston Club, which has been organized by men who intend to attend the National Grocers Convention at Boston in May, 1908, has decided to give a theatre party at the **Alcazar Theatre on Oct. 29th,** having leased the entire house for that occasion. This will be the first function by which they propose to raise funds that will enable the San Francisco delegation to maintain proper headquarters and carry on the campaign towards making the matter of having manufacturers maintain prices, a national policy.

Prepare a Souvenir Program.

Jesse M. Trask, Vice-President of the Associated Retail Grocers, and Frank B. Connolly, Secretary of both the local and state associations, are members of the club and have been appointed a committee to prepare a souvenir programme of the occasion. Already they have secured considerable advertising from firms who are always pleased to assist in anything that they feel is of benefit and advantage to the grocery trade.

There will be a very large issue of this programme, since it is the entention of the projectors of the club to mail the programme to all grocers both in San Francisco and on the other side of the bay, whom they think would be interested in the theatre party.

The play for the benefit night has not yet been decided upon. The committee has several different plays under consideration. Their decision will be announced later.

POINTS TO WATCH.

SEE PAGE ELEVEN

New Officers Elected.

Strong Directorate and Executive Chosen to Manage Associated Grocers Affairs.

CAMPAIGN OUTLINED

PRESIDENT—John W. King, 22nd and Valencia Sts.

1st VICE-PRESIDENT—A. L. Zett, 2807 Mission St.

2nd VICE-PRESIDENT—Jesse W. Trask, 339 Devisadero St.

TREASURER—John F. Schomer, 3149 24th St.

SECRETARY—Frank B. Connolly, 901 Stanyan St.

ASSISTANT SECRETARY — Carl Harrison.

FIELD SECRETARY — Aaron H. Powers.

DIRECTORS.

M. Brock, 3325 Sacramento St.
James S. Irvine, Bush and Franklin.
George B. Doyle, Haight and Cole.
Gus Lehrke, 627 Tennessee Sts.
Antone Zeitich, 1995 Union St.

The above officers were elected at the general meeting of the Associated Retail Grocers of S. F. held on Thursday evening, Sept. 26th. at Veteran's Hall, 431 Duboce Ave.

Never before, in the history of local grocery association work have so many large factors been drawn together in one Common purpose, that is: the welfare of the grocery trade.

The active co-operation of such men as those named above means that many of the abuses now interfering with the profitable conduct of the grocery business will be eliminated and a vastly more friendly spirit engendered among competitors.

The meeting was called to order at 8:45 o'clock.

Secretary Connolly read the min-

utes of the previous meeting which were approved as read.

Secretary Connolly Reports.

Then came the Secretary's annual report:

Secretary Connolly reported 88 members secured since the first of the year. He reported four laws having been secured at the last session of the legislature, the most important being those to extend the time in which an open book account becomes outlawed to four years instead of two, and a paragraph in the pure food law which makes the manufacturer responsible for the purity of goods rather than the retail dealer. He further stated that at the recent state convention of grocers held at Sacramento the San Francisco organization was honored by having its president, George B. Doyle, made president of the State Grocer's association, and that San Francisco was chosen as the place for the next convention to be held in September, 1908.

Field Secretary Advises.

Field Secretary Powers then made his annual report, told of progress made and what could be accomplished during the ensuing year.

Assistant Secretary Harrison Talks.

Assistant Secretary Carl Harrison told of his efforts during the post few weeks and of the splendid results he had secured by simply showing the grocers the right road for them to travel.

Reports of Delegates.

Many of the delegates to the State Grocers Convention at Sacramento made reports among them being Messrs Trask, Young, Harrison and King.

Tells of New York Grocers.

Wm. M. Bartsch, the well known Pan Handle grocer, who had just returned from a two months Eastern trip, told of the meagre profits the Eastern grocers work for. He promised to give the Association a detailed statement of condition as he found them, when next the organization meets.

By-law Amendments.

Mr. King gave notice that at the next regular meeting of the Associated Retail Grocers he would move to amend the By-Laws so as make the Board of Directors fifteen instead of nine as at present.

Big Merchant Shows Interest.

Mr. Artter of the L. D. McLean Co. received very flattering recognition of his standing as a grocer. Mr. Doyle, Mr. Connolly and several other members spoke with much enthusiasm of Mr. Artter's business ability and capacity and urged Mr. Artter to allow his name to be submitted for the Board of Directors. Mr. Artter explained that the exigencies of establishing a new business would require all his spare time but promised to get into the harness actively when the time for the next election arrived.

J. M. Hanley Speaks.

J. M. Hanley of Sutter and Pierce was warmly welcomed, Though not a member, Mr. Hanley had done valuable work among his neighbors in the movement to secure better profits on bottled beer. President Doyle, from the chair, spoke in appreciation of this and assured Mr. Hanley that he would always welcome and that the Associated Retail Grocers would be glad to have him as a member when he should decide to join.

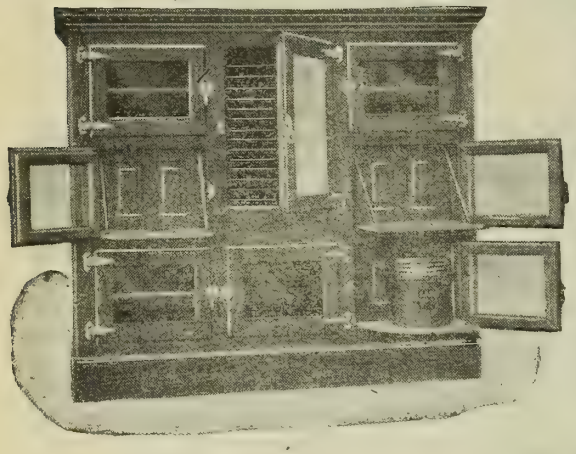
New Officers Seated.

After all the excitement of nominations and election had subsided, Mr. Geo. B. Doyle the retiring President made a few well chosen remarks; congratulating the organization upon the splendid men chosen to guide the destinies of the organization during, the ensuing year. Mr. Doyle thanked the membership for their kindly treatment of himself and the other officers who had served with him during the strenuous past 12 months. Mr. Doyle then appointed Messrs Burmester and Deitrich to escort the new President Mr. John W. King to the chair.

Mr. King Tells Plans.

..After the applause had subsided Mr. King arose and thanked the grocers for their evidence of faith in himself and then said: "Gentlemen, this is not a time for talk—rather it is a time for action. The new Board of Directors together with myself propose to do, less talking and more acting, and

FORT SMITH REFRIGERATORS.



STYLE No. 7686

E. Broderick	715 Fillmore St.,	S. F.
Rathjen Co.	Lombard and Fillmore	S. F.
H. Hellberg	Ninth and Bryant	S. F.
McCarthy Bros.	Bush and Baker	S. F.
Kohn Bros	1201 Turk St.	S. F.
F. Stuermer	18th and Danvers St.	S. F.
C. Stelling	29th and Church	S. F.
J. M. Hanley	2300 Sutter	S. F.
Maxwell & Streckenbach	1302 18th St.	S. F.
Fred Pielhop	249 Courtland Ave.	S. F.
Fay Gro. Co.	3rd Ave. and B St.	S F.
J. Vennekohl	1839 Eddy St.	S. F.
Southern Heights Gro. Co	1471 18th St.	S. F.
W. A. Rogers	900 I St., corner 10th Ave.	S. F.
H. Heitman	2248 Misison St.	S. F.
H. Dinslage	3375 Sacramento St.	S. F.
Miller & Lawlor	Guerrero & Clinton Park	S. F.
C. F. W. Miller	239 Brighton Ave., Ingleside	S. F.
J. Straub	101 De Montford Ave., Ingleside,	S. F.
J. Soltaro	Park and Central Ave.	Alameda
Martin Eggers	Fruitvale Av. & Boulevard,	E. Oakland
W. Zeller		Palo Alto

Sonoma Co. Fruit and Produce Co.	Santa Rosa	Drury & Bartholomew, Stockton
C. D. Fontana	Copperopolis	J. Rohrer, Stockton
Rossi Bros.	Stockton	Hall Bros., Stockton

The Following Well-Known GROCERS are Using the Above Style Refrigerator

We make all Styles and Sizes for the Grocery Trade.

REMEMBER - - - - - - - - - - If We Make It It's Made Right

BECK HARDWARE CO.

SAN FRANCISCO
73-75 Clementina St Near 2d and Folsom

Phone Temporary 978

LOS ANGELES
47 Central Avenue.

suiting the action to the word I will say no more at this time." Mr. King made good on his promise, because, regardless of the lateness, of the hour, as soon as the general meeting adjoined he called the new Board of Directors together and they got right down to work immediately. It was well after eleven o'clock when the meeting broke up.

FAKE THEIR WEIGHTS.

Arizona Dealers Tell of the Tricks of a Pretended Wholesale House Located in This City.

That the operations of Messrs Parks Bros., of 372 5th St. this city, are extremely widespread, was evidenced by the receipt of a letter by the "Advocate" this week, sent by **Messrs Birchett Bros. of Tempe Arizona.** Their Mr. Jos. T. Birchett in the course of his letter says:

"I have been reading about the operations of Parks Bros. recently, and wish to state that they have been operating throughout this country for the last two or three years and have been selling to the retail trade.

"As far as I know they do not attempt to sell dealers, but confine their operations principally to the farmers.

"I had an opportunity to test their weights in two instances, and found them short two pounds on a twenty five pound sack of rice and two pounds on a small drum of coffee. They sell principally light stuff on which there is a good margin of profit and also a good opportunity to fake the purchaser—such goods as bulk tea, coffee, spices, extracts. etc., being their principal articles.

"We naturally feel that they do us an injustice as they get cash and furnish the goods on which there is a good profit and we furnished the staple articles on credit!

It will be noted that these people do not sell to dealers, but nevertheless, their address in the San Francisco telephone directory, reads as below:

Temporary 3536—Parks Bros., Wholesale grocers, 372 5th St.

In addition to this there are conspicuous signs on the building, calling attention to the fact that the firm doing business at this address is in the wholesale grocery business.

The charge of short weights, which is very plainly stated, shows the unscrupulous methods adopted by this firm in order to get the best of the retail dealer, who is always ready and willing to help the farmers over the periods between crops when money is scarce. We have now heard of the operations of this firm in the states of Oregon, Washington, California and Arizona, and it seems as though some action should be taken to bring about a correction of the conditions as they exist.

We invite correspondence in this matter, and hope that other readers of the "Advocate" who have suffered from the unfair competition of the firm under discussion, will write and tell us about. The more merchants who complain, the more likely it is that we will be able to do something. In union there is strength. The various state associations are now waiting developments in this Parks Bros. matter.

Let us hear from all interested parties.

A NEW DEPARTMENT.

We are now perfecting arrangements with several of the Commercial Travelers organizations, whereby several columns of each week's issue will be devoted to the doings of the "Knights of the Grip."

Since the fire, these organizations have not received their proper attention from the "Advocate" and we now hasten to make up for lost time. We believe that this department will be of great interest to our readers, since it will keep them posted as to the movement of their friends—the jobber's salesmen.



THE OLDEST INHABITANT OF BALTIMORE CAN HARDLY REMEMBER WHEN

HUNTER WHISKEY

WAS FIRST PUT UPON THE MARKET. ITS STEADY GROWTH IN POPULARITY THROUGHOUT THESE MANY YEARS PROVES IT THE PERFECT PRODUCT OF THE STILL



CHARLES M. REYNOLDS CO.
Agents for California and Nevada
912-914 Folsom St., San Francisco, Cal.

Schilling's Best

is at home wherever

grocers are

alive to their interests.

BOTTLERS NOW HELP.

(Continued from page 5)

the 75c price would be withdrawn and the price would return to 95c and $1. again.

Bottler's Profits Endangered.

He further pointed out that of the bottlers refused to fix a 2 for 25c price, that the grocers would have to unite in selling beers that cost 90c or less. This would take the profits away from the bottlers who were now getting 95c and $1 for their goods but would have to lower their prices to keep their trade.

John W. King, president of the Association, said that he would not sell beer for 10c. and was getting 2 for 25c for what he sold but that he had lost 60 per cent of his beer business. He felt that it was hurting his grocery sales to have people go away believing he was charging more than his neighbors for beer. He would throw out any beer that the bottlers allowed to be sold for 10c and substitute any brand of 2 for 25c beer.

J. S. Irvine of Irvine Bros. agreed in all that Mr. King had said. He was going to handle the beer that paid a profit.

Geo. B. Doyle the recently retired president spoke at length of the necessity for a proper margin. He insisted that the grocers were entitled to consideration from the bottlers both because of the money the Retailers invested in beer and for their work in distributing it and demanded that the bottlers take prompt action.

Local Beers Lose Business.

Jesse M. Trask of Schmidt & Trask made a very logical, quiet but forceful address. His firm he explained, had once sold considerable local beer. They had cut it out and were handling only Northern beers at 2 for 25. because the local beers were being sold for 10c on all sides and Mr. Trask did not consider it good business to jeopardise his trade and profits on Northern beers by handling the local beers at 10c or to hurt his standing with his customers by asking 2 for 25c for local beers that they could buy in other places for less.

Mr. Trask called on the bottlers for an expression of opinion.

Several of the bottlers expressed themselves vigerously. Among the speakers were John Rapp the 'Rainer" man, Geo. Alpers, "Tacoma", E. Remensberger "Yosemite" and A. Lang, "Frederickburg." These gentlemen all expressed the belief that the grocers should be protected in a 2 for 25c price. They all stated however, that they were afraid it would cause too much trouble if it were done.

Trouble In The Aair.

The discussion that followed showed that it would cause even more trouble if it were not done.

The grocers retired at this juncture.

The bottlers then began a discussion among themselves

It was not until nearly midnight that they quit.

It was then found that every man present had become convinced that it would be profitable to protect a 2 for 25c price. Various men agreed to see the bottlers not represented at the meeting and show them the necessity of taking the step, too.

When the bottlers have been thoroughly canvassed again, another meeting will be held.

It had been the intention of the Associated Retail Grocers to call a mass meeting for Sunday to take definite action. Owing to the steps taken by the bottlers to help secure the ends desired it was decided to postpone this meeting till a later date.

INSURANCE RATES REDUCED.

The Board of Fire Underwriters of the Pacific has extended its reduction for the use of coinsurance to a number of additional towns which have been found to justify the change. The reduction is 15 per cent on brick buildings for 80 per cent coinsurance and 20 per cent for 90 per cent. On contents the reduction is 10 per cent for 80 and 15 per cent for 90. On frame buildings and stocks other than special hazards or public warehouses the reduction is 10 per cent for 90 per cent coinsurance. This applies to Anaconda and Great Falls, Mont.; Provo, Utah **Santa Barbara, Pasadena, San Diego, San Bernardino, Chico, Santa Rosa and Watsonville,** in California, and Reno, Nev.

FT. SMITH REFRIGERATORS SAVE ICE.

ARTHUR DOWNEY, PRESIDENT A. P. BEARDSLEY VICE PRESIDENT J. W. HUTCHINSON SEC'Y AND TREAS A. P. MURDOCH, GENERAL MANAGER.



Oswego Maize Products Company

General Offices, Oswego, N. Y.

IN THE MANUFACTURE OF OUR STARCH WE USE CLEAR LAKE ONTARIO WATER SUPPLIED BY OUR OWN PUMPING AND FILTRATION PLANT

Oswego, N. Y. Aug. 24, 1907

Mr. Retail Grocer;
Dear Sir:

When you desire to give your trade good Starch why do you not use Murdoch's Oswego Velvet Gloss Starch and Murdoch's Oswego Corn Starch? The price is right, and the quality of the goods equal or superior to any Starch manufactured in the world. Obtainable from all wholesale grocers.

Yours very truly,
Oswego Maize Products Company,
Oswego, N. Y.

ASSOCIATION ROSTER

California Retail Grocers and Merchants' Association.

President, Geo. B. Doyle, San Francisco.
1st Vice-President, F. N. Aubrey, Stockton.
2nd Vice-President, C. A. Mottaz, Los Angeles.
3rd Vice-President, H. E. Jones, San Fran-
3rd Vice-President, H. E. Jones, San Jose.
Treasurer, C. B. Pearson, Stockton.
Secretary, F. B. Connolly, San Francisco.

Directors:

A. A. Jost, Sacramento.
W. C. Longstreth, Los Angeles.
J. R. Newberry, Los Angeles.
J. J. Hughes, Nevada City.
J. F. Limpinsel, Placerville.
L. Warnke, Alameda.
H. K. Duncan, Oakland.
L. R. Eccleston, Fresno.
F. B. Connolly, San Francisco.

ASSOCIATION RETAIL GROCERS OF SAN FRANCISCO.

PRESIDENT—JJohn W. King, 22nd and Valencia Sts.
1st VICE-PRESIDENT—A. L. Zett, 2807 Mission St.
2nd VICE-PRESIDENT—Jesse W. Trask, 339 Devisadero St.
TREASURER—John F. Schomer, 3149 24th St.
SECRETARY—Frank B. Connolly, 901 Stanyan St.
DIRECTORS—M. Brock, 3325 Sacramento St.; **James S. Irvine,** Bush and Franklin Sts.; **George B. Doyle,** Haight and Cole Sts.; **Gus Lehrke,** 627 Tennessee St.; **Antone Zeitich,** 1995 Union St.

PACIFIC COAST.
Retail Grocers' Association
President.
F. B. Fancher—Sacramento, Cal
First Vice-President.
J. R. Newberry—Los Angeles, Cal.
Second Vice-President.
Fred Dresser—Portland, Ore.
Secretary
H. Hauch, Alameda, Cal.

NATIONAL RETAIL GROCERS' ASSOCIATION OF THE UNITED STATES.

President, Charles J. Kramer, Little Rock, Ark.

Vice-President, Simon Clark, Duluth, Minn.

Secretary, John A. Green, Cleveland, Ohio.

Treasurer, Henry W. Schwab, Milwaukee, Wis.



ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

Director. for three years, F. B. Connolly, California.

Director, for one year, A. W. Farlinger, Georgia.

Senior Director, L. F. Padberg, St. Louis, Mo.

OAKLAND ROSTER.

Retail Grocers' and Merchants' Association of Alameda County.

H. D. Cushing, President, 528 13th St. Oakland.
H. Hauch, Vice-President, 14111 Park St., Alameda.
Jas L. Woodworth, Treasurer, 551 East 12th St., Oakland.
T. L. Fleming, Sunset Grocery, Oakland.
JJohn Mitchell, Gardner-Mitchell Co., Oakland.
Andrew J. Nor, 1572-74 7th St., Oakland.
S. J. Sill, President S. J. Sill Co., Clerk.
Geo. A. tum Suden, 1277 13th Ave., Oakland.
W. T. Rancel, Sec'y.

PLAN PACKING PLANT.

Denver.—According to an announcement made here by representatives of the Schwarzschild & Sulzberger company of New York they have definitely decided to build a $1,000,000 packing house in Colorado or in some State west of Colorado. The party will proceed from Denver in a few days on a tour of Colorado, Utah and Nevada in a 110-h-p. automobile.

ALAMEDA ICE PLANT.

Alameda.—A company is being formed to construct at Bay Station a plant for making artificial ice. The plant will probably be built in sections as the demand justifies. The cost of the plant is estimated at $40,000.

Now is the time to run on

HUMBOLDT COUNTY BUTTER

GIVE YOUR CUSTOMERS

ALPHINE OR GOLDEN GLOW

And you will not have to listen to Kicks.

MONOTTI-LARIMER CO.

Phone Market 3006. 32-36 Page St., S. F.

California's Best Advertised Product

GHIRARDELLI'S

Chocolates and Cocoa Satisfies Everybody

THE DEALER
Because it Cannot be Sold for Less than a Fair Price:

THE CONSUMER
Because it is always Pure, Fresh and of Full Strength.

In order to protect our Trade Mark and Also Protect the Dealers who Distribute our Goods, we have fixed the following as the minimum prices of the goods listed below:

CHIRARDELLI'S Ground Chocolate, 1-lb. tins 35c.
" Ground Chocolate, 3-lb tins 90c.
" Cocoa, 1-2 lb. tins - - - 25c.
" Eagle Chocolate, 1-lb. tins - 30c.

(More may be charged when the dealer finds it necessary.)

We sincerely trust that the Retail Trade will appreciate our Good Will and will lend their aid in our efforts to maintain the above prices

D. GHIRARDELLI CO.

M·J·B·Coffee

WHY IS IT PACKED IN TINS ONLY?



RED SEAL LYE.

Disinfectant, Water Softener, Cleanser. The Sifting top Can.

P. C. TOMSON & CO., Makers, Philadelphia, Pa.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

POINTS TO WATCH.

CANDIES.—
Local factories report necessity of advances shortly in all varieties in which chocolate is used.

SUGAR.—
Sugar is a good thing to let alone, just now, buy only what you need.

RICE.—
Japan rices are extremely scarce locally.

FARINACEOUS GOODS.—
Our this week's price list shows many changes in this line. Eastern advertised brands are apt to advance owing to scarcity of Oats.

ADVANCES (For changes see Price List)
Salt.
Salad Oil.
Asparagus.
Canned Corn.
Rolling Pins.
Step Ladders.
Miner's Cocoa.
Cheese, Eastern.
Finnan Haddies.
Martin's Cheese.
Honeysuckle Milk.
Ghiradelli's Cocoa.
Miner's Chocolate.
Cheese, California.
Lemon Squeezers.
Washing Machines.
Farinaceous Goods.
Venard's Chocolate.
Alaska Red Salmon.
Alaska Pink Salmon.
Japanese Telescope Baskets.
Columbia River Salmon (1-lb & flats)

DECLINES (For changes see Price List)
Sugar.

OUT OF STOCK.
Celluloid Starch.
Quaker Puffed Rice.
Pacific Herring -½-lbs)
MacLarens Imperial Cheese.

AGAIN IN STOCK.
Babbit's Potash.
Mustard Mackerel.
"Neptune" Boneless Herring.
Atmore's Plum Pudding (all sizes)
"Golden Seal" Soused. Tomato and Eastern Boneless Codfish (Neptune)

FREE DEALS.

Fairbanks Gold Dust.
With five and a half boxes at 4.65 one-half box free. Size 24x72. With ten boxes at 4.60 one box free. With 25½ boxes at 4.55 two and one-half boxes free. With fifty boxes at 4.55 fiv boxes free. Above deal is good for but a short period.

Rumford Baking Powder—Five per cent discount in five case lots; one case free in ten case lots.

Jello—One case free with each 12 cases. Deal limited to 48 cases. Ice cream powder made by the same company may be assorted with Jello in making up orders.

Parsons Ammonia.—½ case free with 5½ cases, 1 case free with 10 cases.

Cal. Home Brand Catsup.—5 case Lots, $2.25 per doz. and one case free; 10 case Lots, $2.20 per doz. Two cases free 25 case Lots, $2.15 per doz. and 5 cases free; 100 case Lots, $2.00 per doz. and 20 cases free.

Murdoch's Starch—10 case lots assorted or straight at list, one case corn starch free. Crates of sixes count for two cases.

X-Ray Stove Polish—5c size, 3 doz. $1.50 with 6 free; 10c size, 3 doz., $2.50 with 6 free.

Bromangelon—One dozen free with each gross ordered. No free goods with orders for less than one gross.

Frazier's Axle Grease.—One case free with ten

Malta Vita—One case free with five.

Rex Lye—One case free with five cases.

SUGAR.

The local market is in a state of demoralization and there is no telling which way it will go. There was a decline of 10 points on the 28th, as noted in our price list column.

Conditions are such that grocers had best buy only from hand to mouth. The refineries are obviously fighting between themselves once more.

New York, Sept. 26.—Willett & Gray report:

The week.—Raws: Unchanged. Refined: Unchanged. Net cash quotations this date are: Molasses, 3 09c; Centrifugals, 3 95c; Granulated 4.65c.

..Raws.—During the week under re-

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo County

view the raw sugar market has remained unchanged.

It is now sufficiently evident that the Cuba crop will mature later than usual this season and amount to less than las tyear's crop, but is it too early yet for valuable estimates. More rain is wanted constantly at this than Cuba is receiving thus for.

At the close sugars are offered more freely and buyers are inclined to hold off.

Refined.—Steadness has characterized the local market for refined sugars throughout the week.

The close is rather less active without special indications of immediate change in prices.

COFFEE.

New York, Sept. 26.—Willett-Gray report:

The consuming trade is buying as little Coffee as possible, but this policy insures a very sound market and this. together with continued unfavorable conditions for the growing crop, will likely bring a change of views concerning the market, with interior dealers so sparingly supplied.

September options, week ending Sept. 26: Highest, 5.85 to 5.90; lowest, 5.75 to 5.90; closing, 5.85 to 5.95, against last year closing 6.55 to 6.60. No. 7 last year, 8¼c.

Visible supply of world, in bags, Sept. 1, 1907, 16,004,313; Aug. 1, 1907, 16,075,812; Sept. 1, 1906, 10,756,653;.

Stock U. S., all kinds, in bags, Sept. 1, 1907, 3,862,690; Aug. 1, 1901, 3,933,-190; Sept. 1, 1906, 3,190,701.

RICE.

M. Phillips & Co., say under date of Sept. 30.

The market on all grades shows no change since our last report. Mills are still holding firm for full prices on Fancy Heads and cannot book orders for immediate shipment.

Stocks of Domestic Japan are practically exhausted; the trade will therefore have to use the unpolished rice growned and milled in the Hawaiian Islands in place of Domestic Japans. This rice, while unattractive to the eye, cooks up well and has given satisfaction to all of our trade who have used same. We look for a large quantity of this rice to be sold within the next six weeks as price on this grade will be about 50c a bag lower than Imported. We do not look for any New Crop Japan before the 15th of November, probably later.

New York, Sept. 24th, 1907.—Dan Talmage's Son's report:

A good demand prevails. Prices are well sustained in sympathy with reports from primary points.

At New Orleans, market is strong with business restricted account of light offerings. Rains have interfered with the harvest and receipts of Rough Rice have been so scanty that several mills have had to shut down for want of supplies. In the Interior Southwest Louisiana and Texas demand has been active and offerings sold readily at full prices. Rough Rice is coming in slowly account of delayed harvest by rain.

DRIED FRUITS.

The principal activity in the general list of cured fruits during the week has been in apples. California evaporated apples are the firmest thing on the list at the moment and quotations have been going up at a startling rate. There are very few to be had at any price at the moment we understand and heavy sales have been made. This year's output of evaporated apples in California is estimated by one handler at 2,000 tons. The past two seasons have been in the neighborhood of 2,500 tons. Eastern evaporated apples are firm and high, and an un-heard-of condition prevails in California apples this year in that shipments have been made to various points in the middle west and even as far as the Atlantic seaboard. California evaporated apples usually are taken for local and enarby consumption. Quotations have been advanced to the basis of 10¼@10½ for choice.

Peaches are slightly weaker with very little new business passing. The fancy grade hold about as before, but choice and extra choice are a fraction off. There are very few standards to be had, hence values for this grade rule a little better than the usual differential. Low grades of pears are not held quite so firmly and are a fraction lower. Figs remain steady so far as actual quotations are concerned

Folger's Golden Gate Baking Powder



Is composed of the following ingredients and none other :

Pure Cream Tartar and Pure Bi-carbonate Soda

It is absolutely reliable and dependable in every respect. Ask our salesman, or write us, for quantity discounts

J. A. FOLGER & CO., San Francisco.

Specialists in High Grade Goods.

some packers having nominal quotations, however, above figures we give, which are, we understand, subject to shading to about the market generally is quiet so far as ne w business is concerned. Shipping is under way, and with eastern markets bare of fruit of all kinds, it would seem as if all that California has to offer should go into consumption at good values within the next few months.

FIGS.

Fresno.—Figs are the most active article on the local dried fruit list. They are very firm, and the market is considered as very stiff, throughout the East as well as here. Between three and five cars of the packed article are going out every day now from Fresno, and many more could be handled on the market if they could be packed more rapidly. The three to five cars goining out represent from 60 to 100 tons per day, which is not a very inconsiderable amount.

WALNUTS.

Los Angeles.—Wholesale dealers and jobbers are confirming their orders on the walnut growers of this State for their crops at the increased price of 15c a pound. This also confirms the fact that the retail consumer will have to pay at least 25c a pound for them. J. C. Richardson of the firm of Richardson & Holmes, in speaking of the increase declared that it is a fair one. "According to the reports received from the foreign producing fields," he says, "the California growers will have the entire field to themselves during the Thanksgiving season, and even perhaps throughout the holiday period, because of the lateness of the French and Italian crops. Besides this there is a crop shortage in this State, which would have put up the price a trifle."

CANNED GOODS.

Packing is hardly yet completed on all fruit lines and it is not possible for the larger packers to state definitely just where they stand, but most have a pretty good idea now. Packing will be over shortly, however. The Association has shaken up its price list somewhat and finds a few lines to quote which had been previously withdrawn. As to deliveries, the Association expects to deliver in full practically all special extras and No. 3 extras, extra lemon clings and extra standard lemon clings, but will be short on standard fruit. It is hard to say as to the lower grades as yet, but gallon table fruits look like a full delivery.

The Central California Canneries has just issued a statement of deliveries and will make 100 per cent delivery on all apricots except 2½ extras, standards, seconds, water and No. 8 pie, which will be 75 to 80 per cent, and 100 per cent on all grades of blackberries, Royal Ann, black and white cherries, Bartlett pears, sliced White Heath peaches, raspberries and strawberries, and probably grapes. On Yellow Free peaches 2½ and special extras will be 65 per cent delivery, No. 8 extras 80 per cent, No. 8 extra standards 90 per cent, 2½ extra standards and standards, No. 8 standards, No. 2½ seconds, and No. 8 pie, unpeeled, 75 per cent; other grades 100 per cent. Lemon cling and White Heath peaches will be 100 per cent except 2½ extra standards and standards, which will be 75 to 85 per cent, and 2½ second Fhite Heath 75 per cent. Plums, 100 per cent on all grades and varieties except 2½ seconds, 85 per cent, and 2½ standards, 75 per cent. The Central has also issued a revised price list on such goods as it has left to offer which shows some advances over previous quoations The items advanced, which are on 2½s mostly from 10c@15c are as follows: 2½ standard Royal Ann cherries, $2.65 2½ second Bartlett pears, $1.65 and 2½ pie, peeled, $1.35; Lemon cling peaches, No. 3 extras, $3.15; 2½ special extras, $2.90; 2½ seconds, $1.80; 2½ water, $1.65; No. 8 pie, peeled, $4.50; sliced Lemon clings, No. 8 extras, $7.50; No. 8 pie blackberries, $4.50; strawberries, No. 2½ extra standards, $2.85; No. 2½ standards, $2.75; 2½ seconds, $2.50. Other lines left to offer are the same as opening prices except grapes, which are 15 cents a dozen advance.

The total pack of fruits for California this year will, beyond a doubt, be somewhat in excess of last year's pack but not so large as would have been the case had the fruit not ripened so largely at one time. One large packer expects as much as 25 per cent over last season's pack of fruits for his company, but this will not be the average for all packers. Tomatoes have not been coming in to the canneries as liberally as canners have wished, and it looks as if the season might be late and short. If this is the case values will go up with those who have any to offer. The eastern tomato market retains about the same position as for the past some time, packers not being active sellers.

CANNED CORN.

New York, Sept. 27.—The certainty that deliveries out of the Maine and New York State packs will be decidedly shrot and the unfavorable advices from the South and West have revived buying interest in spot corn. Frost is reported in some sections of this State and in Maine, which will further curtail the output. In the South, it is said, the pack will be light at best. The West, which was counted upon to offset to an extent the shortage elsewhere, now reports less promising prospects. Up to the end of last week the outlook for a large pack in that part of the country was bright, but the subsequent rain, followed by cold weather, is said to have materially changed conditions there.

ASPARAGUS.

Sacramento.—It is evident that the high water in the down river island districts did not, as had been feared, kill the asparagus beds. Those that have emerged from the water are showing decided signs of life and most of the asparagus planted year before last is expected to "come through" although that planted last season is dead

BEANS.

Ventura.—The dealers everywhere have been making special efforts to

BANKING INSTITUTIONS.

LOCARNO PARIS NEW YORK SAN FRANCISCO

Swiss American Bank

Of Locarno, Switzerland

San Francisco, Main Office 1452 Fillmore St

CAPITAL $600,000

Branch 622 Montgomery St

SURPLUS AND UNDIVIDED PROFITS, $220,000

TOTAL ASSETS, $5,500,000

San Francisco Officers

HENRY BRUNNER, President. ALFRED MONOTTI, 2nd Vice-Pres.

T. C. TOGNAZZINI, 1st Vice-Pres. A. A. MICHELETTI, Manager.

OTTO OTTESEN, Asst. Cashier.

ACCOUNTS OF BANKS, FIRMS AND INDIVIDUALS RESPECTFULLY SOLICITED.

RICE

Buy Right Direct from the Mills

Save Jobbers Profits

Largest Exclusive Rice Dealers on the Coast

NEW ORLEANS RICE MILLING CO., 104 Front St., San Francisco

Samples Mailed on Request

secure all possible of this year's crop. Their going into the field early, even before the beans had been cut, and offering as high as $3.50 per 100 to start, was what has caused the remarkable boom. The price quickly jumped to $3.75, then to $4, to $4.50 to $4.75; finally one Cahmarillo rancher let his crop go at $4.90, and still another got $4.95, which is ranging pretty near the $5 mark. When it is considered that limas can be grown and sold at a good profit for $3 per 100, it will be readily seen that everything is this year going the way of the grower. Six cents per pound at the thresher is fully expected by some, and many will not doubt hold out for this pretty figure. The threshers in the county have withdrawn temporarily from most fields, as the vines are not drying fast enough for threshing, and there has as yet been no east wind to aid in the dryin. In another week every machine in the county will be humming on beans, with a prospect of a yield of well over $500.000 bags. Last year there were nearly 700,000 bags, and some estimates are as high as that figure for this year.

ROLLED OATS.

Philadelphia.—Since rolled oats have reopened the market has advanced to a point far ahead of any basis ruling for many years. All millers withdrew prices several weeks ago, as reported at the time, and reopened again about September 15th with a price of $6.85 per barrel. This price held only for a day or two, and then an advance was made to $7.10, which is the highest price in many years. The oat crop bids fair to be exceedingly short, promising but slightly over half a crop. If this is the case the market will in all probability go higher.

The advertised brands have not yet advanced, and are decidedly below the bulk basis. The brands referred to as "advertised brands" stand in a class by themselves, in that they are not affected by advances or declines, being priced at a figure calculated to allow for both. The advance in bulk oats, however, has this time been so exceedingly great that the advertised brands, such as "Quaker" oats, will have to be advanced also, and an advance is expected at any time.

OLIVE OIL.

Oroville.—The olive companies are preparing for the season's run on olive oil and the pickling of olives. The olive crop this season is a very large one and the fruit is of an excellent quality and size.

FARINACEOUS GOODS.

Attention is directed to this department in our price list. Many changes, chiefly advances, having been made in the price of the cereals manufactured by the local mills.

IMPORTED FISH.

New York, Sept. 27—Strohmeyer & Arpe Co. report:

Holland Herrings are in good demand and prices slightly higher.

Scotch Herrings.—In fair demand.

Norway Mackerel.—Are scarce. Catch so far is very poor and prices higher than last season. Demand is very good in spite of the high prices. The fish is running rather small this season.

Irish Mackerel.—Are in fair demand and nice fat fish are rather scarce.

Imported Oil Sardines.—There is no change in the situation. They are scarce as gold and almost unobtainable. In Norway the catch has proved a big failure and prices for good brands of smoked Sardines are sure to go higher, and packers will be unable to make full deliveries on their contracts.

Stockfish.—For the Italian trade shows particularly fine quality this season, and demand is very good. Prices are about the same as last season.

MACKEREL.

Reports from Norway are to the effect that the fishing season is very late with prospects bad and every indication of higher prices.

PACIFIC HERRING.

This fish packed in half barrels is at present out of the local market. About 30 days hence, new pack will be available.

MARTIN'S CHEESE, ETC.

The local market is very firm on this make and advances are predicted. Fancy limberger is on the advance.

LINSEED OIL.

The market in this line is reported to be very firm with a tendency to advance.

San Luis Obispo.—The Muzio-Brizzolara Co. will in a few days open their Branch store at Avila under the name of Three Ports Store.

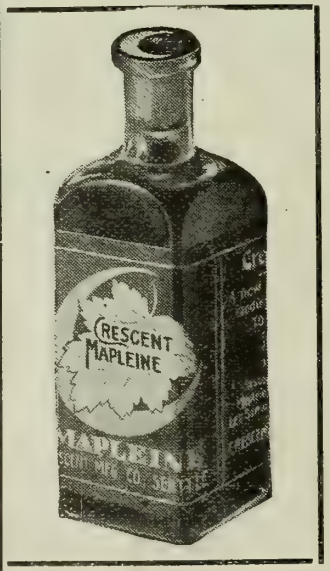
Some One Has Said

"Discount is the M ther of Progress and the Ideal is its Bacon Light."

ARE YOU DISCONTENTED with the progress of your business MY GROCER FRIEND? If you are, order a case of

"MAPLEINE"

It is THE IDEAL maple flavoring and will act as a BACON LIGHT of trade for you.



MAPEI INE

is a pure vegetable extract made from roots and herbs. It has even a more delicate flavor than maple and is unsurpassed for flavoring bon, bons, cakes, dessert, ices, etc.- and makes **a syrup better than maple** at a cost of 59½ cents.

JOHN H. SPOHN, Agt.,

50-51 Clay Street.

San Francisco, Cal.

Crescent Mfg. Co., Mfgrs., **Seattle, Wash.**

Coast News.

Los Angeles.—Mr. Harley, F. Crittenden has sold his grocery store to Miss Maggie E. Muiton. This transfer took place on September 26th.

The S. M. Arcade Co., Grocers, sold out their business on September 21st. The purchaser was Mr. F. H. Baker.

Martin, Murray & Garvanza have also sold their grocery store. This is the second sale reported in Los Angeles on September 21st. Mr. V. P. Hartings has assumed the proprietorship.

On September 25th. Mr. E. W. Greslin sold his grocery store to Mr. E. K. Carey.

Mr. M. C. Powers also sold out a grocery store on this date, the management be taken by A. V. Bogel.

On September 24th. D. O. Moyer sold his grocery store to Thomas & Merryman.

Lucy A. Sauer paid Mr. Chas. O. Behrens $625.00 for his grocery business.

Oakland.—Mr. J. Power sold his grocery store to S. Ortman. This sale took place on September 23rd

Murphy.—Mr. P. Malepine who kept a grocery store in this place is dead.

Upland.—Mr. S. C. Baldwin has sold out his grocery to O. E. Kellum.

Covina.—Stanton Boas and Keeling sold out on September 23rd. to O. R. Boviou.

Crescent City.—Mr. J. Brookfield long prominent as a grocer here is dead.

Whittier.—The partnership existing between Montgomery Bros., Grocers, has been dissolved. The business will be continued solely by Mr. L. C. Montgomery.

Lincoln.—C. E. Finney is reported having sold a stock of groceries to Kier and Tofft.

Santa Barbar.—Fong Sing Co., sold their grocery business to Hung Fung Hi Co.

Blake.—Mr. H. P. Ware is engaged in a suit involving $300.

Hueneme.—Marion Lash who was engaged in the grocery business sold out to M. J. Kier.

San Pedro.—Mr. Jas. Blackburn a grocer sold sold out his business to E. W. Knapp. This sale took place on September 21st.

WASHINGTON.

Seattle.—Mr. H. J. Sigrist a grocer has sold out his business for $1319. Mrs Mattie E. Cordon is the buyer.

J. E. Zickrick has also sold his grocery business receiving for same $3500.

Spokane.—The Park Grocery and Market Co., has been succeeded by F G. Matheson.

Tacoma.—Mr. H. R. Bailey has sold out his grocery business to J. W. Mullan.

Sale of Hobart Electric Mills

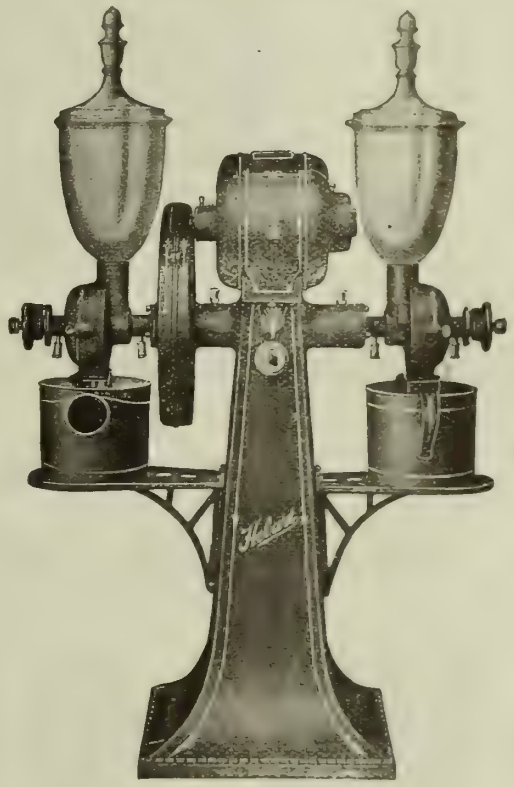
In Past Two Years

3 times in Excess of all other makes combined

Hobarts Exclusive Mill Patents protects your interest and makes it

THE KING

For Granulating



For Pulverizing

2121 Floor Pedestal.

Hobart is making leaders for others. We are ready to do you a good turn.

FRANK F. WEAR, D. S. A. For Pacific Coast

127 Telegraph Ave., Oakland, Cal.

BAY CITY MILLS

GROCERS!

TRY OUR PATENT (Extra Family) ROLLER FLOUR
YOUR CUSTOMERS WILL THANK YOU.



Bay City Flour Mills, First and Clay Sts., Oakland

Everett.—Easton & Weston have sold a one half interest in their grocery business to H. Carlson for $1300.

Mr. A. T. Fariss sold his stock after bankruptcy to J. F. Fariss.

Bellingham.—Mr. C. H. Leland has sold his grocery store. His successor is Geo. Subridge.

Bright.—Mr. V. V. Martin sold out his grocery business to Mrs. F. V. Woods.

OREGON.

Portland.—Mr. F. Olsen of the grocery firm of Olson Bros., is negotiating to sell his interest to J. A. Hedeen.

Bane Ore.—The two grocers, J. M. Baker and J. W. Hoover have consolidated.

Pilot Rock.—Turner & Kirk are reported as having succeeded John Slyvester in the grocery business.

Dallas.—Mr. W. R. Howe has discontinued his grocery business.

Falls City.—F. E. Haueis has sold his big grocery to Mr. Peter M. Doyle.

Gervais.—Nibler & Nathman were recently the victims of a most disastious fire. Their big grocery being almost annihilated. There loss was $12,000 and their insurance is $8500.

pounds. In 1890 as much as 37,000,000 pounds were sold. The amount sold in 1900 reached 187,000,000 pounds, and at the present time, no doubt, the production is still greater.

The production of condensed milk in the United States is of comparatively recent origin. Only 8,000,000 pounds were sold in 1870. By 1880 the sale had reached 12,000,000



IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's best ones, that call for

HAND SAPOLIO

Always supply it and you will keep their good will.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Wholesale Price List.

EACH DEPARTMENT OF OUR PRICE LIST IS CHECKED UP AND CORRECTED EVERY WEDNESDAY BY M. J. BRANDENSTEIN & CO., A. SCHILLING & CO., J. A. FOLGER & CO., SUSSMMAN, WORMSER & CO., J. H. NEWBAUER & CO., GUGGENHIME & CO., TILLMANN & BENDEL, WELLMAN, PECK & CO., CUDAHY & CO., WIELAND BROS., ROETHLISBERGER & GRASSOFF, WILLIAM CLUFF CO., WHITTIER-COBURN CO., W. P. FULLER & CO., STANDARD OIL CO., HOOPER & JENNINGS, M. PHILLIPS & CO., PACIFIC COAST BISCUIT CO., PACIFIC VINEGAR & PICKLE WORKS, HEYMAN-WEILL CO., AND SCHWABACHER-FREY CO., LEVENSON & CO., SWIFT & CO., EACH FIRM TAKING THE DEPARTMENTS ASSIGNED, AS LIST INDICATES.

No claim is made that this Price List contains an ironclad schedule of rates—good for a week. No such schedule could be obtained, even on actual cash sales. These prices are solicited for publication, and represent, at the time of going to press, the average prices demanded by the general run of jobbing houses for average amounts of goods on average conditions of purchase. Persons with cash, or undoubted credit, always get special low rates.

Subscribers will confer a favor by pointing out to us any particular error or omission.

	COL.		COL.		COL.		COL.		COL.
Abalones	17	Clam chowder	18	Ham	11	Paper, Shelf	44	Soap, scouring	28
Ammonia, Laundry	25	Clothes Lines	43	Herring	16	Paper, Toilet	10	Soups	37
Anchovies	17	Clothes Line Pulleys	43	High Grade Smoking To-		Paper, Wrapping	10	Spices	19-20
Asparagus	10	Clothes Pins	43	bacco	48	Paprika	18	Spittons	45
Ax Handles	42	Coal Oil	29	Honey	8	Paraffine Candles	38	Spoons, Wood	45
Axle Grease	38	Cocoa	34	Hops	35	Pastes	24	Sprats	17
Bacon	11	Cocoanut	34	Horseradish	50	Peanut Butter	36	Starch	28
Bar Sugar	3	Codfish	15	Ink	46	Peas (canned)	11	Stationery	45
Barrel Covers	45	Coffees	1	Insect Powder	40	Peels	37	Stick Candy	30
Baked Beans	11	Coffee Extracts	1	Ironing Boards	44	Pens, Steel	46	Stogies	47
Baking Powder	19	Condensed Milk	34	Jams	7-8	Pencils	46	Stove Polish	41
Bags (paper)	38	Condiments	50-56	Jars	39	Pepper	19	Sugar	2
Barley, Pearl	23-24	Corks	43	Jellies	9-10	Pepper Sauce	50	Sugar, Maple	4
Baskets	42	Cordage	40	Lantern Globes	45	Pickles	51-56	Syrup	3
Bath Brick	38	Corn, Canned	11	Lamp Burners	44	Pigs' Feet	12	Syrup, Extracts	4
Beans, Canned	10	Corn Starch	29	Lamp Chimneys	44	Pineapples (canned)	9	Tacks	45
Beef, Barreled	12	Cottolene	35	Lamp Wicks	45	Plug Tobacco	47	Tapers, Gas	45
Benzine	29	Crackers	32	Laundry Starch	29	Plum Pudding	37	Tapioca	24
Beef, Extracts	33	Cream of Tartar	20	Lard	12	Polish, Metal	42	Teas	1
Binder Twine	42	Currants	5	Laundry Materials	25	Polish, Shoe	41	Tobacco	46
Blacking, Shoe	42	Cuttle Bnoe	40	Lard Oil	30	Polish, Stove	41	Tobasco Sauce	50
Bloaters	15	Demijohn	43	Lead Pencils	46	Pork and Beans	9	Tomatoes	11
Bluestone	38	Dishes, Wooden	45	Lemon Squeezers	44	Pork, Barreled	11	Tomato Catsup (bulk)	53-54
Bluing	26	Door Mats	43	Lemon Sugar	36	Potato Mashers	45	Tooth Picks	45
Boullon Capsules	33	Dried Fruits	5	Lemon Juice	36	Potted Fish	16	Traps	45
Bowls	43	Drops and Lumps	31	Linseed Oil	30	Preserves	9-10	Truffles	38
Brooms	43	Dry Paints	30	Liquid Bluing	26	Provisions	11	Tubs	44
Breakfast Foods	21-24	Dust Pans	43	Lobsters, canned	18	Prunes	6	Turpentine	29
Brushes	43	Dusters	43	Lozenges	30	Raisins	6	Twine	42
Butter Ladles	45	Eels	17	Lubricating Oil	30	Relishes	51-56	Twine Holders	45
Candies	30	Egg Food	39	Lye	26	Rice	24-25	Twist Tobacco	48
Candles	38	Egg Beaters	45	Macaroni	24	Rolling Pins	45	Vegetables (canned)	9
Canned Fish	17	Envelopes	46	Mackerel (salt)	15	Rope	10	Vermicelli	24
Canned Fruits	5-6-7-8	Evaporated Milk	34	Mackerel, tins	17	Sago	24	Vinegar	55-56
Canned Meats	13-14	Extracts, Beef	33	Maple Sugar	4	Salad Oil	37	Washboards	44
Canned Soups	37	Extracts, Flavoring	19-20	Maple Syrup	3	Salad Dressing	37	Washing Powder	28
Canned Vegetables	10	Extracts, Syrups	4	Matches	40	Saleratus	20	Wax	42
Can Openers	43	Farin. Goods	21-22-23-24	Meals	21-22-23-24	Salmon (salt)	16	Wax Strings	42
Capers	33	Figs	5	Meats (canned)	13-14	Salmon (canned)	17	Whips	45
Castle Soap	28	Fine Cut Tobacco	47	Milk (condensed)	34	Salsoda	26	White cad	30
Castor Oil	30	Fish and Cheese	14	Mince Meat	8	Salt	37	Wicking	45
Catsups (bulk)	53-54	Fish (canned)	17	Mixed Candy	30	Sardines	17	Willow Ware, etc	42
Caviar, Russian	14	Fish, Smoked	16	Molasses	2-3	Salt Fish	15	Window Screen	45
Cereal Coffee	34	Fish, Potted	16	Mops and Handles	44	Salt Meats	11	Wringers	45
Cereal Laxative	41	Flavoring Extracts	19-20	Mouse Traps	45	Saratoga Chips	37	Writing Paper	45
Cereals	21-22-23-24	Flour	21	Mushes	21-22-23-24	Sauces	51-56	Wooden Ware, etc	42
Cheese, for & dom	14	Fly Paper	39	Mushrooms	36	Sauces (bulk)	51-56	Yeast Cakes	38
Cheroots	47	French Mustard (bulk)	51	Mustard (dry)	18	Sauerkraut	52		
Cheese Safes	43	Fruits, canned	5-6-7-8	Mustard (bulk)	51	Seeds	41		
Cigarette Papers	47	Fruits, dried	5	Neatsfoot Oil	29	Steel Pens	46		
Chewing Gum	32	Fruit Wax & Strings	42	Nest Eggs	51	Sheep Dip	41		
Chicory	1	Fruit Jars	39	Nuts	7	Shelf Paper	44		
Chimneys	44	Faucets	44	Oil Cans	45	Shell Fish	17		
Chloride of Lime	25	Fruit Jar Caps	39	Oils	29	Shoe Dressing	42		
Chocolate	33	Fruit Jar Rubbers	39	Olives	36	Shoe Blushes	43		
Chutney	34	Gasolene	29	Olive Oil	36	Shrimps	18		
Cider	34	Gelatine	35	Oysters	18	Smoked Fish	16		
Cigarettes	48	Ginger, preserved	35	Pails	44	Smoking Tobacco	46		
Citron	37	Glue	40	Paints, Dry	30	Snuff	50		
Clam & Clam Juice	17	Gum, Chewing	32	Paper Bags	38	Soda and Saleratus	20		

Department 1

COFFEE, CHICORY, ETC.

This Dept. is corrected by M. J. Brandenstein & Co.; A. Schilling & Co.; J. A. Folger & Co.

Green Coffee.

	In bags	In drums
Mocha, Gen. Arabian	23	25
No. 2	21	23
No. 3		
Mocha Liverato	23	....
" Aden	21	....
Kona (Hawaiian)	12	16
Mexican	12	18
Java, Common	15	18
Java, brown pln'tion	20	25
Java Mandheling	26	....
" Kroe	17	....
Caracol, prime w'shd.	13	16
Caracol, ordinary	12	18
Guatemala Prime	15	..
" Choice	14¼	..
" Good	12½	..
Costa Rica Prime	13	..
" Choice(La G'nd)	13	..
" Good	11¾	..
Salvador Washed	13	..
" Unwashed	11½	..
Caracola Guatemala	15	..
" Salvador	13½	..

Roast Coffee.

Salvador	15	20
Java	24	31
Mocha Aden	27	31
Prme w'shd. C.A. blnds	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	13
Java Fncy Mndheling	33¼	33¾
" Kroe	25¾	26¼
Mocha Liverato	31¼	31¾
" J. S.	25¼	31¾
Java & Mocha Fancy	32¼	32¾
" No. 2	25¼	26
Guatemala No. 1	19	18½
" No. 2	15¾	16¼
Costa Rica No. 1	17¾	18¼
" No. 2	17	18¼
" No. 2	17	17½
" No. 3	15½	16
Kona Fancy	20¼	20¾
" No 1	16¼	16¾

Private Brands.

Lion, 100-lb	
Hills Bros. Arabian Roast	.26
Arbuckle's 100-lb	17.37½

"M. J. B."

"M.J.B.," 60 1's in case	.28
"M.J.B." 30 2's in case	.27
"M.J.B." 24 3's in case	.25

Schilling's Best Coffee.

In 1-lb cartons, in 25, 50 or 100-lb cases. Can be assorted as required.

5-star	.36¼	1-star	.18¾
4-star	.29¼	2-star	.22¼
3-star	.25¾		

Folger's Golden Gate Coffee

100 or 60, 1-lb tins	.31
50 or 30 2-lb tins	.30
40 or 30, 2½-lb tins	.30
20 or 12, 5-lb tins	.30

Never sold in bulk

Chicory.

California	05¼
Belgian No 2	.07
Belgian, No. 1	07¾

Coffee Extracts.

Bulk, per lb	.07
Vienna, ¼'s, 10-lb. bx	.25
Vienna, 1's, 10-lb. bx	.25
Ackermann's, ½-gross bxs	
gross	.6 00

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Department 2

This Dept. is corrected by M. J. Brandenstein & Co., A. Schilling & Co., J. A. Folger & Co.

Japan.

TEAS.

(Panfired, Sundried or Basket-fired.)		
Extra Fancy	.56	74
Fancy	.44	55
Choicest	.39	43
Choice	.34	38
Fine	.28	35
Fair	.25	30

Green China

(Gunpowder Imperial or Young Hyson)		
Extra Fancy	.56	76
Fancy	.38	46
Choicest	.35	37
Extra Choice	.32	34
Fine	.25	31
Fair	.20	25

English Breakfast.

Extra Fancy	.67	80
Fancy	.51	66
Choicest	.35	50
Choice	.24	30
Fine	.20	22
Fair	.15	20

Oolong.

Extra Fancy	.58	$1 50
Fancy	.50	57
Choicest	.36	48
Extra Choice	.33	35
Fine	.27	32
Fair	.22	26

Ceylon and India.

Broken Orange Pekoe	.36	65
Broken Pekoe	.33	56
Orange Pekoe	.31	53
Pekoe	.27	46
Pekoe Souchong	.24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 4-oz, Cartoons. Never in bulk)

Japan, per lb	$0.45
do. 1 crown	.90
do. 2 crown	1.80
English Breakfast	.45
do. 1 crown	.90
do. 2 crown	1.80
Ceylon	.45
do. 1 crown	.90
do. 2 crown	1.80
Oolong	.45
do, 1 crown	.90
do, 2 crown	1.80

TREE TEA.

(Full weights only.)
Packed in 1 lb. and ½ lb. cartons.

Japan .....37½ E. B Congou. 37½
Oolong ....50 Gunpowder .45
Ceylon .....37½ Or'ntal Blnd. 37½

Folger's Golden Gate Tea.

	6-oz.	8-oz.	12-oz.	16-oz.	5-lbs.
Japan	43	42	41½	41	41
English Breakfast	43	42	41½	41	41
Ceylon	46	45	44½	44	44
Oolong	48	47	46½	46	46
Gunpowder	46	45	44½	44	44
Black and Green	43	42	41½	41	41

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Department 3.

This Dept is corrected by William Cluff & Co., Wellman, Peck & Co.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c; half barrels, 25c; boxes, 50c; 50-lb. bags, 10c.

Standard Granulated—Fine, Fruit or Coarse	5.15
Beet Granulated	4.95
Confectioners' A	5.15
Cube	5.40
Cubes (A) Crushed	5.40
Powdered	5.25
Candy Granulated	5.25
Magnolia A	4.75
Extra C	4.65
Golden C	4.55
"D" Sugar	4.45
H. & E. Crystal Dominos	8.55

California & Hawaiian Sugar Refining Co. Additional per 100 lbs: In bbls. and 50-lb bags, 10c more; half bbls. 25c more; boxes 50c more; for all grades:

Granulated Basis	5.15
Bar	5.50
Powdered	5.25
(A) Crushed	5.40
Berry	5.15
Extra Fine Granulated	5.15

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Coarse Dry Granulated	5.10
Confectioners' (A)	5.15
Confectioners' Crystal	5.25
Cubes	5.40
Bricks	5.40
XXX Granulated (100-lb bags only	4.35
Excelsior (A)	4.75
Extra (B)	4.65
Golden (C)	4.75
Yellow (D)	4.75
C. and H. "Higrade" Bar.	
In 100-lb. sacks	5.35
30-lb. boxes	5.85
10-lb. tins, 10 in case	7.70
35-lb. tins	7.10
40-lb. tins	7.10
Barrels	5.45
Half Barrels	5.60
Long's Peerless XXXXXX	
Do. bbls	6.65
Do. ½ bbls	6.90
Do. 4-lb. tins, cases	8.20
Do. 35-lb. tins, 10 in case	8.20
Do. 10-lb. tins, 10 in case	8.85
Do. 8-lb. tins, 8 in case	8.85
Do. 30-lb. boxes	7.50
For Bakers' and Confections' Use.	
Barrels	6.05
Half Barrels	6.30
Boxes, 20 lbs. each	6.90

MAPLE SYRUP.
"Old Manse."

Gal. tins, ½ dz to case, dz.	$14.00
½ Gal tins, 1 dz to case, dz	7.50
Quart tins, 2 dz to case, dz	4.25
Pint tins, 4 dz to case, dz.	2.50
Jacket Cans, bulk, per gal	1.00
Glass Qts, 1 dz to case, dz	4.50
Glass Pts, 2 dz to case, dz.	2.75

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Log Cabin Maple Syrup.

Gallons, per doz	$15.00
Cans	
Half-gals, per doz	8.00
Quarts, per doz	4.50
Pints, per doz	2.60
Bottles	
Quarts, per doz	4.75
Pints, per doz	3.00
Jackets, per gal	1.10

Log Cabin Pen-O-Che Syrup.

Cans	
Gallons, per doz	$12.00
Half-Gals., per doz	6.50
Quarts, per doz	3.75
Pints, per doz	2.25
Bottles	
Quarts, per doz	4.00
Pints, per doz	2.50
Jackets, per gal	.85

MAPLE SUGAR.

Toboggan Brand Maple Sugar.

30 1-lb blocks (cases)	$4.50
60 ½-lb blocks (cases)	4.80

Maltese Cross Brand Maple Sugar.

Ass't'd ¼s, ½s, 1s, per case.	$3.00
Scalloped Cakes, 100 to case.	2.85

Syrup Extracts



2 oz, doz..	3.00	16 oz, doz..	18.00
4 oz, doz..	5.25	32 oz, doz..	36.00
8 oz, doz..	9.75	Gals, each..	11.00

Crescent Oil of Mapleine.

1-oz., doz...	2.70	2-oz., doz ..	4.75
8-oz., ...	15.00	4-oz., doz ..	8.25
16 oz, doz..	27.00	32 oz, doz..	48.00
Gals, each..	15.00		

Hardesty's Maple Extract.

1 oz, doz...	$1.10	2 oz, doz..	1.75

MOLASSES.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS 5 G	JACKETS ⅗ G	JACKETS 4 G	CASES 10 G	CASES 20 ½G	CASES 24 ¼G
Fancy Molasses									
Pickaninny	.57	.59	.67	3.30	3.02	2.73	7.50	8.30	5.82
Belmont	.52	.54	.62	3.05	2.79	2.53	7.00	7.80	5.52
St. Claire	.46	.48	.56	2.75	2.52	2.29	6.40	7.20	5.16
Medium Grade									
Oak Grove	.42	.44	.52	2.55	2.34	2.13	6.00	6.80	4.92
St. Mary's	.34	.36	.44	2.15	1.98	1.81	5.20	6.00	4.44
Import	.28	.30	.38	1.85	1.71	1.57	4.60	5.40	4.08
Baking Molasses									
Hawaiian Genuine	.19	.21	.29	1.40	1.30	1.21			
Island	.17	.19	.27	1.30	1.22	1.13			
Cane Black Strap	.15	.17	.25	1.20	1.13	1.05			

Old Fashioned Molasses, 2 doz. 2-lb tins to case, per doz, $2.40.

TABLE SYRUPS.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl 17 G	JACKETS 5 G	JACKETS 4½ G	JACKETS 4 G	JACKETS 3 G	KITTS 2 G	KITTS 1 G	KITTS 2 G	CASES 1¾ G	CASES 1½ G	CASES 20 1-G	CASES 20 ½G	
High Grade Table Syrups															
Humming Bird	.51	.53	.61	3.00	2.75	2.49	1.93	1.32	1.42	1.29	1.17	6.90	7.70		
Peerless Sugar Drips	.50	.52	.60	2.95	2.70	2.45	1.90								
White Castle Drips	.49	.51	.59	2.90	2.65	2.41	1.87	1.30	1.40	1.28	1.15	6.80	7.60		
Perfecto	.46	.48	.56	2.75	2.52	2.29	1.78	1.28	1.38	1.26	1.14	6.70	7.50	5.35	
Table Syrups															
New Butter Scotch	.47	.49	.57	2.80	2.57	2.33	1.81	1.22							
Victor	.42	.44	.52	2.55	2.34	2.13	1.66	1.24	1.34	1.22	1.11	6.50	7.30	5.22	
Golden Gate	.40	.42	.50	2.45	2.25	2.05	1.60	1.14	1.24	1.14	1.03	6.00	6.80	4.92	
Cooking Syrups								1.02	1.12	1.03	.94	5.40	6.20		
Carnation Drips	.36	.38	.46	2.25	2.07	1.89	1.48	.94	1.04	.96	.88	5.00	5.80		
Golden Drips	.32	.34	.42	2.05	1.89	1.73	1.36	1.10	1.20	1.10	1.00	5.80	6.60		
Special Table Syrup															
Heliotrope	.40	.42	.50	2.45	2.25	2.05	1.60								

Cases: Round Friction Top Pails: 6 10-lb. tins, per case, $3.48; 12 5-lb. tins, per case, $3.96; 24 3-lb. tins, per case, $4.80

MAPLE AND CANE SYRUPS.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS. 5 G	JACKETS. 4½ G	JACKETS. 4 G	CASES 10 1 G	CASES 20 ½G	CASES 24 ¼G
Woodlawn, made from pure maple sap in the groves at Beauce, Canada, and 1's also packed:	.95	.97	1.05	5.13	4.50	4.00	11.20	12.50	8.50
Cases: 12-1's, $14.00; 6-1's, $6.72; 12-½'s, $7.14; 24-¼'s, $8.10; 24-⅛'s, $5.10.									
Bottles: 12 qts., $4.60; 24 pts., $4.90.									
Deer Lodge	.85	.87	.95	4.70	4.28	3.85	10.30	11.10	7.50
New England	.77	.79	.87	4.30	3.92	3.53	9.50	10.30	7.02
Canada Maple Syrup and Cane Syrup	.67	.69	.77	3.80	3.47	3.13			

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Department 4.

DRIED FRUITS, NUTS AND HONEY.

This Dept. is corrected by Guggenhime & Co., Wm. Cluff Co.

(Add ¼c for 50-lb. boxes and ½c for 25-lb boxes).

Apples (crop 1907.)

Sundried, sacks 7
Evap. Fancy, 50-lb boxes.... 9½
Evap. ex. choice, 50-lb box.. 9
Evap. choice, 50-lb box..... 8½

Apricots.

	1907 Crop
Choice Sacks	22
Fancy Sacks	23
Fancy, 25-lb. boxes	25

Blackberries.

In boxes, per lb.....none

Cherries.

Pitted, in boxes, per lb.....35
Unpitted, in boxes, per lb.12½

Currants.

In bbls 09½
Recleaned, in bbls.....10½
Recleaned, 25-lb boxes.....11¼
Recleaned, 50-lb boxes.....11
Recleaned, 1-lb carts.....11¾
Recleaned, 12-oz carts..... 10¾

Dates.

Fard, 14-lb, per lb.....11
Persian, 65-lb case.....07

FIGS (California)

Black, sacks 04½
Black, 25-lb boxes, per box..1.25
White, bags 04½
White, 10 1-lb. brks., pr box 65 90
White, 50-½s 2.00

FIGS (Imp. Smyrna.)

box ..... .90
Choice, 5-lb. bx., per lb....16

6

Nectarines.

	1907 Crop
White	16
Red	16

Peaches.

Choice, sks..11 | Fancy, sks..12½
Ex Ch'ce,sks11½

Pears.

Choice, ¼s, in sacks.....10½
Ex. choice, ½s, in sacks.....10
Fancy, ½s, in sacks.....13

Plums.

Unpitted ... Pitted,black.11
Pitted, blchd11½100s-110s ..

Prunes.

	Sks.	bx. 25-lb.
30-40s	8¾	9¼
40-50s	7¼	7½
50-60s	6	6½
60-70s	5½	6
80-90s	5	5½
90-100s	4¼	5
in cases of 125-lb tins	..	..
in cases of 12 5-lb tins	..	..

Raisins.

	Box	½s	¼s 50lb.
6 Cr. Layers	3.50	2.75	....
5 Cr. Layers	3.00	3.25	3.50
4 Cr. Layers			1.90
3 Cr. Layers			2.00
2 Cr. Layers			2.25
4 Cr. Loose			.10½
3 Cr. Loose			.10
2 Cr. Loose			.09½

Fancy Clusters, 1-lb cart per doz .....
Fancy Clusters, 5-lb cart per case .....
Unbichd Sultanas, 50-lb.... 8
Thompson's bleached Sult. seedless, 50-lb 11
Bleached Sult., sdlss..... 9
Seedless Muscatels, 50-lb cases 7¾

7

Red Ribbon, 36 16s.....11½
Blue Bell, 50 1s (seeded).....11
Seeded, 12 oz. cartons.....10½
Seeded, 12 oz cart..... 9
Seeded, bulk, lb.....11

1907 Crop F. O. B.

Clusters and Layers	20-lb bxs
Imperial, clusters, 6 c.	3.00 3.50
Dehesa, clusters, 6 c..	2.50 2.75
Fancy clusters, 4 c....	2.00 2.25
London Layers, 3 c.....	.... 1.60
London Layers, 2 c....	.... 1.50

Seeded	Per pkg
Fancy, No. 16, 36 to cs	9¼ 9½
Fancy, No. 12, 45 to cs	7½ 7¾
Choice, No. 16, 36 to cs	8¾ 9
Choice, No. 12, 45 to cs	6¾ 6¼

	25-lb bxs
Fancy bulk, per lb....	8½ 8¾
Choice bulk, per lb....	8⅛ 8¼

Loose Muscatels	50-lb bxs
Standard, 4 c.....	... 7½
" 3 c..7.....	7 .¼
" 2 c.....	6¼ 6½
Seedless	... 6¾

Seedless Sultanas	
Unbleached	7¼ 7½
Bleached, standard ..	... 8½
" choice	... 9
" ex. choice..	... 9½

Thompson Seedless	
Unbleached	7½ 7¾
Bleached, standard	... ...
" Choice	... 10
" fancy	... 10½
" ex. fancy..	... 11

NUTS.

Almonds, Fancy, I. X. L....19
Almonds, choice soft shell Drake 16
Almonds, shelled, No. 1.....45
Almonds, shelled, No. 2.....35
Almonds, shelled, Jordan Imported .....
Almonds, Jordan, Dom....

8

Brazils, 160-lb sacks.....18
Chestnuts, Italian 20
Cocoanuts, per 100.....4 50 5 00
Filberts, 175-lb sack.....14
Peanuts, California 07
Peanuts, Japanese 09
Peanuts, Eastern h'nd pick'd..09
Peanuts, roasted 9-10
Pecan, polished 18-20
Pine .....
Walnuts, soft shell, bleached.19

HONEY.

Pure white sage, 2 5-gal tins, per lb..... .8
Light Amber, 2 5-gal tins .... per lb 7½

White Clover (stained.)

5-gal. tin, per lb..... .07½
2 dz 2-lb jars, per case.... 8.00
2 dz 1-lb jars, per case.... 4.25
24-qt. cans, per case..... 7.00
12 ½-gal. cans..... 6.60
6 1-gal. cans..... 6.00

Glass.

	Per Doz
Tumbler, 8 oz., 4 doz in case	1.25
Oval pints, 4 doz in case....	1.25
1-lb glass jars, 2 doz in case	2.25
2-lb glass jars (with comb..	2.50

COMB

Water White, 24 1-lb frames..16
Light Amber, 24 1-lb frames..14
Water White, 24 1-lb frames..15

BEESWAX.

Pure 30-31

DEPARTMENT 7.

Prices should be figured on a basis of 5 per cent above those quoted hereinbelow.
This Dept. is corrected by J. H. Newbauer & Co., Tillmann & Bendel.

Canned Fruits

No. 3 Extras	No. 2½ Special	No. 2½ Extras	No 2½ Ex. Standards	No. 2½ Standards	No. 2½ Second	No. 2½ Water	No. 2½ Pie	VARIETY	No. 8 Ex. No. 3 Grade	No. 8 Ex. No. 2½ Grade	No. 8 Ex. Standard	No. 8 Standard	No. 8 Water	No. 8 Pie
2 00	1 85	1 70	1 40	1 30	1 20	1 10	1 10	Apples		4 50	4 25	3 75	3 00	2 85
3 00	2 75	2 50	2 10	1 80	1 50	1 40	1 25	Apricots	8 00	7 00	6 50	6 00	5 25	5 00
3 50	3 25	2 80	2 60	.....	.....	.....	.....	" peeled	9 50	8 50	8 00	.....	.....	.....
3 50	3 25	2 80	2 60	.....	.....	.....	.....	" sliced	9 50	8 50	8 00	.....	.....	.....
.....	.....	.....	.....	.....	.....	.....	.....	Assorted						
2 25	2 00	1 75	1 60	1 50	1 40	1 30	1 30	Blackberries		5 00	4 75	4 25		4 25
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (Royal Anne)	10 00	9 00	8 00	7 00	5 00	4 50
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (White)	10 00	9 00	8 00	7 00	5 00	4 50
3 00	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (Black)	10 00	9 00	8 00	7 00	5 00	4 50
2 00	1 75	1 60	1 35	1 25	1 10	1 05	1 05	Grapes (White Muscat)			3 75	3 50	3 00	3 00
2 50	2 25	2 00	1 80	1 65	1 45	1 30	1 10 unp 1 20 pld	Peaches (Yelolw Free)	7 00	6 00	5 50	5 00	4 25	4 00 pld 3 25 unp
3 00	2 60	2 40	2 15	1 85	1 65	1 40	1 10 unp 1 25 pld	Peaches (Lemon Cling)	8 00	7 50	6 50	6 00	4 50	4 25 pld 3 50 unp
3 00	2 60	2 40	2 15	1 85	.....	.....	.....	Peaches (**Lemon Cling Sliced**)	8 00	7 50	6 50	6 00	4 50	.....
3 00	2 60	2 40	2 15	1 85	1 65	1 40	1 10 upd 1 25 pld	Peaches (White Heath)	8 00	7 50	6 50	6 00	4 50	.....
3 00	2 60	2 40	2 15	1 85	.....	.....	.....	Peaches (**White Heath Sliced**)	.....	.....	.....	.....	.....	.....
3 00	2 60	2 40	2 15	1 80	1 65	1 40	1 05 unp 1 20 pld	Pears (Bartlett)	8 00	7 50	6 50	5 50	4 50	3 75 pld 3 25 unp
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Green Gage)	5 50	4 50	4 00	3 75	3 25	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Egg)	5 50	4 50	4 00	3 75	3 25	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Gold Drop)	5 50	4 50	4 00	3 75	3 25	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Damson)	5 50	4 50	4 00	3 75	3 25	3 00
3 25	3 00	2 75	2 50	2 35	2 25	.....	.....	Raspberries						
3 25	2 75	2 60	2 50	2 25	2 15	.....	.....	Strawberries						

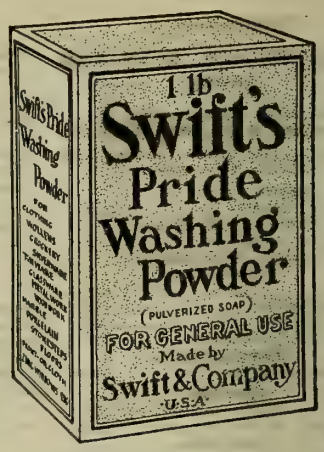
No. 1 Tall Cans sliced L. C. Peaches, Ex. $1.35; Ex. Standard, $1.25.

If shipped 6 cans to the case, figure Gals. —10c per dozen higher.

All No. 3, No. 2 and No. 2½ cans, 2 doz en in a case; No. 1 cans 4 dozen in a case; galoln cans, 1 dozen in a case.

A Pulverized Soap

Swift's Pride Washing Powder is very profitable to handle and every dealer should order stock and get the benefit of extensive advertising now being done on this article. In universal use.



Swift & Company, U. S. A.

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Department 5.

This Dept. is corrected by J. H. Newbauer & Co., Tillmann & Bendel.

JELLIES, JAMS AND PRESERVES.

	Griffon 16-oz. Jars		Cutting 16-oz. Jars		Rose No. 2 Tins.		Rose Picnic Tins		Tumeler Jelly 4-doz.Case
	Preserves	Jam Pure	Jam Pure	Jelly Blended	Jam Pure	Jelly Blended	Jelly Pure	Jelly Blended	Jelly Blended
Apple	....	2 35	....	2 00	....	1 60	....	92½	90
Apricot	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Apricot Marmalade	2 35	....	....	....	1 85	....	....	....	.....
Blackberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Currant	2 35	2 35	....	2 00	....	1 60	97½	92½	90
Fig	2 35	....	2 00	....	1 85	....	97½	....	.....
Gooseberry	....	2 35	....	2 00	....	1 60	....	92½	90
Lemon	....	2 35	....	2 00	....	1 60	....	92½	90
Loganberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	....	90
Orange	2 35	2 35	....	2 00	1 85	1 60	97½	92½	90
Orange Marmalade	2 35	....	2 00	....	1 85	....	97½	....	.....
Peach	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Damson	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Green Gage	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Quince	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Raspberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Strawberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Assorted Regular	2 35	....	2 00	2 00	1 85	1 60	97½	92½	90
Assorted Berries	2 35	....	2 00	2 00	1 85	1 60	97½	92½	90

PINE APPLES

Per Doz

Johnson's Columbia

2's sliced, 2 doz. in case...2 30
2's grated, 2 doz. in case..2 30
1's sliced, 4 doz. in case..1 15
1's grated, 4 doz. in case..1 15
Gal. coreless, 4½ lb to tin, ½ doz. in case, per lb.. 16
Gal., grated, 7lb to tins, ½ doz. in case, per lb.. 16
2's sliced, Baltimore, 2 doz case 2 25
1's cocktail, Baltimore ovals, 4 doz. case.....1 25

Hawaiian.

Extra sliced, 2 doz, 2½.... 2.50
" " 4 doz, 1s.....none
" grated, 2 doz, 2s.... 2.25
" " 4 doz. 1s 1.40

Per doz

Standard, sliced, 2½s, 2 doz 2.00
" " 3s, 4 doz....none
" " 1s, 4 doz.... 1.35
Chunks, 2s..... 2 25
Whole, 2½s, 2 doz..... 2 00
Grated, 2s, 2 doz 1 75
" 1s, 4 doz..... 1.25
" gals, ½ doz..... 6.25

Singapore.

2 lb sliced 1.7522-oz., doz..48.00
1-lb sliced 952½ whole.. 2.25

Mince Meat.

Merrell-Soule Co.'s None Such Condensed Mince Meat, cases (6 doz. each), per case, $6.25.

Department 7.

This Dept. is corrected by Sussman, Wormser & Co., William Cluff Co.

CANNED VEGETABLES

Asparagus.

Mammoth 5.25
Large White 4.75
Medium White 4.50
White Tips 4.25

Beans

Stringless Extras .....
Blue Lake, ... 1.35
Blue Lake, gal., none.....
String, 2 lb, Standard..... 1 25
String, gal., Standard..... 4.50
Lima, soaked 1.00

Baked Beans

Fancy Eastern .....$
1-lb Tall tins..... 50
2-lb Tall Tins 80
2½-lb Tall tins..... 1 00
3-lb Tall tins 1 10

Corn

1s Maine, per doz.....$1.50
Gallon, cut, Maine, per doz..none
Gallon, cob, Maine, per doz.. 6.50
Iowa, per doz ..... .90
5 case lots, Iowa..... .85

Succotash.

Standard Maine 1.35

Peas

Petit Pois 2.00
2s Extra Fine Sifted..... 1.75
Standards 1.35
2s, Soaks ..... .90

Tomatoes

3s, Solid Pack..... 1.50
3s, with peppers....No quotation
2½s, Solid Pack..... 1.35
2½'s, Solid Pack with peppers .....No quotation
2½s, Standard 1.00
Gallon, Standard 2.85
Gallon, Solid Pack ...No quotation
Gallon Puree .....No quotation

Miscellaneous

Artichoke 2½s.....$
Carrots, 2s ..... 1.
Cabbage, 2s 1.1
Turnips, gal..... 4.00
Spinach, 2s 1.35
Spinach, gal..... 4 00
Beets, 2s 1.05
Hominy, Great Western, 3s... 1.15
Pumpkin and Squash, gal.... 2.50

Department 8.

This Dept. is corrected by Cudahy & Co., Swift & Co.

PROVISIONS.

HAMS.

Eastern Standard, 18-20.... .16½
" " 15-16.... .16½
" " 12-14.... .16¾
Picnic Hams ..... .11½

Boiled Hams

Skin on ..... .24½
Skin on ..... .25½

Breakfast Bacon

Eastern Standard, 6-8..... .21½
" " 8-10.. .20
" " 10-12.... .19

English Cured Bacon

Eastern Cure, 8-10..... .18
Eastern Cure, 8-10..... .18½

Dry Salt Bacon

Clear Medium Bacon..... .14
Clear Light Medium..... .14
Light Belly ..... .16
Extra Light Belly..... .16½
Bacon Backs ..... .14
Bacon Bellies..... .15½

Dry Salt Meats

Sides ..... .13½
Bellies ..... .13½
Racks ..... .13
Fat Backs ..... .12½

Barreled Pork

	Bbls.	½-bbls
Spare Ribs.....$		
Family Pork.....	21.50	11.25
Clear Pork.....	24.00	12.50
Big Pork.....	26.50	13.75

Barreled Beef

Mess Beef.....	10.00	5.50
Family Beef.....	10.50	5.75
Ex. Family Beef..	11.00	6.00
Beef Tongues....	23.00	12.00

Pigs Feet

Tierces, about 300 lb.....$18.00
Barrels, about 200 lbs.... 13.50
½ bbls, about 80 lbs..... 5.50
Kegs, about 25 lbs..... 2.50
Kits, about 15 lbs..... 1 25

Pure Leaf Lard

Tierces, about 350 lbs. net....11
½ bbls, about 100 lbs.....11¼
80-lb. Wood Tub, 80-lbs, net.11¼
60-lb. Wood Tub, 60 lbs, net.11¼
20-lb. Wood Tubs.....11⅝
50-lb. Cans, one to a case....11¼
20-lb. Cans, 4 to case.....11⅜
10-lb. Cans, 6 to a case.....11¾
5-lb. Cans, 6 to a case.....11⅞
3-lb. Cans, 20 to a case.....12

Golden Gate Lard.

Tierces, about 370 lb. net....11
½ bbls, about 150 lb. net....11¼
50-lb. cans, 2 to a case.....11¼
20-lb. cans, 4 to a case.....11⅜
10-lb. cans, 6 to a case.....11¾
5-lb. cans, 12 to a case.....11⅞
3-lb. cans, 20 to a case.....12
20-lb. wood baskets.....11¾
60-lb. tubs 11⅛
80-lb. tubs 11⅛

Compound Lard

Tierces, about 360 lbs., net..08½
50-lb. cans, 1 to a case.....08¾
10-lb. cans, 6 to a case.....09¼
5-lb. cans, 12 to a case.....09⅜
3-lb. cans, 20 to a case.....09⅛

13

"Arrow" Compound.

Tierces, about 370 lb. net....08½
50-lb. tins, 2 to a case.....08¾
½ bbls, about 150 lb net....10¼
50-lb tins, 1 to case.....10¼
20-lb tins, 4 to case.....10½
10-lb. tins, 6 to a case.....09¼
5-lb.-tins, 12 to a case.....09⅜
3-lb. tins, 20 to a case.....09½
20-lb wood bkts, 20 lb net..10⅜
60-lb wood bkts, 60 lb net10⅛
80-lb wood [illegible] lb net..10⅛

Suetene.

50-lb Cans .....None

Beechnut Packing Co.

Beechnut Sliced Bacon and Beef in Glass.



14

1 doz No. 1 Jars.....$3.25
Erie Brand Chipped Beef in Glass, 1 doz No. 1 Jars.... 2.60
5 case lots, less 5 per cent

Department 10.

FISH AND CHEESE.

This Dept. is corrected by **Wieland Bros.; Roethlisberger & Grassoff.**

Russian Caviar.

	Per doz
1-lb. cans, 2 doz in case....	$20.00
½-lb. cans, 2 doz in case....	11.00
¼-lb. cans, 5 doz in case....	5.50
⅛-lb. cans, 6 doz in case..	3.00
White Label Brand.....	none

CHEESE

Foreign and Domestic.

	new
New York State Factory	
Cheddars, June make	18½
Cheddars, June make....	19
Twins, June make.....	19
Triplets	19½
Cal. State factory flats.....17-18	
Cal. State fctry, Young Am..18-19	
Jack or Monterey.....	21
Brick Cream 18-19	
Limburger, Eastern, lb.....17-18	
Swiss, imported, lb.....	30
Domestic Swiss 20-21	
Roquefort, lb.....	40
Gouda, per lb.....	27
Sap Sago	22½

Department 9. CANNED MEATS.

This Dept. is corrected by **Cudahy & Co.**

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 doz in case	No. ¼ Tins, 2 doz in case	No. 1 Tins. 2 doz in case	No. 2 Tins, 1 or 2 doz in case	No. 6 Tins. 1 doz in case	No. 14 Tins. ½ doz in case	No. 1 Tins. 1 doz in case
Corned Beef	.....	.....	1 25	2 25	7 50	16 75	.....
Roast Beef	.....	.....	1 25	2 25	7 50	.....	.....
Roast Mutton	.....	.....	1 55	2 60	.....	.....	.....
Brisket Beef	.....	.....	.....	2 75	.....	.....	.....
Boiled Beef	.....	.....	1 25	2 25	7 50	.....	.....
Chipped Beef (in tins)	.....	1 25	2 10	.....	20 00	.....	.....
Sliced Beef (in glass)	.....	1 40	2 40	.....	.....	.....	2 40
Sliced Beef (in tins)	.....	1 35	2 35	.....	22 00	.....	.....
Sliced Beef (in glass)	.....	1 50	2 50	.....	.....	.....	2 50
Chip Beef (in Tins)	.....	1 85	.....	.....	.....	.....	.....
Brawn	.....	.....	1 25	2 25	.....	.....	.....
Pigs' Feet	.....	.....	1 40	2 60	.....	.....	.....
Corned Pork	.....	.....	1 25	2 25	.....	.....	.....
Lunch Tongue	.....	1 65	2 75	.....	.....	.....	.....
Sheep Tongue	.....	1 45	2 35	.....	.....	.....	.....
Lambs' Tongue	.....	1 45	2 35	.....	.....	No.1½	.....
Luncheon Tongue	.....	.....	.....	.....	.....	5 50	.....
Sliced Bacon (in tins)	.....	.....	.....	.....	.....	.....	2 50
Sliced Bacon (in glass)	.....	1 55	.....	.....	.....	.....	2 55
Deviled Ham (Geinuine)	85	1 50	.....	.....	.....	.....	.....
Potted Ham (Genuine)	85	1 50	.....	.....	.....	.....	.....
Potted Tongue (Genuine)	85	1 50	.....	.....	.....	.....	.....
Potted Meat (Ham Flavor)	40	75	.....	.....	No. 3	.....	.....
Deviled Meat (Ham Flavor)	40	75	.....	.....	Tins	.....	.....
Potted Meat (Tongue Flavor)	40	75	.....	.....	1 or 2	.....	.....
Boneless Chicken	.....	2 60	.....	.....	Dz. in	.....	.....
Veal Loaf	.....	.....	.....	.....	Case	.....	.....
Sandwich Loaf	.....	95	1 80	.....	1 80	.....	.....
Picnic Loaf	.....	95	1 80	.....	1 80	.....	.....
Chili Con Carne	No. ¾	95	1 80	.....	1 80	.....	.....
Beafsteak and Onions	95	80	1 30	.....	.....	.....	.....
Hamburger Steak	.....	90	1 65	.....	.....	.....	.....
Frankfurter Bratwurst	.....	90	1 65	.....	.....	.....	.....
Minced Collops	.....	.....	1 80	.....	.....	.....	.....
Tripe	.....	.....	.....	2 20	.....	.....	.....
Sweetbreads	.....	.....	.....	1 65	.....	.....	.....
Vienna Sausage	.....	.....	2 50	.....	.....	.....	.....
Pork Sausage	.....	85	1 35	.....	.....	.....	.....
Oxford Sausage	.....	.....	2 35	.....	.....	.....	.....
Bologna Sausage	.....	.....	2 10	.....	.....	.....	.....
Sausage and Kraut	.....	.....	1 10	.....	.....	.....	.....
Stewed Kidneys	.....	.....	.....	2 35	.....	.....	.....
Corned-Beef Hash	.....	90	1 55	.....	.....	.....	.....
Lunch Sausage	.....	85	.....	.....	.....	.....	.....
German Lunch Sausage	.....	1 00	.....	.....	.....	.....	.....
Ox Marrow	.....	.....	.....	2 90	.....	.....	.....
Ox Tongue (whole)	.....	No.1½	No. 2	No.2½	No. 3	No. 6	.....
	.....	6 25	7 50	9 25	11 25	20 50	.....
Chorizos	.....	.....	.....	.....	.....	.....	No. 5 10 00

15

Pineapples, Eastrn, 6 in cs, cs. 3 50
Pineapples, Eastn, 6 in cs, sml 2 55
Holalnd, Edam,med plain, dz 9 50
Holland, Edam, medium in bladders, per doz.....9 50 10 00
P'ffr'd Edam, small .....34-35 pds per case of 12 ..... 9.00
P'ffr'd Edam, med....38-40 f 9.75
Do Edam, large....44-45 10.50

Fancy

Camembert, Brie, Roquefort and Gorgonzola, jars...none
Parmesan C & B, sml bot doz 3 00
Parmesan C & B, lge bot, doz 5 00

Baylo

Small ½-lb 1 lb. 2½-lb 5-lb
Deviled Cheese $1.00, $2.25, $4.00, $5.00, $9.00
After Dinner Cheese. $1.00, $2.40, $4.00, $4.50, $7.50
Roquefort Cheese: $1.00 ,$2.40, $4.00 ,$4.50, $7.50

MacLaren Imperial Cheese Co.,Ltd

Imperial Cheese—
Club size, 2 doz jars, doz....$1.25
No. 1, size, 1 doz jars, doz.. 2.80
No. 2 size, ½ doz jars, doz.. 5.25
No. 3 size, ½ doz jars, doz..10.60
Individuals, 5 doz jars, doz.. .85
Roquefort Cheese—
Small size, 2 doz jars, doz.. 1.75
Large size, 1 doz jars, doz.. 3.25
Individuals, 5 doz jars, doz .85

SALT FISH

Pacific Codfish

Bundles., per lb..... 4½
Case, selected, per lb..... 5½
Boneless, 30-lb. boxes, lb....none
Boneless, 40-lb. boxes, lb.... 7½
Boneless, Srtips, per lb..... 7
Boneless Blocks, per lb.....
Boneless Tablets, per lb.. 8½
Boneless Middles, per lb 7½
Boneless Middles, ex., per lb..11

Eastern Codfish

Gen. Georges, 8 fish to cs$11.00
Gen. Georges, 12 fish to cs.. 10.00
Geo. Cur. Cod, case..... 9.50
Geo. Cur. Cod ,40 fish to cs 8.00
Gen. Geo. Middles, 60 fish... 15
Gen. Geo. Tablets,36 fish 11½
Gen. Geo. Blocks, 40 fish 11½

Shredded Codfish

Beardsley's shredded, 2 doz. in case..... 1.00

Norwegian Mackerel

Bloater, 120-130 fish.....55.0
Bloater, ½ bbl., 60-65 fish....28.5
No. 1, 150-160 fish.....45.0
No. 1, 75-80 fish.....23.5
No. 2, 220-240 fish..... 37.0
No. 2, 110-120 fish.....19.5
No. 3, 300-350 fish.....28.0
No. 3, 150-175 fish.....15.0
No. 4, 400-440 fish, bbl.....25.0
No. 4, 200-220 fish.....13.5

Irish Mackerel

No. 1, 200-220 fish.....none
No. 1, 80-90 fish.....none
No. 2, 325-350 fish.....none
No. 2, 130-140 fish.....none
No. 2, 475-500 fish.....none
No. 2, 180-190 fish.....none
No. 1, 10-lb kits, 15-16.....
No. 2, 20-22 fish..... 1 30

American Bloaters

Shore Bloaters, 115-120 fish non

16

Shore Bloaters, 45-50 fish none
Extra No 1, 120-130 fish none
Extra No 1, 50-55 fish none
No 1, 140-150 fish none
No 1, 60-65 fish none
No 2, 130-140 fish.....28.5
No 2, 55-60 fish.....11.0
No 2, 110-160 fish none
No 2, 60-65 fish.....none
No 2, 160-180 fish.....none
No 2, 70-80 fish.....none
No. 2, 180-200 fish.....none
No 2, 80-90 fish.....none

In Kits

Extra Mess, 7 to 8 fish each..$3.00
No. 1, kits, 8-9 fish or 15-17 fish 1.40
No. 2, kits, 8-9 or 20-22 fish 1.30

Salmon

King, bbls.....none
Oregon Silversides, bbls.13 00
Alaska Red, bbls.....13 00
Alaska Red, ½-bbls, 100 lbs 7 25
Alaska Red, kits..... 1.00
Bellies, bbls 15 00-18 00
Tongues and Sounds, kits 10-lb 1 40
Tongues and Sounds, ½ bbls, 80-lb..... 11 50

New Herring, Pack 1907.

Ex Sictd Mixed, bbls.....17 00
" " " ½ bbls 9 00
" " " Keg 1 20
Cheaper grade, mixed, bbl..15 00
" " " ½ bbl.. 8.00
" " Keg 90
Ex Selected, Milcher, bbl....19 00
" " " ½ bbl..10.00
" " " Keg 1.35
Cheaper, Milchner, bbl.....17.00
" " ½ bbl 9 00
" " Kegs 1 00
Labrador, round, 160 fish... 5.50
Labrador Split, per ½ bbl.. 6.50
Pacific, ½-bbl 3 00

Smoked Fish

Neptune, Brand, 100s.....$2 85
Neptune, Brand 50s..... 1.60
Dainty Brand, 50s 2 25
Bloaters, Grim., 100 box....$3.00
Bloaters, Grim., 50 in box. 1.75
Bloaters, Cromarty 3.00
Yarmouth, 100 in box....
Halibut, chunks ..... .15
Herring, boxes, Eastern ..... .25
Herring, boxes, Washington .20
Herrings, Neptune, boneless, boxes of 10s, net 1.35
Moir's Selected Red Herrings, 100's..... 1.90
Moir's Selected Red Herrings, 50's 1 25
Salmon ,per lb.....10 20

Beardsley's.

Herring, boneless, tins, doz.. 1.50
Herring, boneless, small, doz 1.00
Herring, boneless, vacuum tumblers, 2 doz in case.... 1 95
Finnan Haddies, 30-lb boxes per lb ..... .15

Potted Fish.

	Per doz
Potted Crab $1.85	
Kipper Paste	1.00
Anchovy Bloater Paste.....	2 30
Ditto, fancy pots	4 75
Yarmouth Bloater Paste	.75

WIELAND BROS.

309-311 DAVIS STREET, SAN FRANCISCO

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese and Camenbert, Schloss, Kronen and Neufchatel Cheese

17

Ditto, fancy pots..... .. 4.75
Kippered Herrings, Marshall's 1.90
Kippered Herrings, Moirs... 1.90

Department 11.

CANNED FISH.

This Dept. is corrected by
Sussman, Hooper & Jennings, Wellman, Peck & Co.

	Doz.
Anchovies, in oil, 2 doz ½ pts., in glass, doz.....	5.00
Anchovies, 2 doz, ¼ pts, dz.	3.00
Bloaters, Yarmouth C. & B. doz.....	4.50
Codfish Balls, 2-lb tins per. doz.....	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.35
Eels, smoked, 1-lb, per dz..	2.85
Finnan Haddies, 2-lb ovl.	2.25
Finnan Haddies, 1-lb. round, per doz.....	1.80
Sardelles, imp.,½-lb tins....	2.50
Sardelles, imp. in glass.	3.00
Sardelles, dom. 1-lb, glss	2 25
Sardelles, Ankers. ⅛ keg	3.00
Sprats 7.50	8.00

Mackerel
1-lb tins, 50 in a case
2-lb tins ,2 doz. in a case

Gold Label ,1-lb tins....	1.50
P. &. W., 2-lb soused....	2.75
P. & W., 2- lb mustard....	2.75
P. & W., 2-lb tomato....	2.75
Underwood, 2-lb soused..	2.85
Underwood, 2-lb tomato.	2.85
Underwood, 2-lb mustard.	2.85
Los Angeles, 2-lb soused.	2.55
Los Angeles ,2-lb tomato.	2.55
Los Angeles, 2-lb mustrd.	2.55
Mt. Desert, 2-lb soused..	2.25
Mt. Desert, 2-lb tomato...	2.25
Mt. Desert, 1-lb soused..	1.35
Blueback, 1-lb, fresh....	1.10
4 doz., 1s, flat, oval.....	1.80
4 doz., flat, square.....	1.40

Crescent Mackerel

Soused, 18-oz tins, doz.....$	1.80
Tomato, 18-oz tins, doz....	1.80
Mustard, 18-oz tins, doz....	1.80

Mackerel in Oil.

Bezler's	3.00 4.00
Lemarchand	5.00 7.00

Salmon

Alaska Red, 1-lb. tins, doz..$	1.35
Alaska Red, 2-lb .....none	
Alaska Pink, 1-lb. tins.....92½	
Alaska Flats, 1 lb.....none	
Oregon Red, 1 lb.....none	
Oregon Red 2 lb.....none	
Oregon Pink, 1 lb.....none	
Oregon Pink, 2 lb... ....none	
Oregon Flats, 1 lb .. ...none	
Columbia Riv., 1-lb. talls..	1.90
Columbia Riv, 1 lb flats..none	

Sardines.

	Per case
French, ¼s, 18 m.m.....	9.50
" ¼s, 22 m.m.....	12.50
Portuguese, ¼s, 18 m.m....	8.50
" ¼s, 22 m.m.....	9.50
" ½s, 30 m.m.....	16.00
Norwegian, ¼s, 18 m.m....	9.00

Sprats.

French, ¼s, 18 m.m.....	7.50
" 22 m.m	9.50

American Sardines

(¼s pkd 100 to cs, ⅛s 50 to cs.)

¼ in oil, without key.....	3.80
¼s in oil with key 4.00	
⅛s in oil, per doz.....	.50
¼s in mustard, per doz.....	.60
¼s in mustard, case.....3.75	
⅛s in mustard, per doz.....	.95
¼s in mustard, case.....3.25	

SHELL FISH.

Abalones

4 doz in cs ,with shells, cs 6.00

Clams and Clam Juice

	doz
Doxsee Clams, 1-lb tins....$	1.85
Doxsee Clams ,2-lb tins.	2.75
Doxsee Clam Juice ,1-lb..	.90
Doxsee Clam Juice ,2-lb..	1.60

18

B&M Lunch Clams, flat	1.37½
Underwood Clams, 1-lb.....	1.05
Underwood Clams, 2-lb.....	1.65
P. & W. Clams, 1-lb tins....	1.35
P. & W. Clams, 2-lb tins....	1.65
Oxford Clams, 1-lb tins.....	.95
Oxford Clams, 2-lb tins....	1.50
P. & W. Clam Chowder.....	2.25
Burnham's Clam Bullion, qts. ...	
Burnham's Clam Bullion,pts.	4.50
Burnham's Cl'm Bullion,½ pts	2.40

Crabs.

½s flat, 4 doz, per doz.....	2.25
Minced, ½s flat, 4 doz....	1.25
Picnic, 1s, 4 doz.....	1.15
" 2s, 2 doz.....	1.75

Lobsters

	Doz
Picnic talls, 4 doz, per doz..	3.00
Picnic flats, 4 doz, per doz..	2.80
½-lb. flats, 4 doz, per doz..	2.60
¼-lb flats, 4 doz, per doz....	1.40

Oysters

Oysters, Selects, 12 oz.....$	3.25
Oysters, Selects, 6 oz.....	1.75
Oysters, Standard, 10 oz....	2.35
Oysters, Standard, 5 oz.....	1.35
Oysters, Standard, 8 oz.....	2.10
Oyster, Standard, 4 oz.....	1.15

Shrimps.

Shrimps, pickled, 1-lb.....$	1.35
Dunbar's Picnics, 1-lb, doz..	1.35
Pride of the Gulf, 1-lb, doz..	1.30
Dunbar's 1½-lb, doz.....	2.35
Pride of the Gulf, 1½-lb, dz	2.30
Pickled Shrimp, 1-lb, doz....	1.35

Department 12.

This Dept. is corrected by
SPICES AND EXTRACTS.
A. Schilling & Co., Wellman, Peck & Co.

In Original Packages.

Pepper, Black.....14		18
Pepper, White.....25		30
Ginger 13		19
Ginger, Gen Jam.....15		21
Cinnamon, Ceylon.....22		25
Cassia .. 16		24
Cassia 16		64
Cloves 20		36
Allspice 10		17
Nutmegs 30		65
Mace 80		90
Laurel Leaves, in bales.....07		
Lalrel Leaves, in small lots, 10		

Paprika.

1 oz, doz..	1.00	16 oz, doz..	7.75
2 oz, doz..	1.50	2½-lb tins.	
4 oz, doz..	2.75	5-lb tins....	
8 oz, doz..	4.50	3ulk, lb....	

MUSTARD.

Colman's, ¼s, per lb....	.52
Colman's, ½s ,per lb.....	.48
Colman's 1s, per lb.....	.48
Colman's 5s, per lb.....	.43
Durkees ⅛s, per doz.....	.65
Durkees ¼s, per doz.....	1.30
Schilling's Best, small.....	.80
Schilling's Best, medium....	1.35

Prepared.

Louit Freres, per doz.....	2.25
Imitation Freres, per doz..	.70
Dusseldorfer, 1 doz pts, case	1.60
Eddy's Salad, small.....	.90
Eddy's salad ,medium.....	1.35
Eddy's large	2.00
Webbs, 2 doz. cs.....	.135
Heinz, 2 doz. cs.....	1.25

FLAVORING EXTRACTS.

Schilling's Best.

Triple Strength, Pure and Uncolored, Sprinkling Tops.
Full Measure. Never sold in bulk

	Lemon and Others	Vanilla and Rose		Lemon and Others	Vanilla and Rose
1 oz....	1.30	1.80	8 oz..	7.25	11.00
2 oz....	2.00	3.00	16 oz..	14.00	21.50
4 oz....	3.75	5.75	32 oz..	27.00	42 00
6 oz....	5.50	8.50			

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Department 12.

SPICES AND FLAVORING EXTRACTS.

Schilling's Best Spices — Nature's Best.
Square Tins. Never Sold in Bulk.
Small medium, large size have sifting tops except Mustard.

	Small size per doz.	Medium size pr doz	Large size per doz	Ex.Large size pr doz	Hotel size pr tin
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.80	1.35	2.40	4.00	.85
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	1.35	2.30	4.35	7.75	2.00
Cloves	1.10	1.90	3.50	6.50	1.35
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
White Pepper	1.10	2.00	3.75	6.75	1.50
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain.....	**6 doz.**	**4 doz.**	**2 doz.**	**2 doz.**	**1 doz.**
Gross Weight.....	**21 lbs.**	**24 lbs.**	**23 lbs.**	**38 lbs.**	**54 lbs.**

Folger's Golden Gate Ground Spices.
High Grade—High Price.

Net Weight	⅛-lb per dz 4 doz to cs	¼-lb per dz 4 doz to cs	½-lb per dz 2 doz to cs	1-lb per dz 2 doz to cs	2½-lb per dz 2 doz to cs	5-lb per dz 1 doz to cs
Pepper	.75	1.15	2.15	3.65	.29	.28
Mustard	.75	1.15	2.15	3.65	.29	.28
Ginger	.75	1.15	2.15	3.65	.29	.28
Allspice	.70	1.10	2.05	3.50	.28	.27
Cinnamon	1.30	2.25	4.25	8.15	.65	.64
Cloves	.90	1.50	2.75	4.95	.40	.39
Cayenne	.90	1.50	2.75	4.95	.40	.39
White Pepper	.95	1.55	2.85	5.10	.41	.40
Nutmegs	1.60	2.65	5.15	9.75	.71	.70
Mace	1.75	2.90	5.40	10.25	.75	.74
Sage	.65	1.05	1.95	3.35	.21	.20
Thyme	.70	1.25	2.35	4.35	.32	.31
Marjoram	.85	1.40	2.60	4.80	.38	.36
Savory	.70	1.25	2.35	4.35	.32	.31

Folger's Golden Gate.
High Grade—High Price.

	Vanilla and Rose		Lemon and Others
1 oz.....	1.60	1 oz.....	1.25
2 oz.....	2.50	2 oz.....	1.85
4 oz.....	4.75	4 oz.....	3.45
6 oz.....	6.75	6 oz.....	4.75
8 oz.....	9.00	8 oz.....	6.50
16 oz.....	16.50	16 oz.....	12.00
32 oz.....	32.00	32 oz.....	23.00

Department 13.

BAKING POWDER, ETC.

This Dept. is corrected by
William Cluff Co., J. H. Newbauer & Co.

Bendel.
Royal

	1 cs	5 cs	10cs
¼ lbs .cans.	$1.38	$ 1.36	$ 1.34
6 oz. cans..	1.92	1.89	1.87
½ lb. cans	2.57	2.52	2.50
12 oz cans.	3.82	3.75	3.72
1 lb cans..	4.95	4.85	4.80
2½ lbs cans	11.65	11.40	11.28
3 lb cans..	13.60	13.34	13.20
5 lb cans..	22.35	21.90	21.68

An extra discount of 1 % if packed in barrels.

Trophy

4 oz., doz..	1.10	2½ lb, doz.	9.00
8 oz., doz..	2.00	5 lbs., doz.	18.00
16 oz., doz.	3.50	10 lbs, doz.	31.50

Sun Baking Powder

16 oz. doz.	$3.90	4 oz, doz..	1.20
8 oz. doz..	2.20		

Schilling's Best.
Never sold in bulk.

4 oz, gr....	16.50	½ lb., doz..	10.50
6 oz, gr....	22.50	3 lbs, doz..	12.00
8 oz, gr....	28.00	4 lbs, doz..	16.00
12 oz, gr...	41.00	5 lbs, doz..	20.00
16 oz, gr...	53.00	10 lbs, doz..	39.00

Folger's Golden Gate.
Guaranteed Pure.

4 oz, gr....	16.00	2½ pat, dz.	10.00
6 oz, gr....	22.50	3 pat, dz..	12.50
8 oz, gr....	28.00	4 pat, dz..	16.00
12 oz, gr...	41.00	5 pat, dz..	20.00
16 oz. gr...	53.00	10 pat, dz..	39.00

CRESCENT.

	Per doz		
¼-lb tins..	.65	3-lb tins...	5.50
½-lb tins..	1.25	5-lb tins...	9.00
1-lb tins...	2.00		

Rumford Baking Powder.



½-lb, 1 doz.	$1.40
1-lb, 1 doz.	2.80
3-lb, 1 doz.	7.50
5-lb,, 1 doz.	12.50

Less 5 per cent in 5 case lots.
One case ½s or less with 10 case lots.

K. C.

10 oz., dz..	.90	50 oz., dz..	4.25
15 oz., dz..	1.35	25 oz., dz..	6.50
25 oz., dz..	2.15		

Pure Cream Tartar.

100-lb bbls	.27	5-lb tins,dz	2.65
50, 25-lb bx	.28	1-lb tins, dz	5.50
5-lb tins, lb.	.40		

SODA.

Churches ,A. & H., 30 or 60 1's	.05½
Same, 60 ½s.....	.05½
Dwight's Cow Brand, 60 1s	.05¼
Same, 60 ½s.....	.05½

(12-oz. pkg. ½c more; 8-oz. package ¼c more; 5 cs lots, ¼c less.)

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Department 14.
FARINACEOUS GOODS.

This Dept. is corrected by **Wellman, Peck & Co., Port Costa Milling Co.**

Miscellaneous Flours

Port Costa	$5.20
Globe, A 1	5.20
Sperry	5.20
Golden Gate	5.20
Drifted Snow	5.20
Crown	5.20
Peacock	5.20
Banquet	5.00
Royal	5.00
Starr's Choice Extra	5.00
Colonial	5.00
White Navy	5.00
Success	5.00
Mission	5.00
Triumph	4.80
Bear	4.80
Bonanza	4.80
Eagle	4.80
Capitol	4.80
Caledonian	4.80
Silver Star	4.80
Mayflower	4.80
Rye Flour	5.20
Rye Meal	5.00
Whole Wheat Flour	5.20
Graham	5.00

Quaker Oats Co.

Quaker Oats, 36 2s	**$3.85**
" " family size, 20s	5.15
Scotch Oats, 36 2s	**3.85**
Banner Oats, 30 5s	**4.75**
" " family size, 20s	5.15
Saxon Oats, 20 5s	4.75
" " family size, 20s	5.15
Zest, 20s	**4.10**
Zest, 36s	2.75
Apetizo, 24s	3.00
Quaker Wheat Berries, 36 2s	3.00
Quaker Puffed Rice, 36 2s	3.00
Quaker Yellow or White Corn Meal, 36 3s	4.10

EGG-O-SEE CEREAL CO.

Egg-O-See, 36 1s, per case	2.85
E-C Corn Flakes, 36 1s, case	2.85
5 case lots either	2.75

DEL MONTE MILLING CO.

Del Monte Rolled Oats, wood	8.00
Del Monte Rolled Oats,, sacks, 2 90-lb	7.50
Alta Mills, Rolled Oats, wood	7.50
Alta Mills Rolled Oats, sacks, 2 90-lb.	7.00

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Del Monte Rolled Wheat, wood	4.30
Del Monte Rolled Wheat, 2 75-lb sacks	3.80

Case Goods.

	Per case
Self-raising Buckwheat Flour 24 cartons, 3 lbs	3.85
40 cartons, 1¾ lbs	4.00
Cal. Flapjack Flour, 36 2s	3.85
Semola or Nutty Grains, 20 cartons, 4 lbs	3.60
Cal. Cream Flake Oats, 36 2s	3.60
Primrose Wheat, 36 2¾s	3.85
Farina, 24 cartons, 1-lb	1.80

American Milling Co.'s Cereals.

	Per Bbl.
Colonial Ex. Cream Rolled Oats, 180 lbs., (wood)	$7.25
180 lbs., 90-lb sacks	6.75
150 lbs., wood	6.00
Pacific Brand Rolled Oats, 180 lbs. (wood)	6.75
180 lbs., 90-lb sacks	6.25
Bohemian Rolled Oats, 180 lbs. (wood)	6.00
180 lbs., 90-lb sacks	5.50
Colonial Pearl Rolled Wheat, 150 lbs. (75-lb sacks)	3.80
Colonial Granulated Hominy, 200 lbs (wood)	7.75
Colonial Steel Cut Oat Meal, 200 lbs. (wood)	8.25
Brewster's Pat. N. Y. Buckwheat Flour, 200 lbs (wood)	8.25
Colonial Pearled Hominy, 200 lbs. (wood)	7.75
Colonial New Process Buckwheat Flour, 200 lbs (wood)	8.25

Case Goods.

Colonial Ex. Cream Rolled Oats, 36 2-lb pkgs	3.60
Colonial Self-Raising Buckwheat Flour, 24 3-lb pkgs	3.80
Pettijohn's Breakfast Gem, 2-lb pkgs. to case	3.25

(All prices net.)

MISCELLANEOUS PACKAGE CEREALS.

Port Costa Milling Co.

Poppy Oat Flakes, 36 2s	3.60
Encore Pancake Flour, 36 2s.	3.60
Encore Buckwht Flour, 36 2½s	5.75
Oat Flakes, 36 2s	3.60
Capital Mills Rlld Oats, 36 2s	3.60
36 2s	3.60
Grape Nuts, 1 & 2 doz, per dz	1.35
doz	1.35
Breakfast Gem, case 3 doz	3.25
Wheatine, 36 2s, per case	3.30

STERILIZED MEALS IN CARTONS PUT UP BY LOCAL MILLS.

ALL NET	Carton	Net Case	Rt'l Pr Pkg.
Buckwheat Flour	36-2 lbs.	$3.75	15c
Buckwheat Flour	20-5 lbs.	5.00	30c
Corn Meal, White or Yellow	36-2 lbs.	2.50	10c
Corn Meal, White or Yellow	20-5 lbs.	3.40	25c
Cracked Wheat	36-2 lbs.	3.75	15c
Cracked Wheat	20-5 lbs.	4.80	30c
Graham Flour	36-2 lbs.	3.00	10c
Graham Flour	20-5 lbs.	4.10	25c
Hominy, Large	36-2 lbs.	3.70	15c
Hominy, Large	20-5 lbs.	4.80	30c
Hominy, Small	36-2 lbs.	3.70	15c
Hominy, Small	20-5 lbs.	4.80	30c
Oat Meal, Grahulated	36-2 lbs.	3.75	15c
Oat Meal, Granulated	20-5 lbs.	4.85	30c
Steel Cut Oatmeal, A. B. C.	36-2 lbs.	3.85	15c
Steel Cut Oatmeal, A. B. C.	20-5 lbs.	5.00	30c
Pearl Barley, 1, 2, 3	36-2 lbs.	4.85	20c
Pearl Barley, 1, 2, 3	20-5 lbs.	6.40	40c
Rice Flour	36-2 lbs.	6.20	25c
Rice Flour	20-5 lbs.	8.20	55c
Rye Flour	36-2 lbs.	3.70	15c
Rye Flour	20-5 lbs.	4.80	20c
Rye Meal	36-2 lbs.	3.70	15c
Rye Meal	20-5 lbs.	4.80	30c
Split Peas, Yellow or Green	36-2 lbs.	4.55	15c
Split Peas, Yellow or Green	20-5 lbs.	5.90	40c
Whole Wheat Flour	36-2 lbs.	3.15	10c
Whole Wheat Flour	20-5 lbs.	4.00	25c
Gluten Flour	36-2 lbs.	4.50	15c
Gluten Flour	20-5 lbs.	6.20	40c
Farina	36-2 lbs.	4.10	15c
Farina	20-5 lbs.	5.50	30c
Lightning Tapioca	24-1-lb.	2.20	15c
Cardinal Crushed Oats, Premium	20-5 lbs	4.25	

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Germea, 20 4-lb. pkgs, per case	4.10
Germea, 20 2-lb. pkgs per case	3.20
Flaked Rice, 24 1's	3.00
Dr. Price's Wheat Flake Celery Food per case	2.85
Hecker's Farina, 24 2s, case	2.00
Pillsbury's Best Cereal Vitos, 36 2s	5.10
Cream of Wheat, 36 2's	5.25
Crespo, 36 2's	2.75
Snow Flake, 36 2's	2.80
Malta Vita, 36 1's	4.00
Our Mother's Mush, 36 2s	2.80
Twin Bros. Mush, 36 2s	2.80
H. H Robbins, Cr'mry Bkfst 36 2s	2.80
Carnation Wheat Flakes 20 5s	4.70
A B C Breakfast Wheat 72 2's	5.00
A B C Breakfast Wheat 36 2's	2.60
Nutro, 9s	2.80
Wheaton, 9s	5.20
Grape Nuts, No. 22, per doz	1.35
Morning Meal, per case	2.80
Olympic Wheat Hearts, 24 5s	4.75
Olympic Wheat Hearts, 48 2s	4.75
" Cake Pastry, 20 5s.	4.75

Pancake Flours.

Uncle Sam, 36 2s	3.25
Encore, 36 2s	3.75
Olympic Pancake Flour, 24 4s	4.45

H. O. Cereals.

	Case
H-O Buckwheat, 2 doz. 3-lb pkgs, per case	3.75
H-O Pan Cake Flour, cse.	3.90
H-O Oats ,24 2's, per cs.	3.15
Korn Kinks, 36 2s	2.85
Force	4.50

Freight paid on country shipments of H. O. goods up to 25c per cent on 5 case lots

RALSTON MILLS.

Ralston Breakfast Food 36 2s	4.50
Ralston Barley Fo'd, 36 2s	4.25
Ralston Health Oats, 36 2s	4.50
Ralston Hominy Grits, 36 2s	4.25
Ralston Health Crisp 36 2s	2.75
Ralston Select Bran, 24 3s	2.50
Ralston Pan Cake Flour 36 2's	3.75
Ralston Whole Wheat Flr 4 ¼s	5.50

Capitol Mills.

	Per Bbl
Ex Cream Rld Oats, 180 lbs.	$7.25
Ex Cream R'lld Oats, 180 lbs. (90-lb. sacks	6.75
Rolled Oats, 180 lbs	6.75
Rld Oats, (90-lb. sks), 180 lbs	6.25
Rolled Oats, 180-lb. bbls	6.00
Rolled Oats, 90-lb. sacks	5.50
Pearled Rld Wheat, 150 lb.s	4.30
Pearled Rld Wheat (75-lb sacks), 150 lbs	3.80
Granulated Hominy, bbls	7.75
Pearled Hominy, bbls	7.25
New Process Buckwheat Flour, bbls	8.25
Steel-Cut Oatmeal, "A" (fine) "B" (medium), "C" (coarse) bbls	8.25
Brewster's Pat. New Process Buckwheat Flour, bbls	8.25

	Per Case
Self-Raising Bckwheat Flour 20-3½-lb. pkgs. in cases	3.80
Self-Raising Bckwheat Flour 24-3 lb. pkgs. in cases	3.80
Farina, 24 1-lb. pkgs in cases	1.60
Mills Ex. Cream Rld Oats, 36 2-lb pkgs in cases	3.60
Pan-Cake Flour, 36 2-lb. pkgs in cases	3.80

Farinaceous Goods in Sacks Manufactured by Local Mills.

Per 100 lbs. in 10-lb. sacks

Buckwheat Flour, Plain	$4.00
Buckwheat Flour, Extra	4.30
Bckwheat Flour, New Process	4.20
Bckwheat Flour, Self-Raising	5.40
Buckwheat Groats	9.00

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Corn Meal, Yellow	2.70
Corn Meal, White	2.70
Corn Meal, 12s Granite Yellow	3.40
Corn Meal, 12s Granite White	3.40
Cracked Wheat	3.75
Entire Wheat Flour	3.60
Farina	4.00
Flaked Rice, 36 1-lb	4.50
Graham Flour	3.00
Hominy, large	3.40
Hominy, small	3.60
Granulated Hominy	3.80
Oatmeal, pails	4.10
Oatmeal, extra	4.20
Oatmeal, steel-cut	4.30
Oat Groats	4.30
Pearl Grits	3.80
Pearl Barley, No. 1	3.40
Pearl Barley, No. 2	5.40
Pearl Barley, No. 3	5.40
Split Peas, Yell..o...w	5.00
Split Peas, Green	6.00
Rice Flour	7.50
Rolled Oats, 7-lb & 10 lb	4.30
Rye Flour	3.40
Rye Meal	3.60
Wheat Meat	3.40
Pearl Barley, No. 1 in sacks 50-lb. boxes	5.40
Split Peas, Yellow, 25 and 50 lb. boxes	5.00
Split Peas, Green 25 lb. boxes	6.50
25-lb. sacks	per
cwt. from price of 10s.	
50-lb. sacks	per
cwt. from price of	

PASTES

Imported

Crown Macaroni, 25 lb. pr pkg	12
" Spaghetti, 25 lb. pr pkg	12
" Vermicelli, 25 lb. pr pkg	12

Imported Style

Bellac Macaroni, 25 lb. pr pkg	10
" Spaghetti, 25 lb. pr pkg	10
" Vermicelli, 25 lb. pr pkg	10
" Alphabet, 25 lb. pr pkg	12
Wash Macaroni, 25 lb. pr pkg	10
" Spaghetti, 25 lb. pr case	1 80
" Vermicelli, 25 lb. pr case	1 80

Golden Egg

Macaroni, 48 5c packages	$1 80
" 24 10c "	1 80
Spaghetti, 48 5c "	1 80
" 24 10c "	1 80
Noodles, 48 5c "	1 80
" 24 10c "	1 80
Alphabets, 48 5c "	1 80
" 24 10c "	1 80

Marvelli.

Macaroni, cs 4 dz. No. 1 car. dz	1 20
Spaghetti, cs 4 dz. No. 1 car. dz	1 20
Vermicelli, cs 4 dz. No. 1 car. dz	1 20
Alphabets, cs 4 dz. No. 1 car. dz	1 20

Straight or assorted on above

No. ½, Extra, per	
No. 1 Extra, per	
No. 1, Extra, 25 lbs	
No. 1, Extra, 50 lbs	2 00
No. 1, Extra, 100 lbs	5 00

CAL. PASTE CO.

Macaroni, Vermicelli, Etc

Extra No.	
Extra Halves	
Extra, 15 lbs.	
Extra, 25 lbs.	
Extra, 50 lbs.	
Extra, 100 lbs.	
Royal, 24 1-lb pkgs	1 50
Queen's Taste	

Sago and Tapioca

Pearl Sago	
Pearl Tapioca	
Flake Tapioca	
Minute, 36-¾	2 75
Instantaneous, 50 1s	5 00
Instantaneous, 36 ¾	2 75

Department 15.

Hans Bros., William Cluff Co.

RICE.

Fair	
Good	
Choice Japan	Cts
Fancy	
Fair Honduras	Cts
Good Honduras	Cts

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Choice Honduras .....Cts
Fancy Honduras .....Cts

M. J. Brandenstein & Co.

Japan, Tycoon, Fancy Table $5.50
" Rubicon, extra fancy 6.00
" M. J. B., Double Diamond 6.25
Fancy Head, Carolina..6.50 7.00
Louisiana, Japan 5.50 5.75
Louisiana Pengue..... 5.12½
Louisiana, Japan Banzai..... 5.00
Haiwaiian 5.25 5.50
China, No. 1, per dbl mt..... 6.37½ 6.50
China, Mxd, dbl mt....4.60 4.75
Patna Head 7.00
Caro Head, MJB, 40 2s, r 20 5s.. 7.50
Imp. Japan MJB 40 2½-lb.. 6.75
Imp. Japan MJB, 10 5-lb.... 6.75
Japan Table Queen, 33 3-lb.. 6.00
Japan Table Queen, 40 2½-lb 6.00

M. Phillips & Co.

Hermosa, Ex. Fancy 2½ & 5-lb 7.10
Fiesta, 2½ and 5-lb..... 6.75
Ex. Fancy Carolina..... 7.00
Fancy Carolina .....6.00 to 6.75
Hawaiian .....5.10 to 5.50
Satsuma No. 1 Imp. Japan.. 6.25
Toyokome 6.00
Togo 5.85
Matsuta 5.65
Higo 5.50
Mikado 5.35
Texas Japans .....5.10 to 5.85
China No. 1 .....5.65 to 6.75
China No. 2 .....4.35 to 5.15

W. T. Welisch & Co.

Samurai, La., Japan.....$5.10
Fuji, La. Japan..... 5.50
Fuji Yama, La., Japan..... 5.75
W (circle), La. Japan..... 5.85
Snow White, Caro. Head.... 6.65
Mardi Gras, Caro. Head..... 6.40
Paragon, Caro. Head..... 6.15
Virgin, " " 2½ & 5 7.10
Honeymoon, Caro. Head, 2½ & 5 6.90
Natural, Caro Head, 3s..... 6.50
Mascot, Caro. Head..... 5.75
Tiffin, Caro. Head.....5.25
Best Yet, Japan, 3s..... 6.25

Rice Specialties.

Quaker Puffed, 3 doz to case. 3.00

Department 16.

LAUNDRY MATERIALS.

This Dept. is corrected by **Haas Bros., Wellman, Peck & Co.**

AMMONIA

Greer's Washing Ammonia

First grade absolutely pure. 180 Beaume Strength.

Pints, 2 doz to cs, per doz..$1.65
Qts, 1 doz to case, per doz.. 2.70
½ Gal., ½ doz to cs, per doz. 4.50

Greer's Toilet Ammonia

Lavender and Violet

Pints (2 doz to cs).$2.50 pr dz

Parson's Household Ammonia (Neutral.)

Pts., 2 doz to case, per doz..$ 1.75

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Qts., 1 doz to case, per doz.. 2.65
½ gals, 1 doz to case, per doz 4.50
One-half case free with 5 cases; one case free with 10 cases.

Washing Ammonia

Standard Grade

Pts, 2 doz to case, per doz..$ .80
Qts, 2 doz to case, per doz.. 1.10

Bluing, Ball

Nuremberg, A, ½s, per lb 35
Do A. D., ½s, per lb.... .27½
Do A. C. R., ½s, per lb.. .22½

Crown

German ½s' per lb....12½ 13
Do ¼ 's, per lb....14½ 15
Deschamp's French, 1's per lb 27½
Do ½'s, per lb....28½

Bluing, Liquid

Common, pts, 3 dz to case.. .85
" qt, 2 doz to case.. 1.25
" ½ gal, 1 doz to case 2.50

Borax

20-Mule Team, 1's cs of 2 doz $2.25
20-Mule Team, 12-oz cs of 4 doz..... 3.45
20-Mule Team, ¼'s cs of 8 doz 2.90
(Less 5 per cent in 5 case lots;
Lump, 25 lbs in box..... .09
Powdered, 25 lbs in box.... .09

Chloride of Lime

Brookman's, 1's per lb....7¼
Do ½'s, per lb.....9
Blue Bell, 50 1s, per lb.....6½
Owl, 50 1s.....7

Potash.

Per case
Babbitt's, 4 doz in case..... 3.35
American, 4 doz in case..... 3 00

Lye.

Tomson's Red Seal, 4 dz to case 3.85
Tomson's 5-lb 12 to cs.. 4 50
American, 1s, 4 dz in case.... 3.00
Babbitt's Lye, 4 doz in case...3.35
Metropolitan 4 dz to cs.. 3 00
" 5-case lots... 2 90
Banner, 1 case, 4 doz..... 3.60
Blue Bell, 48 1s..... 2 85
Jumbo, 48 1s..... 1 90
Golden Star, 4 doz to case.. 2.90
Merry Nickel, case 1.75
Merry War, case 2.85

Sal Soda

California, sacks 1 40
California, bbls 1 50

Department 17.

SOAPS.

This Dept. is corrected by **Wellman, Peck & Co., Sussman, Wormser & Co.**

Peet Bros.

Silk Soap $3 35
A. B. Naptha..... 4.20
Crystal White 4.00
Fern 3.30
Lily White (Floating) 3.90

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Mechanics, 36 cakes in box.. 2.05
Mechanics, 50 in box (5c size) 1.90
Swansdown, 50 bars in box.. 2.00
Pine Tar, 100 cakes in box.. 3.75
Olive Castile, bx doz, pr gr.. 4.80
Mottled Castile, bx 1 dz cakes 4.80
Pure White Castile, 12, 15 or 20 bars to box 3.10
Spring Blossoms, bx 3, wrpd, gr 4.80
Beau Ideal, bx 3, wrpd, gr.. 5.20
Attar of Roses, bx 3, wrpd, gr 5.20
20th Century Buttermilk, box 3 cakes, wrapped, pr gross 5.00
Elder Flower, bx 1 dz cakes 4.80
Turkish Elder Flower, bx 3, gr 5.20
Turkish Oatmeal, bx 3, wrpd, gr 5.20
Oatmeal, bx 1 dz cakes, pr gr. 4.25
Witchazel, bx 1 dz cakes pr gr 5.00
Bart'nia Bouquet, bx 3 wrpd, gr 24.00
Sweet Narcissus, bx 3, wrpd, gr. 17.50
La Rosa, bx 3 wrpd, pr gr.... 9.00
Maj'tic Series Heliotrope Jasmine, Jcky Clb, Rose bx 3, wrp 9.00
Japan Bouquet, bx 3, wrpd, gr 9.00
Barbers' Cream, 6 lb bxs, pr lb 20

Standard Soap Co.

Gasene, 100 ..... 4 25
Top Notch, 100 10 oz..... 3.25
Yellowstone, 100 14 oz..... 4 00
Marigold, 100 16 oz..... 4 20
Radio, 100 [illegible] oz 3.00
Magno, 100 [illegible] oz..... 6 00
Gold Medal Borax..... 6 50
Purity, "Floating," 5c size 3 90
Do. 10c size..... 6 25
Do. 10c size, 20..... 1 30
Electric Mineral, 100 16 oz 5 50
Electric Mineral, 20, 16 oz.. 1 15
Peerless Kitchen, 100 10 oz.. 2 85
Peerless Kitchen, 20 10 oz 65

Swift & Co.

Wool Soap, 10 oz., 100s..... 7.00
" " 6 oz., 100s..... 4.00
Witch Hazel (Swift & Co.).. 5.00
Oat Meal (Swift & Co.)..... 5.00
White Ribbon 3 65
Swift's Pride 3.35
Swift's Naptha 4.00
Elko 3.55
Cream Laundry 4.25
Snap, 60, 16 oz..... 2.65
Snap, 100, 8 oz..... 2.25
Special, Grocers' Assmt (sells for $9.00, 80% profit)..... 5.00

Miscellaneous.

Mascot $2.65
Miller's Naphta, 100 14-oz.... 4.35
Mikado, 20 14 oz..... 4.25
Mikado, 20 14 oz..... 1.05
Lenox, 100..... 3.35
Lenox, 20 ..... .75
Ivory, 100 10 oz..... 7.00
Ivory, 100 6 oz..... 4.00
Fairbank's Clairette, 100.... 3.35
Fairbank's Santa Claus, 100.. 3.35
Fairbank's Copco, 100..... 4.00
Fairbanks' Fairy Ovl, 5c..... 4.00
Fairy Oval, 10c..... 7.00
Sunny Monday, 100s..... 4.75

28



50 large.. 3.50

100 small 3.65

Lifebuoy, laury size, 60 cakes $4.00
" laury size, 30 cakes 2.00
" toilet size, 100 cakes.. 2.00
" toilet size, 50 cakes. 2.00
Sunlight, laury shape, 100 cks 4.20
Welcome, Borax laury soap. 4.20
Cheerful, high grd laury soap 3.50
Monkey Brand, 100 cakes.... 4.00
Monkey Brand, 50 cakes..... 2 00
Babbitt's, 100 ..... 4.25
Strker's Kitchen, 100s, 8 oz.. 3.40
Strker's Kitchen, 20s, 8 oz.. .80
Star of Kitchen Sand Soap.. 4.75
Gem of Kitchen Sand Soap.. 3.25
Yacht Club Borax, 200s..... 7.50
" " " 100s 3.90
" " " 20s ..... .85
Nun Nicer Borax, 10 oz..... 6.00
Blue Ribbon Borax, 7 oz.... 4.00

SAVON.

Gilt Edge, 100, 16 oz.....$3.80
" " 20s ..... .85
Royal, 100, 14-oz..... 3.40
" 100 12-oz 3.10
" 100 10-oz 2.75
Vermont Long Bar Laundry, 100-lb cases 3.50
Packed either 100, 80, 40 or 25 bars to case.

The Genuine.



Price, per case $4.35
Packed 100 bars in Case

Castile Soap

Notre Dame 8
White Virgin, lb..... 8½
White, Conti 15
Mottled, imported 7½
Clover Leaf White 15

Scouring Soap

Bon Ami, 3 dz to cs, per cs.$2.50
Sapolio, ½ gross box, per bx 4.50
Sapolio, hand, ½ grs bx, pr bx 4.50

WASHING POWDERS

Gold Dust, 24 3's, per cs.$4.50
Gold Dust, 100 10 oz.... 4.00
Swift's Pride, 12 oz..... 4.25
Swift's Pride, 24 4s..... 4.25
Lavarine, 36 1 lb, pr. cs. 3.00

BABBITT'S BRANDS.
ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!

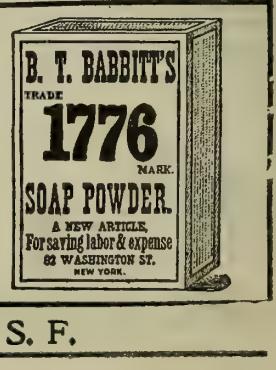


B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 41 CLAY STREET. S. F.

29

Lavarine, 100 5c pkgs.... 3.50
Pearline, 100 6 oz pkgs.. 3.75
Babbitt's 1776, 6 oz..... 2.85
Kleeno, 72 1s..... 5.25
Kleeno, 24 3s..... 4.75
Kleeno, 100 ½s..... 4.00
Peet's Seafoam, 24 3s..... 3.75
" " 100 12 oz..... 3.75
Grandma's Borax, powdered 24 3s 4.50
" 60 ¾'s 2.40
One case, large size, free with 5 cases, large or small.

Department 18.

STARCHES.

This Dept. is corrected by **Sussman, Wormser & Co., Hooper & Jennings.**

Kingsford's Oswego.

Silver Gloss 12 6-lb bxs..9
" 40 1-lb pkgs.8½
Corn, 40-lb boxes.....8

NATIONAL STARCH CO.

Lily, Sioux and Niagra Brands.

Corn, 40 1s 6
Gloss, 48 1s.....6¼
Gloss, 12 6lb.....7
Laundry (bulk), 50s.....5½

J. C. Hubinger Bros. Co.

Elastic (Flat Irn Brnd),64 ¾s 5.00
Pops Corn, 40 1s..... 6.50
Tiger Lump (bulk 50-lb bxs) 4¾
" " 40 1s 5¾
" " 3-lb pkgs..... 5¼

None Such Brand.

Corn, 40 1s.....6
Gloss, 48 1s.....6
Gloss, 12 6s.....7
Gloss, 50-lb box.....4¾

Owl.

Corn, 40 1s, per lb.....5
Gloss, 40 1s, per lb.....5½
" 12 6s, per lb.....6

Murdoch's Oswego.

Oswego Corn, 40 1s.....7½
Velvet Gloss, 40 1s.....8
" " 12 6s ..... ½
One case free with 10.

Blue Ribbon.

Gloss, 48 1s .....
Gloss, 12 6s.....
Corn, 40 12s.....

Miscellaneous

Celluloid, 60 ¾-lb pkgs,pr bx 4.75
Elastic, same, per box..... 5 00
China, 80s 6.00

Department 19.

OILS, PAINTS, ETC.

This Dept. is corrected by **Whittier-Coburn Co.; W. P. Fuller & Co.**

Coal Oil

Water White, bulk.....10½
Water White, 150 deg bulk..11½
Special Water White, bulk...12½
Pearl, cases, 2 5s.....17½
Astral, cases, 2 5s.....17½
Star, cases, 2 5's 17½
Ex. Star, cases, 2 5's.....20½
Argo, bulk 19
" case 26
Elaine, cases, 2 5s.....26½
Eocene, cases, 2 5s.....20½

Gasoline and Benzine

86 deg. Gasoline, bulk.....30
86 deg. Gasoline, cases....37½
Benzine, bulk 12
Benzine, cases 19
Stove Gasoline, bulk.....18
" " case 25
Gasoline, 86 deg., bulk.....30

30

Same, cases, 2 5s 37½
Red Crown Gasoline, in bulk.18
Red Crown Gasoline, in cases, 2 5s 28
Motor Gasoline, bulk.....18
Motor Gasoline, in cases, 2 5s.25
No. 1 Eng. Dist. Iron Bbls. or Drums 09½
No. 1 Eng. Dist., cases, 2 5s..16½
No. 2 Eng. Dist. Iron Bbls or Drums 08
No. 2, Eng. Dist., cases, 2 5s..15
V. M. & P. Naptha, in bulk..10
V. M. & P. Naptha,cases,2 5s.17½

Turpentine.

Strictly Pure, cases, 2 5s....77½
" drums of iron bbls..70½

Linseed Oil

Pure, raw, bbls.....55
" boiled, in bbls.....57
" raw, case, 2 5s.....61
" boiled, case, 2 5s.....63

Castor Oil

Baker's AA, cases, 2 5s..... 1.30
No. 1, cases ,2 5's..... .70
2 oz ..... .65
4 oz ..... .90
8 oz 2.00
2 5-gal tins, per gal..... 1.30

Lard Oil

	Bbl.	Case
Strictly pure	90	.96
Sup. Win., str.....	85	.91
No. 1	75	.81
1 oz		.45
2 oz		.55
4 oz		.85

Neatsfoot Oil

Cooper's	80	.86
Extra	70	.76
No. 1	60	.66

Lubricating Oils

	bbls	Case
Star Cylinder Oil.....60		65
Columbia Cylinder.....40		65
Gem Cylinder Oil.....		..
Ruby Cylinder Oil.....		..
Star Machine Oil.....30		35
Star Dynamo Oil.....50		55
Star Spindle Oil.....50		55
Star Sep'tor Oil.....50		55
Red Engine Oil.....27		32
500 M Cylinder.....45		50
FFV Cylinder.....80		85
Med. Ruby Eng.....30		35
Castor Machine 23		28
Auto-Cylinder 60		65
Gas Engine 30		35

Miscellaneous Oils

Union Salad Oil.....66		72
Pure Sperm Oil.....70		75
No. 1 Polar.....40		45
ihCna Nut Oil,ordinary..—		75
China Nut Oil, No. 1.....—		90

White Lead

Whittier, in kegs,.....7¾		8½
Pioneer, " " 7¼		8¼

Dry Paints

English Paris White, bbls..$1.60
Whiting, barrels 1.20
Prince's Min'l B'wn, bbls. 1.65
Yellow Ochre 1.50 1.65
Eng. Ven. Red, bbls....1.50 1.75

Department 20.

This Dept. is corected by **Pac. Coast Biscuit Co.**

CANDIES.

Lozenges

5-lb. boxes)

XXX Peppermint, pals.13 .16
Thin Peppermint..... .16
TT Peppermint ..... .16
Musk, fluted, pails.... .22
Cinnamon, Lemon, Sassafras, Rose..... .18
Midget fruit ..... .20
Conversation and hrts. .15
Liliput Conv. & herts.. .17
Midget Conv. Lozenges. .18
Crown T. T. Loz, 24 5c pkgs .80
Aurora Lozenges, 24 5c pkgs .80
Cough Troaches, 5-lb bx .25
Eagle Wafers, Peppermints ,Wintergreen.. .25

31

Mixed Candy

(30-lb pails)

Plain Mixed 9½
Royal Mixed.....12½
Grocers' Mixed.....10½
Yankee Mixed 13
American Mixed.....13
Fancy A Mixed 15
Fancy C. Mixed.....14½
French S. Mixed 16
French No .1 Mixed.....18
French Extra Mixed.....20
Lady Mixed 15
Broken Mixed 9½

Steam Panwork

Anise Seed 22
Aromatic Cachous.....18
Assorted Berries.....16
Assorted Dragee.....14
Assorted Imperials.....16
Assorted Small Seeds....22
Bird's Eggs 17
Boston Baked Beans.....17
Burnt Peanuts.....18
Burnt Almonds.....25
Caraway Seed ,smooth....22
Caraway Seed, pearled...22
Celery Seed.....22
Cinnamon Beans large red15
Cinnamon Beans, imperial17
Coriander Seed, pearled..22
Jelly Beans, pails..12½ 14
Jelly Bird's Eggs.....17
Jelly Cranberries.....17
Jelly Limes.....17
Jelly Raspberries.....17
Jordon Almonds, fine 50
Jordon Almonds ,imitation18
Licorice Beans 15
Red Hots.....25
Ringed Marbles.....16
Sugar Coated Licorice Tablets 20
Sugar Almonds.....25
Sugar Plums.....16

Cream Goods.

(5-lb boxes)

Fondans Creams.....14
Hand Dipped.....20
Hand Dipped, with nuts on....22
Fruit and nut ices.....18
Cream Peppermint.....20
Crushed Fruit Bonbons..32

Chocolates.

(5-lb boxes)

Chocolate, plain 16
Chocolate, Hand Made 21
Chocolate Dipped Bonbons...21
Chocolate Dipped Bonbons with nuts 23
Chocolate ,Climax ,30-lb pails 18
Chocolate Chips 26
Chocolate Nonpareil Drops.....21
Chocolate Wafers 22
Chocolate Cream Tablets 30 in box 1.10
Fleur de Lis Marshmallows, 6-
Fleur de Lis Marshmallows, 3-lb tins 28
Occidental Marshmallows, 3 lb tins 30
Dipping Marshmallows, 5-lb boxes 25
Angel Food, 5-lb boxes.. .20
French Nougat, 30 5c slices in box 1.00
Walnut, Apricot ,Spanish Nougat, 5-lb boxes ,lb....25

Sundries.

Opera Carmels ..... .19
Rock Candy ,white & red .15
Rock Candy, brown..... .16
Licorice Drops ..... .20
Licorice Sticks, 16 to lb.. .28
Licorice Tablets, 5-lb box.... 1.25
Licorice Tablets, 24 5c bx .80
Licorice Penny Sticks, 100 in box..... .65
Buttercups, 5-lb tins..... .25

Gum Goods

(5-lb boxes)

A. B. Gum Drops, asstd....9
A. B. Gum Drops licorice 9
A. B. Gum Drops, cryst'zd11
A. B. Bonbons, plain inbls 7
A .B. Bonbons, fancy, inbl 7½

32

A. B. Bonobns ,fancy, crystallized, 5-lb boxes.....15
A. B. Fruits.....18
Royal Gum Drops 15
Genuine Gum Drops, bxd ...
Jelly Squares ,assorted...14
Bijou Sticks 18
Spiced Jelly Drops.....20
New Turkish Figs.....18
Fig Paste ,plain.....17
Fig Paste, tricolor.....18

Chewing Gum.

Single Box

Sweet Heart per box ..
Sen-Sen, 20 pieces ..
Sweet Heart, 20 pieces.. .60
Blood Orange, 20 pieces.. .60
Chiclets, 40 5c pkgs.....1.25
Chiclets, 15 1c pkgs .....
Newton's Pepsin, 20 pkgs .60
Pearlo, 10 5c packages .....

Department 21.

This Dept. is corrected by **Pacific Coast Biscuit Co.**

CRACKERS.

Animals 14
Animals Iced .....
Assorted 13
Assorted Extra .....
Assorted Fingers .....
Boston 10
Butter Thin .....
Champions .....
Chocolate Wafer .....
Coco Taffy .....
Cocoanut Marshmallow..
Currant Cakes ..
Cornhills 11
Cracker Meal ...
Cracknel Plain .....
Dainty Club 15
Dainty Marshmallow ..
Digestives 10
Egg Jumble 15
Fig Bar .....
Fruit Iced .....
Fruit Biscuit .....
Fruit Sultanas .....
Graham Gems ...
Ginger Crisp .....
Ginger Nut ..
Graham ...
High Tea .....
Ice Cream .....
Iced Gems .....
Lemon Snap .....
Lemon Wafer .....
Lunch, 'Frisco .....
Marie .....
Mixed .....
Nabs .....
Nicnacs, No. 1...
Orange Wafer .....
Oysterette ..
Pearl Iced .....
Peanut .....
Popular, Mixed .....
Picnics ..
Pure Food .....
Pretzelette .....
Quadruple Iced .....
Saltine .....
Seed Cake .....
Snowball .....
Soda, Salted .....
Soda, Iced .....
Soda, Plain .....
Soda, Salted .....
Soda Cracker .....
Sponge Cake .....
Star Butter .....
Vanilla Iced .....
Vanilla Sandwich .....
Wafers .....
Walnut Wafer .....
Zanzibar .....
Assorted Iced .....
Honey Fingers .....
Alphabets .....
Perfection .....
Snaps .....

Department 22.
FANCY GROCERIES.

This Dept. is corected by Wellman, Peck & Co., William Cluff Co.

Bouillon Capsules

100 fls. 100 capsules in box
1 doz boxes 3.00

BEEF EXTRACT

"Rex," 2 oz per doz..... 4.40
" 4 oz " " 8.00
" 8 oz " " 14.75
" 16 oz " " 27.50
Marshall's 2 oz. per doz.... 2.65
" 4 oz., per doz..... 4.75
Liebig's 2 oz. 32 12s to cs, dz 4.50
" 4 oz.16 12s to cs " 8.40
" 8 oz, 8 12s to cs. " 15.90
" 16 oz, 4 6s to cs. " 29.75
Libby's, 2 oz, per doz..... 4.45
" 4 oz, " " 8.00
" 8 oz, " " 14.00
" 16 oz, " " 26.00

Capers.

Capotes, 1 d in case....1.00 1.50
Nonpareil, small 1.50
Nonpareil, large 2.25
Nonpareil, Imperial qts. 10.00
" 2 litre... 20 00
" 4 " 37 50

CHOCOLATES

Baker's.

Our registered guarantee under National Pure Food Laws is Serial No. 90



BAKER'S COCOA AND CHOCOLATE

48 HIGHEST AWARDS IN EUROPE AND AMERICA

Registered U.S. Pat. Off.

WALTER BAKER & CO., Ltd

(Established 1780)

DORCHESTER, MASS.

	Per Lb.
Premium No. 1 Chocolate, 12 and 25-lb. boxes	37½
Vanila Chocolate, 6 and 12-lb boxes	30
German Sweet, 6 and 12-lb boxes	25
Breakfast Cocoa, ½-lb tins, plain, 6-lb. boxes	41
Breakfast Cocoa, ¼-lb tins, 12-lb. boxes	43
Cracked Cocoa, ½-lb pkgs, 12-lb boxes	
Caracas Sweet Chocolate, 6-lb boxes	
Soluble Chocolate (hot or cold soda), 1-lb cans	

Ghirardelli's. In paper.

Eagle, 24 1-lb	23½
Eagle, 12 1-lb	24
Eagle, 12 ½-lb	25
Eagle, 12 ¼-lb	26
Crescent, 6, 5 to lb	19½
Crescent, 12, 6 to lb	20½
Cal. Sweet, 6, 6 to lb	26½
Cal. Sweet, 12, 6 to lb	25
Monarch, 12 and ½ lb	28
Manarch, 12, 1-lb	27
Monarch, 12, ½ lb	28
Star, 24, 1-lb	20½
Star, 12, 1-lb	21

Ground. In tins

Ghirardelli's, 12 1-lb	29½
" 24 1-lb tins	29
" 60 1-lb tins	28½
" 60 3-lb tins	27
" 30 3-lb tins	27

" 60 10-lb tins	26½
" 1 35-lb tins	26

In delivery cases.

Ghirardelli's, 60 3-lb tins	27
Venard's, 24 1-lb tins	23
" 20 3-lb. tins	22
Miner's 12 1-lb. tins	26½
" 24 1-lb. tins	25
" 20 3-lb. tins	24

COCOAS.

Van Houten's, ¼s and ½s	.83
Van Houten's, 1s	.80
Royal Dutch, 12 ¼s	.77
Royal Dutch, 12 1s	.60
Epp's, 14 ½s	.38
Fry's, 12 ½s	.39
Webb's, 6 ½s	.23
Lowney's, 6 ½s	.37
Ghirardelli's Bkfst, 6 ½s	42½
" Bkst, 12 ½s	42
" Impri,6 & 12 ½s	.54
Miner's Breakfast, 6 ½s	39½
" Breakfast, 6 1-5s	.41
Van Emden's Dutch, 1-lb	.65
Van Emden's Dutch, ½-lb	.70
Van Emden's Dutch, ¼-lb	.75

Cereal Coffee.

Postum, 24 ½'s, per doz	$1.35
Postum, 36 1's, per doz	2.25
Fig Prune Cereal, 12 1s	2.25
Caramel Cereal, 36 1s	1.20
Graino, 12 1s	2.20

Chutney.

Bombay, assorted qts	$6.25
" assorted pts	4.00
" Major Grey, qts	7.50
" Major Grey, pts	4.50

CIDER.

Mott's boiled, doz qts	3.25
Monroe's, champagne, doz	2.50
" boiled, doz	2.75
Bidwell's, " "	2.50

COCOANUT.
Baker's.

Baker's Drifted Snow, pails	14
Bbls, 126 lbs	13
Brazil shredded or Table Talk, long thread, 20-lb pails	lb.14
" 150-lb bbls, per	lb.13
Table Talk in parchment bgs, cases of 30's, 60½'s or 30½'s and 15 1's	14½

Schepp's.

Shredded 1-lb pkgs, per	lb..23
" ½-lb pail, per	lb..24
" ¼-lb pail, per	lb..25
" 12 5c pkgs	47½

Dunham's.

Shredded, 1-lb ppr, per	lb...27
" ½-lb ppr, per	lb..28
" ¼-lb pksg, per	lb.29

COFFEE SUBSTITUTES.
Postum Cereal.

No. 1, 2 dz, sml pkgs, per dz	1.35
No. 3, 3 dz, lrg pkgs, per dz	2.25
No. 0, 1 dz, lrg pkgs, per dz	2.25

EVAPORATED MILKS.

BORDEN'S
MILK CO.
All Borden's Brands Guaranteed.





Eagle Brand—	
Condensed Milk, 4 doz	7.05
Pioneer Brand—	
Evaporated Milk (Unsweetened)	
Tall Cans, 4 doz	4.15
Small Size, 4 doz	2.20
Challenge	4.75
Floral	4.60
Rose	5.00
Borden's Malted Milk	
Trial size, per doz	.90
Small Size	4.00

Large size	8.00
Hospital Size	$3.00

Alpine Milk.

20-oz., 1 to 5 case	4.15
20-oz., 5 to 10 case	4.10
20-oz., 10 to 25 case	4.05
Gallon, 6 to case	3.50

Carnation Milk.

20-oz., 1 to 4 case	4.15
20-oz., 5 to 9 case	4.10
20-oz., 10 to 24 case	4.05
20-oz, 25 to 49 case	
Gal. 6 to case, 10c less	

HONEYSUCKLE MILK.

20 oz., 1 to 5 cases, per case	$4.15
20 oz., 5 to 10 cases, per case	4.10
20 oz., 10 to 25 cases, per case	4.05
Baby size	3.05

Miscellaneous.

St. Charles, 4 doz in case	$4.50
St. Charles, 5 case lots	4.40
Jersey, 4 doz. per case	4.00
Lily	4.25
Highland	4.25
Pet, Fam., 4 doz to case	3.35
Baby Pet, 6 doz to case	3.00

Cottolene.

	Single cs.	5 cs.	10 cs.	25 cs
Small	7.25	7.15	7.10	7.00
Medium	7.25	7.15	7.10	7.00
Large	7.25	7.15	7.10	7.00

GELATINE.
Bromangelon.



(Straight and assorted flavors: Raspberry, Lemon, Strawberry, Orange, Cherry, Chocolate).

Large, 2 doz, per doz	1.20
Small, 3 doz, straight or assorted, per doz	.90
Silver White Keystone, per dz	1.00
Minute, per doz	1.00
Knox's, per doz	1.25
Knox's per gross	15.00
Knox, Acidulated, per doz	1.20
Cox's, per doz	1.15
Keck's, per doz	1.10
Plymouth Rock	1.20
(1 doz. free with 3 doz.)	
Sheet	35

Ginger Confections.

China, per case of 6 stone jars	2.50
China, Chyloong small stone pots, per doz	
Crystallized glace, ½-lb tin, per doz	2.50

Hops.

No. 1, ¼ lb, 30-lb box, lb	.30
No. 1, 1 lb, 30-lb box, lb	.30
Less than 30-lb boxes	.31

Junket Tablets.



1½ doz in container, per dz .80

Pure Food Colors, 1 doz. in container. Six colors: Berry Blue, Grape Green, Plum Purple, Raspberry Red, Lemon Yellow, Orange Gold and assorted.
No. 1-16 bottles, — doz ..... .80

Lemon Sugar.

Gilt Edge, 24½s, per doz	1.37½
Gilt Edge, 24 1's, per doz	1.85

Lime Juice.

Tahita, 24 8 oz, per doz	$1.25
Tahita, short measure, 16-oz.	1.50
Tahita, full measure, 32-oz.	2.50
Tahita, bulk, gal	1.00

Olives.

Bottled.

Queen Olives, 10 oz, oval,pts, 2 doz	3.00
Fluted Stuffed Olives, 5 oz., 6 doz	1.10
10 oz., oval olives, pts, 2 dz	2.50
Baby Pimolas, 10 oz., 2 doz	3.65
Baby Pimolas, 24 18s	6.25
Manzanilla, 8 oz, 4 doz	1.25
Manzanilla, 5 oz, 4 doz	1.10
American Ripe, pts, tin, 2 dz	2.25
American Ripe, qts, 2 doz	3.75
Old Mission Ripe, pts, 4 doz	1.80
Old Mission Ripe, qts, 2 doz	3.25

White Label, 5-oz., Manzanillas.

	Per doz
5-oz., Manzanilla	1.30
8-oz., Queen	1.85
10 oz., Queen	2.35
14 oz., Queen	3.75
22 oz., Queen	5.75
32 oz., Queen	9.00
64 oz., Queen	16.00
5 oz., Stuffed	1.30
10 oz., Stuffed	2.65

Olive Oil.

1 doz qts (California) per dz	8.00
2 doz pts, (California) per dz	4.25
4 doz ½ pts(California) pr dz	2.25
Gallon tins, " each	2.50
½ gal. (California) each	1.50

Nicelle Brand.

4 doz ½ pts, case	9.00
2 doz pts, case	8.50
1 doz 22 oz., case	9.00
1 doz qts, case	8.00

Old Mission.

1 doz qts, case	8.00
2 doz pts., case	9.00
2 doz ¼ pts	4.80

Grogan's Purity Olive Oil.

Qts., 6 to gal, 12 to cs, pr cs.	7.50
Pts., 12 to gal, 24 to cs, pr cs.	8.00
½ pts., 24 to gal, 48 to cs, pr cs	8.50
Gal. Can, 8 to case, per can.	2.40
½ Gal Can, 12 to case, pr can	1.30

Mushrooms.

	doz
Le Court, 100 to case	$3.50
La Forrest, 100 to cs	3.00
Hotel, 100 to case	3.00
Fancy Stuffed, pts	4.00

Peanut Butter.

Heron's 2 doz to cs, per doz 2.40



No. ¼, dz	1.10
No. ½, dz	2.10
No. 1, dz.	3.25

HOOPER & JENNINGS
Importers and Wholesale Grocers
Teas, Coffees, Dried Fruits, Provisions, Cigars and Tobaccos
462-468 Bryant St., bet 2nd and 3rd Sts.
Telephone Temporary 674 San Francisco

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Imperial, 2 dz, No. ¼, glass, dz 1.10
" 2 dz, No. ½, glass, dz 2.10
" 1 dz, No. 1, glass, dz 3.25

Peels.

Citron, 25-lb box..... .23
Citron, 10-lb box..... .23½
Lemon, 25-lb box..... .15
Lemon, 10-lb box..... .15½
Orange, 25-lb box..... .14
Orange, 10-lb box..... .14½

Plum Pudding.

Curtice, Individual, doz.....$1.10
" No. 1, doz..... 2.50
" No. 2, doz..... 4.50
" No. 3, doz 6.50
G. & D., 1s, 2 doz to cs, dz.. 2.50
" 2s, 12 to cs, doz.. 4.50
" 3's, 6 to case, doz.. 6.50
" 4's, 6 to case, doz.. 8.50
R. & R., Individual, doz.... 1.00
" 1's, per doz..... 2.65
" 2's, per doz..... 4.60
" 3's, per doz..... 7.10

Grandma's Spanish Pepper.

Large, 2 doz. to case, case.. 4.00
Small, 4 doz to case, case... 3.50

Salad Dressing.

Durkee, small, 2 dz, per doz.. 2.50
" large, 1 doz, pr doz 4.25
" picnic size, 4 dz, pr dz 1.00
My Wife's 2 doz, ½s, doz.... 2.00
My Wife's, 1 doz, 1s, doz.... 3.25

Salad Oil.

Tierces, about 50 gal., gal..$ .75
1 gal. tins, 10 to case, gal.... 1.10
5 gal. tins, 1 to case, gal.... .95
½ gal. tins, 20 to case, gal.. 1.20
Quart bottles, 12 to case, doz 2.75
Pt Bottles, 24 to case, doz.. 1.50
½ pt. bot., 36 case, doz.....

Saratoga Chips.

(Less 5 per cent.)

Bulk, 15-lb box 3.60
Cartons, 6 oz., 24 in case.... 3.00

SALT.

Cal. Table & Dairy, 75 2's, 60 2½'s, 50 3's, 30 5's, 15, 10's and 8 20s, per bale..... 1.75
Do 50-lb bags, ton.....12.00
Leslie's Sterilized, 75 2's, 50 3's, 40 4's, 30 5's, 15 10's, and 8 20s, per bale..... 2.25
Do, 50-lb bags, ton.....none
Leslie's, 50s 20.00
Imptd Liverpool, 50s, ton....20.50
" " 100s, ton....19.50
" " 200s, ton....19.00
Genuine Werrington, 50s, pr ton20.00

H. R. H. Liverpool.

Bales of 75, 2s, per bale....
Bales of 50 3's, 40 4's, 30 5's, 15 10s, 8 20s, per bale....
Bags, 50s, per ton.....

Worcester.

Worcester Dairy, bbl 320 lbs (5 bbls. 5.25)..... 5.25
Worcester Dairy, bbl 320 lbs, 10 bbls 4.75
Worcester Table, 140 2s, 100 3s and 60 5s..... 1 bbl 5 bbl 5.75 5.50
Worcester Table, 30 10s 5.50 5.25
Worcester Table, 50lb sacks. Irish Linen ..... .90 .85

Rock Salt.

Half-Ground, 100-lb sks, ton 9.75
" " 50s, ton..... 10.25
Stock, 100-lb. sack, per ton.. 9.75
" 50s, ton 9.50

Package Salt.

Leslie's Sterlized, 48 2's..... 2.75
" " 24 3's..... 2.00
" " 20 5's..... 2.50
" " 50 2's..... 3.60
R. S. V. P., 2s, 26 to case... 2.25
R. S. V. P., 3s, 24 to cs, pr cs 2.25
R. S. V. P., 5s, 20 to cs, pr cs 2.75
Log Cabin, 24 2s..... 1.70

Celery Salt.

Durkee's, 1 doz in box..... 1.25

SOUPS.

Anderson's 20 varieties..... .90
Campbell's, 21 varieties..... .90
Snider's, Tomato, 3's..... 2.60
" " 2's..... 1.85

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Van Camp's, 21 varieties.... .95
Libby's, 2's, assorted..... 2.35
" 1's, " 1.40
" concentrated, 1's..... 1.00

Franco-American.

	Qts	Pts
Mock-Turtle, Ox-Tail, Consomme, Bouillon, Julienne, Vegetable, Beef, Pea..	3.15	1.80
Chicken	3.50	2.00
" Gumbo	3.30	2.00
Green Turtle, thick.....	7.00	3.60
" " clear	9.50	....
Mulligatawney	3.50	2.00
Tomato	3.15	1.80
Assorted	3.25	1.85

Truffles.

1-16 glass, per doz..... 3.60
1-16 tins, per doz..... 2.75
⅛ tins, per doz..... 5.25
¼ tins, per doz.....10.45
½ tins, per doz.....20.35

Yeast Cakes.

Magic Yeast, case..... 1.20
Yeast Gem, case..... 1.15
Great Western 1.00
Gillet's Magic 1.20
Yeast Foam 1.20

Department 24.

GROCERY SUNDRIES.

This Dept. is corrected by
J. H. Newbauer & Co., Sussman, Wormser & Co.

Axle Grease.

H. & L., per case $2.00
C. & S., 2-doz case, per case 2.00
" 5 case lots..... 1.95
" 10 case lots..... 1.85
Frazer's, 2 doz tins, per case 2.25
Frazer's, 4 doz wd, per case. 3.60
Frazers, 15-lb pails..... 1.00
Mica, 3 doz tins, per case.... 2.60
Castor Oil, 2 doz 1s..... 2.60
Universal, 2½, light..... 2.00
Universal, 2½, dark 1.75

Paper Bags.

Automatic, Self-Opening, 500 in pkg., List.

¼-lb	$1.00	8-lb	4.80
½-lb	1.20	10-lb	5.20
1-lb	1.60	12-lb	6.30
1½-lb	1.70	14-lb	8.30
2-lb	2.00	16-lb	9.00
3-lb	2.50	20-lb	10.00
4-lb	2.90	25-lb	11.00
5-lb	3.40	30-lb	13.00
6-lb	4.00	35-lb	15.00
7-lb	4.40		

Sizes 8 to 35 lbs.
Sugar Bags, broad bottom, lb 06
Discounts from above list
Cheapest, 50%.
Eagle or Equal, 50%
White bags, 50%.
Lion, 40%.
Mikado (stripped) 40%

Bluestone.

Barrels, per lb..... .12
5 bbl. lots, per lb..... 11½

BATH BRICK

Bristol, 2 doz, per case..... .80
Powdered, Large 1.40
Powdered, Small 1.60
Assorted 1.50

CANDLES.

Adamantine.

Adam, 14-oz., 20s..... .11½
" 12-oz., 20s, ... .10½
" 10-oz., 20s ..... .09¾
Hotel, 40s, 12-oz..... .10¾
(Wrapped ¼c higher.)
Chippowa, 1 oz..... .07

Torchlight

Stearic Acid, 12 oz, 20s.... .10¼
" 14 oz, 20s.... .11¼
" (wrap) 16 oz 20s .13¼

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Stearic.

Schneider's 14-oz., 20s.... .14
Schneider's 14-oz., 40s.... .13⅞
Schneider's 16-oz., 20s.... .15¾

Paraffine, Etc.

Per lb

4s, 6s, in cartons of 36-lb bxs 11
12s, in cartons of 36-lb bxs.. 11¼
½-lb, in cartoons of 25-lb bxs 11
1-lb cartons of 25-lb bxs.... 11
Colored, 1c higher.
Beeswax, pure for churches .35
Do No. 2..... .27½
Do No. 3..... .22½
Christmas, all sizes..... .09
Do holders, per gross.....85
Wax Tapers, per doz pkgs.. .80
Do Per gross.....8.00
Night Lights, German, on pap & wd, per doz..... .40
Do French, on tin, doz 85. 1.25

Werks

16 oz, S. A., 40s, (wrap).. .16¼
16 oz, S. A., 20s..... .15⅞
14 oz., S. A., 40s, (wrap).. .14
14 oz, S. A., 20s..... .13⅞
14 oz, Adam, 20s..... .11¾
12 oz, Adam, 20s..... .10¾
10 oz. Adam 20s..... .09

Standard Oil Company. Electric Light.

Per Set

6s, 16 oz., 20 sets..... .11¼
6s, 14 oz., 20 sets..... .10¼
6s, 12 oz., 20 sets..... .09¼
6s, 10 oz., 20 sets..... .08¼
12s, 12 oz., 40 sets (hotel).. .09¼

Granite Mining.

Per Set

6s, 16 oz., 40 sets..... .13¼
6s, 16 oz., 20 sets..... .13
6s, 14 oz., 40 sets..... .10¼
6s, 14 oz., 20 sets..... .11¾
6s, 12 oz., 20 sets..... .09¾
6s, 12 oz., 20 sets..... .09¾
6s, 10 oz., 20 sets..... .09
12s, 12 oz., 40 sets (hotel).. .10

Paraffine Wax.

Per Set

1s, 14 oz., 25 sets white.... .10½
2s, 14 oz., 25 sets white.... .10½
4s, 14 oz., 36 sets white.... .10½
6s, 14 oz., 36 sets white.... .10½
12s, 14 oz., 36 sets white... .11
Colored, 1 cent higher.

Radiant Paraffine Wax.

Per Set

4s, 14 oz., 36 sets ..... .10
6s, 14 oz., 36 sets ..... .10
6s, 14 oz., 20 sets ..... .09¾
6s, 10 oz., 20 sets ..... .08

Egg Food.

Pratt's, 26-oz, 2 doz in cs...$4.50
Wellington's, 1-lb. 2 doz box. 4.00

Fly Paper



Sticky (holders gratis).....$ 2.50



Tanglefoot, per case..... 2.50
Tanglefoot Holders, per case of 50 35
Subert's, 40 5s, paper in box .90

Fruit Jars.

(Net cash—no discount)

Mason's, pts, per gross..... 6.25
Mason's, qts, per gross..... 7.00
Mason's, ½ gal., per gross..10.00

Fruit Jar Cups

Porcelain, 6 doz to box, pr bx 2.80

Fruit Jar Rubbers

No. 1 White, per lb..... .60
"Gold Seal," cartons, per gr .75
"Badgers," cartons, per gr .60
Red Ribbon ..... .75

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Glue.

Le Page's, 1 oz per doz . . .80
Le Page's, 2 oz., per doz.... 1.30
Le Page's, ½ gill tins per doz 1.00
Le Page's, 1 gill tin per doz 2.00
" " Tubes, small, gr....12.00
" " " big, per gr 18.00

Cordage.

Basic price Manila 15¾, Sisal 10¾, (5,000 lbs. ¼c and 10,000 lbs. ½c less.) All kinds advance on base price per pound as given underneath

	Sis.	Man.
Rope, 1¼-in. (7-16 diam		
" 6 and 9 thr. (¼ and upwards) ..basis	basis.	
" 12 thread (⅜ diam)	½	½
and 5-16 diam) ..	½	½
" Bale, 3 and 4, strand .....½	less basis	
" " 2, 6, 8 st'nd	½	½
Lath Yarn	basis	basis
Hop Twine, tarred....	1	1
Grape Vine Twine.....	1	1
Spring Twine	..	2½
Paper Twine, unoiled..	½	2½
Whale Line and Bolt..	..	1
Hawser laid rope for well-boring	..	1
Transmission of Power	..	5
Lanyard and Tarred ..		basis
Lariat Rope, bd tw, unoiled, 3 & 4 st'd..	1	1
Sash Cord, 72 coils..		

Cuttle Bone.

Birds', per lb..... .30

Insect Powder.

Eureka, 10c size, per doz.... .75
Eureka, 25c size, per doz.... 1.75
Eureka, 60c size, per doz.. 4.50
Eureka, $1.00 size, per doz.. 8.00
Buhach, 2 oz., per can 1.15
" 4-oz., per doz..... 2.15
" 8-oz., per doz..... 3.75
" 16-oz., per doz..... 6.80
" 6-lb. per lb ..... .60

Matches

Tins 1.65
Boxes, doz boxes 1.15
Swedish Safety, per gross.... .85
Swedish Wind, 1 gross..... .90
Vulcan Paraffine, 65s per gr .55
Do 50 grs less ..... .50

Diamond Match Co.'s

Anchor, 200s..... 1.70
Do, 500s 4.00
Bird's Eye, 200s, gr 1.75
3 Noes Safety, 100s..... 7.75
Bees Wax, 100s..... 4.50
Globe, 100s 5.00
Domino, case 2.75
Red Top Safety 2.75
S. & C. Eastern Parlor 80's.. 4.00
S. & C., 200s 2.25
S. & C., 300s..... 3.25
S. & C., 500s..... 4.25
Press, 100s, 5-gross case.... 4.75
Little Star, per case 2.25
Search Light, 100s, large, 1 gr 4.75

Paper, Wrapping.

Butter Wrap, per ream 45
Do Waxed, per ream .. .25
Manila, No. 1, rolls or flat.. .06
Manilla, No. 1, rolls or flat .05
Straw, per ream ..... .75
Do rolls any size per lb 04½
Drab, per ream..... .60
Do rolls any size per lb 04½

Paper, Toilet.

Royal, 100 rolls of 500 shts.. 4.00
O Keyed, 5-oz rolls, per case 2.50
Royal, 8-oz rolls, per case.. 4.25
O Keyed, tablets per case . 3.75
Pearl, 1000 sheets, per cs 4.00
Linen, per case 5.00
Lulu, pkgs, 4000 shts, per cs 3.75
Asbestos, pkgs 1000 sheets, per cs 7.00
Wood, pkgs 1000 sheets, per cs 4.00
Universal, pkgs 1000 sheets, per cs 4.00
Great Eastern, pkgs 1000 sheets, per case 7.50
Popular Rolls, 5 oz, 100 rolls, per case 2.00
Daisy Rolls, 9 oz, 100 rolls.

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per case 4.50
Express Rolls,10 oz, 100 rolls, per case 5.00
Asbestos Rolls, 11 oz, 100 rolls, per case 5.25
Mammoth Rolls, 16 oz, 100 rolls, per case 7.50
Pyramidal, 2000 sheets, 50 rolls in case..... 7.5[illegible]

Seeds.

Anis ..... .15½
Canary ..... .07
Caraway ..... .15
Celery ..... .17½
Coriander ..... .11
Cumin ..... .18
Flax, ground ..... .06
Flax, whole ..... .06½
Hemp, sacks ..... .06½
Millet ..... .06½
Mustard ..... .10
Poppy ..... .15
Rape, Cal..... .06
Bird gravel, 2s, per doz.... .85
Bird Seed Mixed, 48 1s, doz .80
Red Ribbon, 60 1s..... .6½

Original sacks ½c less

Sheep Dip.

Little', 10-gal tins, per gal.. 1.20
Little's, 5-gal drums, per gal 1.20
Smith's, 10 ½-gal tins, gal .95
Smith's, 5-gal drums, per gal .95

"No-Meds"

(Cereal Laxative.)
48 cartons to case, per case.$12.00
Less 30 % discount to trade.
Varying cash discount dependi[illegible] on quantity purchased

Mason's Stove Polish.

	Doz.	¼ Gr.	Gr.
.....	..... .45	1.20	4.80

Polish, Stove.

Rising Sun, large pkg., per gr 6.25
Do 5-gross lots..... 6.00
Do Small pkg., per gross.. 3.85
Sun Paste,lrg, ¼ gr bx per gr 5.00
Enameline, No. 4 tins, per gr 5.00
Do No. 6 tins, per gr.... 8.25
Do Liquid, pt-tins, bx 3 dz 2.25

X-Ray Stove Polish.



Small, 3 doz. to case, per cs 1.50
Large, 3 doz to case, per cs 2.50
(½ doz. free with each case.)

Polish, Metal.

Electro Silicon, 1 gr in case per doz ..... .80
Brilliantshine, ½ pts, per doz .95
Brilliantshine, pts per doz.. 1.80
Brilliantshine, qts, per doz..3.15
Do, ½ gal., per doz..... 6.00
Do 1 gal tins, per tin.... .85
U. S. Metal Polish, qts..... 3.67
" " pts 2.00
" " ½ pts..... 1.25
U. S. Metallic Polish Paste, lb. package, doz..... 3.35
½-lb. package, doz..... 1.67
3-oz package, doz..... .50
Barkeeper's Friend, pwdr, gr. 21.60

Polishes, Shoe.

Day & Martin's.

	Doz.	¼ Gr.	Gr.
Large, 6 dz to case, doz....			3 00
Medium, 6 dz to case, doz..			2.25
Small, 10 dz to case, doz....			1.00

Mason's Russet Polish.

	Doz.	¼ Gr.	Gr
No. 2 40		1.20	4.80
No. 3 70		2.00	3.00

Comb Black Dressing.

	Doz.	¼ Gr.	Gr.
Large 1.50		4.50	18.00
Small	[illegible]	2 30	9 20

Combination Russet.

	Doz.	¼ Gr.	Gr.
Large 1.50		4.50	18.00
Small ..... .80		2:30	4.80

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Shoe Blacking.

	Doz.	¼ Gr.	Gr.
No. 1 ..... .25		.75	2.80
No. 2 ..... .30		.85	3.25
No. 3 ..... .35		1.00	3.85
No. 4 ..... .45		1.40	5.45

Shoe Dressing.

Boss, 2 dz to cs, per gr..... 9.00
Russian, 3 dz to cs, per gr..12.00
Shinola, per gross.....10.00
16 Shinola outfits of brush and dauber, no charge.
Shinola paste, case of 3 doz 2.50
3 solid brass scoops, no charge

Bixby's Polishes.

Royal Polish, 1 doz in box.. .85
Royal P'lish,3 dz bx,ham'r free 2.55
Shoe, Satin, 1 dz (sml comb'n) .75
No. 5 Shoe Satin Pste, 1 doz .80
No. 5 Shoe Satin Paste, 1 doz .40
No. 10 Satinola Paste, 1 doz .80
No. 10 Satinola Paste, 1 doz in box ..... .80
Satinola, combination, sml, dz .75
Satinola, combination, lrge, dz 1.25
Shoe White Cream, per doz .85
Ermino White Paste, per doz .80



Jet Oil, doz..... .85
Jet Oil, 3 dz bx, 5 Bixola free 2.55

Bixby's.

"BBB," size M., ¼ gr. box.. 1.25
"BBB," size B, per ½ gr. box 2.50

Twine.

Cotton, 4-ply, 100-lb bales, lb .26
" 3-ply, 100-lb bales.. .26
" 2-lb cones, per lb.. .26
Hemp, 8-oz balls,pr 3-lb pkg.. .26
" 4-oz balls, per 3-lb pkg .26
Sack, 4-ply, 12-lb pkgs, lb.. .29

Binder Twine.

Pure Manila,650 ft to lb,pr lb 14½
Manila, 600 ft to lb, per lb. 13½
Standard, 500 ft to lb, pr lb 11½
Sisal, 500 ft to lb, per lb . 11½

Wax.

Fruit, 25 1-lb pkgs, per box.. 1.50
Mint Wax, per box..... 1.50
Japan, per lb.....19½
Beeswax ..... .38
Pure Ref. Paraf., 40 1s, lb.. .10
Pure Ref. Paraf., 20 1s, lb.. .10

Wax Strings.

12-in., 10 pkg, 100 stgs each. 1.75
14-in., 10 pkg, 100 stgs each.. 1.90

Department 24.

WOOD AND WILLOW WARE

AXE HANDLES.

This Dept. is corrected by The Heyman-Weill Co., Sevenson Co.

Ex. 36-in., doz $2.50
No. 1, 36-in., doz 1.75
No. 2, 36-in., doz..... 1.35

Baskets.

	Per doz.
Cal., Open, Spruce, No. 3....	.85
Cal , Open, Spruce, No. 4....	.90
Cal., Open, Spruce, No. 5....	1.25
Cal., Satchel, Spruce, nest,0-5	1.35
Cal., Satchel, Spruce, nest,1-5	1.00
Cal.,Satchel, Spruce,nest, 1-41	.71
German Market, nest of 4....	1.25
Clothes, Oval, Wil., No. 2..	8.00
Clothes, Oval, Wil., No. 3..	9.25
Same, nest of 5 sizes.....	3.50
Japanese Telescopee, nest of 5, size 18x12x7.....	1.30
Same, size 20x13½x7.....	1.60
Same, size 24x15x10.....	2.00

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Bowls, Wooden.

	Per doz
Maple, No. 1, 11-inch.....	.80
Do No. 2, 13-inch.....	1.75
Do No. 3, 15-inch.....	3.00
Do No. 4, 17-inch.....	4.75
Do No. 5, 19-inch.....	6.50
Do No. 6, 21-inch.....	8.50

Brooms.

	Per doz
No. 7 Special.....	4.00
Little Lady	3.65
Dandy	3.10
Cooks' Choice	2.35
Ladies' Pride, No. 1.....	2.85
Toy, string	1.00
Common Whisk.....	1.00
OO Whisk.....	1.30
Leader	2.40
Flyer	2.90

Brushes.

	Per doz	
Dust	2.25	12.00
Scrubbing	.55	3.00
Dandy	1.50	5.75

Shoe Brushes.

No. 415, black tampico No. 59 .95
No. 25 Mixed Center..... 1.75
No. 173, all black..... 2.25
No. 141, black and white..... 4.00
No. 413, bristles..... 4.50

Stove Brushes.

	Per doz
551 tampico, handles	.90
No. 41, Black Bristle.....	1.90
No. 411, Black Bristle.....	2.25

Ox Fibre Brushes.

	Per doz
Scrub Cat, 10½x2½ in face..	1.50
Do Rat, 8½x2½ in face..	1.25
Do Mouse, 6¼x2½ in face	1.00

Can Openers.

King, doz ..... .75
Sprague, doz ..... .45

Carpet Sweepers.

Bissell's, per doz, 25.00 to 27.00
Standard, per doz..... 23.00

Cheese Safes.

Round, 22-in. each..... 2.25
Square each 4.00

Clothes Lines.

Sisal, 40-foot, per doz..... .90
Sisal, 60-foot, per doz..... 1.25
Cotton, 40-foot, per doz..... .80
Cotton, 60-foot, per doz.... 1.20
Sash Cord, 60-foot, per doz.. 1.75
Sash Cord, 90-foot, per doz.. 2.25
Wire Cord, 50-foot, per doz.. 1.30
Wire Cord, 75-foot, per doz.. 1.75
Wire Cord, 100-foot, per doz.. 2.15

Clothes Line Pulleys.

Galv. Iron, with eye.....$9.50
" " with hook ..... .60

CLOTHESPINS.

Common, per box of 5 gross.. .70
U. S. Patent Spring, per gross .55

CORKS.

Demijohns.

(Discount of 40% and 10%)

½ gal $5.75
1 gal 7.50
2 gal 13.50
3 gal 16.00
5 gal 24.00

Dust Pans.

No. 1 Japan, doz..... .75
Covered, doz 1.30
Janitor, doz 2.25

Dusters.

	Per doz
China, fancy colored.....	.80
Standard Turkey, No. 10....	2.25
" " No. 12....	3.10
" " No. 14....	3.80
" " No. 16....	4.85
" " No. 18....	5.60

DOOR MATS, COCOA.

	Per doz
Light, No. 1, 14x24.....	4.40
Do No. 2, 16x27.....	6.00
Do No. 3, 18x30.....	7.75
No No. 4, 20x33.....	9.50
Medium, No. 1, 14x25.....	5.50
Medium No. 2, 16x27.....	7.00

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Medium, No. 3, 18x30..... 8.75
Medium, No. 4, 20x33.....10.50
Extra, No. 2, 16x27.....10.00
Extra, No. 3, 18x30.....13.00
Extra, No. 4, 20x33.....15.50
Extra, No. 5, 22x36.....19.00
Keystone Steel Mats, sq. ft.. .30

Faucets.

	Per doz
Cork Lined, No. 0.....	.45
" " No. 2.....	.45
Cork lined, No. 3, doz.....	.90
" " No. 4.....	.60
" " No. 6.....	.75
" " No. 8.....	.90

Ironing Boards.

1-ft., per doz..... 4.70
4½-ft., per doz..... 5.40
5-ft., per doz..... 6.35
5½-ft., per doz..... 7.50

LAMP BURNERS.

Opposition.

0 or E, per doz..... .65
1 or A, per doz..... .75
2 or B, per doz..... .85

LAMP CHIMNEYS.

Electric—In Cartons.

No. 2, 6 doz in case, per doz 1 10

Lantern Globes.

Packed 5 doz in case.. .... .[illegible]0

Aurora Rochester.

	Per doz
No. 1, 6 doz in case.....	.75
No. 2, 6 doz in case.....	.90
No. 3, 6 doz in case.....	2 00

Macbeath Pearl Top

No. 1 or A, 6 doz in case.. .80
No. 2 or B, 6 doz in case.. 1 05

La Bastie.

	Per doz
No. A, plain bulk, 6 doz in cs	1.22
No. B, plain bulk, 6 doz in cs	1 53
No. A, crimp bulk, 6 dz in cs	1.32
No. B, crimp bulk, 6 dz in cs	1.63

Common Chimney.

	Per doz
No. 0 or E, 6 doz in case..	.40
No. 1 or A, 6 doz in case..	.45
No. 2 or B, 6 doz in case..	.65

LEMON SQUEEZERS.

Ball, per doz.....$0.90
Glass, No. 1, per doz..... .75
Class, No. 3 (for oranges) dz 1.25

MOPS AND HANDLES.

	Per doz
9-lb. Mops 1.35-1.65	
12-lb. Mops 1.80-2.20	
Patent Mop Handles.....	1.00
Plain Mop Handles.....	.90

PAILS.

	Per doz
Wood, painted, 3 hoops.....	2.65
Wood, varnished, 3 hoops....	2.50
White Cedar, 3 galv. hoops..	3.25
Fibre	3.60
Galvanized, 8 quarts.....	2.05
" 10 quarts.....	2.30
" 12 quarts	2.55
" 14 quarts	2.90

SHELF PAPER.

	Per gross
Narrow, assorted colors.....	.12
Lace paper, per box.....	.30

TUBS.

White Cedar—No .0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.
Fiber—No. 0, $19.00; No. 1, $15.75; No. 2, $13.75; No. 3, $12.25.
Galvanized—No. 0, $5.85; No. 1, $6.95; No. 2, $7.95; No. 3, $8.85.

WASHBOARDS

	Per doz
California, regular size.....	2.25
Little Lady, glass.....	1.85
Little Lady, zinc.....	1.10
Peerless, double	3.50
North Star	3.65
Crystal Glass	4.40

Washing Machines

Waverly 6.75
Matchless 5.85
Western 4.25
Majestic, family size, each....6.00
Snowball, family size, each.. 7.00
Leader, family size, each....7 50
Shelby, family size, each.... 7.75

45

WICKING.

	Grs
mp, 0 or E, ⅝-inch	$0.30
mp, 1 or A, ⅝-inch	.40
mp, 2 or B, 1-inch	.60
mp, 3 or D, 1½-inch	.85
. 1, Rochester	1.50
. 2, Rochester	2.25
. 3, Mammoth	7.50
nior Rochester	2.00
ves, 3-inch	1.50
ves, 3½-inch	1.90
ves, 4-inch	2.00
ves, 4½-inch	2.00

WRINGERS.

Wood Frame.

o top screws; iron tub clamps.

	Per doz
yal, 10x1¾ inches	37.50
allenge, "	21.00
ng Special "	22.50
pire "	30.00
ntury, 10 inches	28.50
" 11 inches	31.50
" 12 inches	35.00

Iron Frame.

perior, 10 inches	29.50
" 11 inches	33.00
" 12 inches	37.00
scent	27.00

Ball Bearing.

chcock	33.00

MISCELLANEOUS.

rrel Covers, 17-in. (flour barrel size), per doz	1.80
rrel Covers, 21-in. (sugar barrel size), per doz	2.70
ownies, per doz....75 1.00	1.25
tter Ladles, plain, doz	.45
tter Ladles, clays, doz	.85
tter Spades, doz	.40
hes, oval, ½-lb., per M	1.50
hes, oval, 1-lb., per M	1.75
hes, oval, 2-lb., per M	2.25
hes, wire end, ½-lb., per M	1.60
hes, wire end, 1-lb., per M	1.75
hes, wire end, 2-lb, per M	2.25
g Beaters, Dover	1.00
asures, fiber, 4 pieces	1.25
t pt., qt., ½ gal and funnel	
nterns, O Tubular, doz	5.50
ntern globes, in bbls....70@95	
use traps, 1 to 5 holes, oz	45@60
use traps, "Sure Catch," dz	.35
ips, rat, "Blizzard," doz	.90
st Eggs, per doz	.20
cans, glass, wire cover, gal, per doz	4.50
Cans, gal., glvnzd iron	2.15
Cans, 5 gal., glvnzd iron	7.50
ato Mashers, per doz 45@75	
ling Pins, per doz....1.40@1.60	
ons, wooden.....30c, 37c	.65
p Ladders, each per ft., 15-22-40	
ks, steel, asstd, 2 14-oz	.25
ks, Common, 2 oz., doz	.11
pers, gas, 30 17-in, tgs.dz	55
othpicks, box 2.50,	2.75
ine Holders, hanging, doz	2.00
ttons, fiber, 13-inch	6.25
ttons, fiber, 12-inch	5.00
ttons, fiber, 9-inch	4.15
ips, per doz, from 90c to	18.00
ndow Screens, 12-inch, doz	2.45
ndow Screens, 18-inch, doz	2.90
ndow Screens, 24-inch, doz	3.25

Department 25.

STATIONERY.

Corrected by the
wabacher-Frey Stationery Co.
2-44 Sutter St., San Francisco

Blank Books.

nter, 72 leaf, per grs	5.00
nter, 90 leaf, per grs	6.00

Day and Ledger.

, canvas, 200 pp., each	.30
, canvas, 500 pp., each	1.00
wn Cloth, 150 pp., each	.75
wn Cloth, 300 pp., each	1.00
, Im. Leather Bnd, 600 pp	3.20

Writing Paper.

	Ream
nmercial Note, 5lb	.60
nmercial Note, 6lb	.72
ter, 10-lb ex	1.20
, 12-lb ex	1.44

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Envelopes

	Per M
XX, 5-in	1.00@1.50
XX, 6-in	1.10@1.60
XXX, 10-in	2.80
XX,4-in.,Baronial cream or white	1.40@1.80
XX,5-in.,Baronial cream or white	1.60@2.00

Inks—Carter's or Diamond.

Black, 2 oz cylinder, p. gr.	4.50
Red, 2 oz, 3 dz to box, pr bx	1.25
Black, 4 oz, per gr	7.20
" or Blue Blk, ½ pt,dz	2.17
" or Blue Blk, pt, dz	3.50
" or Blue Blk, qt	6.00

Lead Pencils

	Gross
Cedar, rubber tip	1.25
Red plshd, mtl rbbr tip,I.X.L	1.65
Matchless	3.00
Yellow, pshd, rbr tip, round	4.00
" plshd, rbr tip,hexagon	4.00
Black, plshd, rbr, tip, Nos. 1, 2, 3, 4, "Office" Hex	4.50
Carpenters, 3 dz to bx, pr bx	1.00

Steel Pens.

	Gross
Railroad, 1 gross in box	$0.40
Stub, ex fine, sml, mdn lrg	.40
Falcon	.40
Bank	.40
School, fine	.40
Spencerian Nos. 1, 2 or 3	.85
Gillott's, No. 404	.50
Gillott's, No. 303	.90
Pacific Mail, cinkle plate	1.00
Tuxedo	1.00

Department 26.

This Dept. is corrected by **Wellman, Peck & Co., Tillmann & Bendel.**

AMERICAN TOBACCO CO.

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb Cases)	
Seal of N. C. 1⅔ oz foil	68
" 3⅓ "	61½
" 8 "	58¼
" 16 "	56½
" 1⅔ oz cloth	68
Seal of N. C., 3⅓ oz clth pchs	63¾
pouches	68
Seal of N. C. 16 oz decorated tin canisters	58¼
Old Eng. Curve Cut, 1⅔ oz curved tins	75½
Old Eng. Curve Cut, 3⅓ oz curved tins	75½
Old Eng. Curve Cut, 8 oz	75
Old Eng. Curve Cut, 16 oz	75
Continental Cubes,1⅔-oz tins	75½
Monte Cristo Slabs, 3⅓-oz tins	75½
Van Bibber, sicd plg, 1⅔ oz tins, 2½ lb cartons	70
Three Feathers, 1⅔ oz, 1¼ lb cartons, net	58¾
Pedro, 2½-oz foil	51½
" 2½-oz pouch	51¾
" 2½-oz assorted	51
" 16 oz decorated tin canisters	41½
Dixie Queen, 1⅔-oz foil	41¾
" 8-oz tins	41½
" 1⅔-oz	64
canisters, 6 lb cartons, 30 lb in cases	42
Duke's Mixture, 1⅔ oz sacks	40
Arlington, 1⅔ oz foil	63½
Duke's Cameo, 1⅔-oz	41½
Duke's Cameo, 2½ oz foil	47¼
Melrose, 1⅔-oz foil	66⅔
Fragrant Vanity Fair, 1½ oz foil	93
Red Indian Plug Cut, 1⅔ oz and 3⅓ oz foil	39
Fashion, 1⅔ oz	38¾
" 16 oz canisters	42½
Fashion Pail	42½
Bull Durham, 1 oz	62
" 1⅔ oz	62
" 3⅓ oz	59
" 8 oz	57
" 16 oz	53
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb	24
Echo Plug Cut, 1⅔ oz(16-oz, 49)	47¾

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Red Bell, 1⅔ oz	40½
" 16-oz pails	41½
Cornell Mixture, 3⅓-oz tin	83¼
Oriental Mixture, 3⅓ oz tin	93
Honey Dip Twist, 10 to lb	43⅛
Grizzly, 16 oz, 24-lb cases	54⅛
Five Bros. Pipe Smoking, long cut,paper pkgs, 3⅓ oz, 5 lb cartons, 30, 50 & 100 lb cases	38
Pride of Virginia, 1⅔-oz, 3⅓-oz and 8-oz tins, 2½-lb boxes, 10 & 25-lb cases	75
Golden Cupid, 1⅔ oz foil, 25, 50 & 100-lb cases	60⅞
Sure Shot, 2s	33
Union Leader, 1⅔-oz foil	41½
" 3-oz pouch	41
" 8 and 16 oz canister	41
Union Leader, 16-oz milk can	41
Plaza, 1⅔-oz cloth, 5-lb cartons, case of 25 lbs, net	37¼

Fine Cut Chewing.

Hiawatha, 2 oz, b'ght or d'k, 1-lb cart, 10-lb cs, per lb	59
Hiawatha, 5-lb cs, 1-lb carts	59
Hiawatha, 16 oz, b'gt or d'k, 5-lb pails, lb	59
Hiawatha, b'gt or dark, 10-lb pails, per lb	56
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb pails	44
Rose Leaf, 10 to lb, bright or dark, 1-lb cart, 5-lb drums	67
Tiger, 1⅔ paraffine bags, 5-lb moisteners	41

Cheroots and All Tobacco Cigarettes.

Old Vir. Cheroots, 5 in bundle. $12 in less than 1M lots.	13.25
Old Vir.Cheroots,5 in bundle	13.95
Bet. the Acts Little Cigars, 10s - tin	8.25
Bengal little cigars, 10s, (10 per cent in free goods)	7.30
Royal Bengal, 10 in pkg, 100 in carton	11.50
Van Bibber Little Cig., bundles of 10, boxes of 100	16.20
Sub Rosa cigarros, 10s, cartons of 500, per M	4.00

Stogies, Etc.,

Less 2% for cash

Star Pittsburgh stogies 1-10s, 5 for 10c	15 00
Florodora little cigars, 1-10s, 3 for 5c	12.25
Red Top Stogies, 1-10s, 3 for 5c	12.50
Red Label Stogies(Jenkinson)	11.65

Cigarette Paper.

Vanity Fair, 50 pkg in box	.97½
Wheat Straw,50 pkg in bx,net	1.30
Wheat Straw, 100 pkg in bx net	2.65
Wheat Straw, Interlock, 50 pkg in box	1.35
Wild Oats, 40 pkg in box	.90
Red Seal, 50 in box	.25
Zig-Zag, 100 in box	2.50
Riz la croix	1.95

Plug Tobacco.

(Subject to discount 2%)

Battle Ax, 16 oz, 5 cuts, 12 and 24 lb bts, net	39
Big Gun, 16 oz, 3x12 smooth, bright, 6 sp, 16 lb butts	44
Boot Jack, 3x12, R & R, 5½ oz, 8 sp, 1, 4 8 and 12-lb and 2-lb fancy wooden bxs, net	87
Bullion, 1x6, D T Nines, 6 to lb, 20-lb cad's	50
Climax, 2x12, R & R, 16 oz, 6 sp, 6, 12 & 30 lbs (7 oz 7, 10½, & 21 lbs 48)	45
Climax, 3x12, thin, 7 oz, 7 and 14 lb	48
Cross Bow, 3x12, 14 oz, 4 sp, 14 lb butts	38
Drummond's Natural Leaf, 5½ oz, 5, 8 and 12-lb butts	63
Gold Rope, 7 to lb, 3, 6 and 12-lb boxes	56
Gold Rope, 14 to lb, 4 and 8-lb boxes	58

48

sp, 8, 12 and 24-lb butts	43
J. T., 2x6, 7 oz, R & R and Smooth, 2 sp, 10½ and 21 lb	
J. T., 3x12, 14 oz, Smooth, 4 sp, 10½ and 21-lb butts	39
Newsboy, P. P. br or bulk, 5s and 10 & 24 lb	40
and 12 lb boxes	57
Old Honesty, 3x12, Smth, 15 oz, 6 sp, 7½, 15 and 30 lb	44
Old Peach and Honey, 6 to lb, 8 lb boxes	43
2⅔x8 Pony Panel, 3-10c cuts, 4, 7, 14 lb	69
Red Cross, 12 and 24-lb butts, 15 oz, 3x12, embrossed 4 sp	33
Saw Log, 2x12, R & R, 16 oz 6 sp, 24 lb	46
Saw Log, 3x12, R & R, 32 oz, 12 sp, 32 & 48 lb	46
Sledge, 16 oz, 4 sp, 3, 6, 12 and 24	31
Something Good, foil wrapped, R & R, 5½ to lb, 9, 13 lb butts	45
Spear Head, 16 oz, 6 sp, 6, 18 and 30 (7 oz, 48)	45
Standard Navy, 3x12, embossed, 4 oz, 4 sp, 14 and 28 lb	38
6 for 10, 10⅔ oz, 24 lb butts	35
Star, 16 oz, 12, 24 and 52 lb butts	45
Tinsley's Nat. Leaf, 3x12, 16 oz, 8 & 12 lb	54

Twist Tobacco

Granger Twist,hand made light pressed, 12 to lb, 12-lb half bushels and 15-lb grained pails	47
Red Ribbon Twist, 10 to lb, 16 lb	40
Honey dip Twist, 11 to lb, packed	44

Smoking Tobacco

Master Workman plug, 3x6, 10 oz, 10 lb cad	45
Finzer's Mixed Plug, 16 oz, 3x12, 5 sp, 5 and 10 lb	32
Ole Varginy, 3 oz plugs 2x4 bright, 10½ lb boxes	42
Sickle plug, 15 oz 3x12, 5 sp 7½, 15 and 30 lb butts	46

JOHN BOLLMAN & CO

Cigarettes

Sweet Caporal	3 90
Virginia Brights	3 90
Pets (foil packages)	6.12
Richmond Straight Cuts, 10s tin and paper	6.12
Cairo, No. 27 and 27a, (cork tip 7.50)	6 50
Casino Gold Tip	9 00
Imperiales, 10s, 20s, 50s, 100s, with or without mouthpcs.	7 50
Sultans, 10s, 20s, 50s, 100s.	
Abdallah, No 3 gold tip	7 75
No. 1	13 00
Princess Lillian, Cork tips	17 65
Turkish Trophies	7.75
Egyptian Deities, No. 1, 10s. No. 3, 10s.	25 50
plain tips	17 60
Egyptian Deities, cork tips	18 15
Mogul, cork tip	10 25

High Grade Smoking Tobacco

Imperial Mixture, 2½-oz tin	1.10
Three Kings Mixture,3⅓-oz tins	1 30
Yale Mixture, 1-oz tin, 1⅓	
Yale Mixture, 3⅓-oz tin, 2⅓ lb cartons	1 60
Lone Jack, 3⅓-oz bags, net	1 17½

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Wills' English Smoking.

Capstan, mild,med. or strong, 3½-oz, per lb	1.60
Capstan, mild, med or strong, 1⅔ oz, per lb	1.75
Latakia, 3½ oz, per lb	2.10

Sundry English Smoking.

Pioneer, 3½ oz, per lb	1.45
" 8 oz, per lb	1.43
" 16 oz, per lb	1.40
Lambert & Butler's Log Cabin, 3½ oz, per lb	1.30
Smith's Glasgow Mixture, 3½ oz., per lb	1.70

J. B. PACE TOBACCO COMPANY

Scroll Tag, twist, 6 to lb (other sizes, 67)	66½
" light pressed, all styles	73½
Scroll Tag, cable coil, 3 and 4 oz	76
Corduroy Spun Roll, 6-lb bxs	56½
Mastiff Plug Cut, 1⅔ oz pchs or tin foil pkgs	68
Mastiff Plug Cut, 3½ oz pchs or tin foil pkgs	63
Mastiff Plug Cut,16 oz decorated tin	52½
Boston Smoke, 12s (24s, 48)	49

SURBRUG CO.

Grain, 1⅔ oz patent can	.70
Golden Sceptre, 1-oz, 1-lb cart, per lb	1.20
Golden Sceptre, 1⅔-oz, 2½-lb cart, per lb	1.20
Golden Sceptre, 3½-oz, 2½-lb cart, per lb	1.05
Golden Sceptre,8-oz,5-lb cart, per lb	1.00
Golden Sceptre, 16-oz, 6-lb cart, per lb	.95
Arcadia, 3½ oz, 2½-lb cts (1 1-lb cts 1.60)	1.56
" 1⅔-oz, 2½-lb carts	1.60
" 8 oz. decorated tin.	1.55
" 16 oz. decorated tin.	1.50
Crescent Club Mixture, 3½ oz	90

Cigarettes.

Milo Cork Tips	18 50
" Plain "	18 00
" Ladies' mouthpieces, 20s oval box	9 00
Egyptian Arabs No. 3 Cork Tips	7 40
King William, Egyptian, net	18 00
Turkish Delight, sanitary tip	7 00

JNO. J. BAGLEY & CO.

Net cash.

Gold Shore, 2½-oz	46¾
Lime Kiln cut plug, 2 oz	59¾
" " 3½ oz	59¾
" " 8 oz tins.	66⅔
" " 16 oz tins	64⅓
Sun cured 2½ oz foil	49
" 2½ oz pouch	51

WEYMAN BROS.

Less 2%.

Cut and Dry, 3½ oz papers	32¼

H. BOHLS & CO.

Fancy Mixtures.

White Navy Mixture, 1⅔ oz foil	.65
White Navy, 3½-oz foil, 5-lb cartons	.63
White Navy, 16-oz foil	.60
London Dock, 3½-oz foil, 5-lb cartons	.80
Golden Gate, 3½-oz tin, 5-lb cartons	.85
Bright Virginia Pickings, 3½-oz tin, 5-lb cartons	.80
Gold Bar, 3½-oz tin,5-lb cart.	.90
Great Blend, 16-oz box, mild, medium and special	1.15
Great Blend, 8-oz box, mild, medium and special	1.20
Great Blend, 3½-oz box, mild, medium and special	1.25

Cut Plug.

Seal Rock, 1⅔-oz tins, 2½-lb cartons 25-lb	.74
Seal Rock, 3½-oz tins, 2½-lb cartons 25-lb	.74
Seal Rock, 8-oz tins	.74

50

Peanut, 1⅔-oz foil, 5-lb cart	.38
Old Chief, 8-oz and 16-oz	.46
Seven Up, 16-oz pail, briar pipe with each tin	.54
Seven Up, 16-oz pail, without briar pipe	.45
Seven Up, 2½-oz foil,5-lb cart	.43
Seven Up, 2½-oz pouch, 5-lb cartons	.49

Long Cut.

case, per doz	1.80

R. A. PATTERSON TOBACCO COMPANY.

Less 2%.

Honest Labor, pch and tins, 2½-oz	.50
Lucky Strike, 1⅔ oz tins	.75
" 3½ oz tins	.75
Patterson's Seal, 1⅔ oz foil.	.37
" 3½ oz pch.	.38
" 16 oz tin	.41

SNUFF.

America Snuff Co.

French, Rappee, 1⅔ oz bottles, per 3 doz	2.90
French, Rappee, 3½ oz bottles, per doz	1.80
French, Rappee, 16 oz jars, per lb	65
Maccaboy, 16-oz jars, per lb	.60
Irish High Toast, 16-oz self-sealing fruit jars, 12-lb bxs	.57
Scotch Lillenthal's, in bladders, per lb	60
Scotch Lillenthal's, in weasands, per lb	.62
Horse Shoe, 16 oz glass jars, lb	.50
Horse Shoe, 2½ oz fibre cans	51
Horse Shoe, 8 and 16 oz cans	48
Horse Shoe, 1 oz and 16 oz cans	50

Weyman Bros.

Copenhagen, 16-oz stone jars	60
of 2 doz, per gross	3
1-oz tin. carto	

This Dept. is corrected by Tillmann & Bendel; Pac. Vinegar & Pickle Works.

CATSUPS.

Snider's, qts. doz	3.75
" pts "	2.40
" 1½ pts, "	1.40

Griffon's.

½-pints, per doz	1.12½
Pints, per doz	1.85
Quarts, per doz	3.25

Miscellaneous.

Campbell's, ½ pts, doz	1.15
Heinz, 10-0z	1.45
" 12-oz	2.25
" 17-oz	1.60
Blue Label, 25 ½-pts. to cs	1.65
Blue Label, 25 pts to cs	4.25
Blue Label, 12 qts to cs	3.00
Golden Star, gal jugs, doz	none
" " qt. jugs, doz	3.65
" " pt jugs, doz.	2.35
" " ½ pt jugs, doz.	1.40

Long's Fruit Catsup.

Pts, 24 t o cs, case	4.75
½-Pts, 48 to cs, "	5.75
" 2, 5 and 7 oz tins, lb	1.60

SAUCES.

Holbrook's, ½ pts	2.40
Lea & Perrin's, small	2.75
Lea & Perrin's, medium	5.00
Lea & Perrin's, large	8.25
5 cases, 5c per doz less.	
Tobasco, McIlheny	4.00
Tobasco, New Iberia	3.50
Bengal Worcester, ½ pt	.85
Bengal Worcester, pt	1.25
Pepper, sprinkle top, ½ pt	2.00
Superior Pepper, small	.90
Superior Pepper, large	1.50
Libby's Manchester Sauce, 24½ pints, per doz	1.20

HORSE RADISH.

Picnic Gems, doz	.95
Pints, doz	.96
Medium, doz	1.25
Quarts, doz	2.50

51

FRENCH MUSTARD.
(In bulk.)

	Cal Home Brand	Stan dard
Bbl, per gal	.35	.30
½ bbl, per gal	.37	.32
¼ bbl, per gal	.40	.34
10-Gal Keg	.42	.36
5-Gal. Keg	.45	.38
2-Gal. Pail	.50	.43
1-Gal. Pail	.60	.53

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In Glass, Cal. Home Brand.

8 oz, 2 dz to case, per doz	.95
14-oz, 2 doz to case, per doz	1 75

Standard.

6 oz. small bbl	80

SAUERKRAUT.

Cal. Home Brand—Dry Pack.

Bbl., 50- gal	$13.00
½-bbl., 32 gal	9.00
¼-bbl., 15 gal	5.00
10-Gal Kegs	3.25
5-Gal. Kegs	1.75
2-Gal Pails	.85
1-Gal Pails	.60
Standard Kegs, 10s	2.50

Department 23.

PICKLES, VINEGAR, RELISHES, ETC.

This Department is corrected each week by the Pacific Vinegar & Pickle Works.

PICKLES IN BULK

California Home Brand

	Sour			Sweet		
	Bbl 50 gals	½ bbl 32 gals	¼ bbl 16 gals	Bbls. 50 gals	½ bbl 32 gal	¼ bbl 16 gals
Midgets	30.00	20.00	10.50	42.00	28.00	14.50
Special Small Gherkins						
Bbl. 9000, ½ bbl. 6000, ¼ bbl. 3000	27.00	18.00	9.50	34.50	23.00	12.00
Special Small Mixed						
Same count	27.00	18.00	9.50	34.50	23.00	12.00
Gherkins						
Bbl. 6000, ½ bbl. 4000, ¼ bbl. 2000				31.50	21.00	11.00
Mixed						
Same size				31.50	21.00	11.00
Special Small Medium Pickles						
Bbl. 4500, ½ bbl. 3000, ¼ bbl. 1500	21.00	14.00	7.50	28.50	19.00	10.00
Special Small Medium Mixed						
Same count	21.00	14.00	7.50	28.50	19.00	10.00
Small Medium Pickles						
Bbl. 2400, ½ bbl. 1600, ¼ bbl. 800	16.50	11.00	6.00			
Small Medium Mixed						
Same count	16.50	11.00	6.00			
Bbl. 3000, ½ bbl. 2000, ¼ bbl. 1000	19.50	13.00	7.00	25.50	17.00	9.00
Chow Chow		15.00	8.00			

Package Count	Bbl 1800	Bbl 1500	½ bbl 1200	¼ bbl 600	½ bbl 1000	¼ bbl 500
DILLS	15.00	14.00	10.00	5.50	9.50	5.25

Jumbo Dills.—bbl., 1300, ½ bbls. 900, ¼ bbls. 500.

California Home Brand.

Sour and Sweet, (Plain or Mixed), German Dill, Chow Chow and Oionns

	No1 Sml	No2 Mdn	No3 Lrg	Dills	Swt Mid gets	Sweet Gher-kins	Chow Chow	Pearl Onions
Barrels, 50 gals	.36	.33	.28	.28	.60	.46	1.00	.70
½ Barrels, 32 gals	.38	.35	.30	.30	.62	.48	1.02	.73
¼ Barrels, 16 gals	.40	.37	.32	.32	.64	.50	1.04	.75
Kegs, 10 gals	.42	.39	.34	.34	.66	.52	1.06	.77
Kegs, 5 gals	.44	.41	.36	.36	.68	.54	1.08	.79
Pails, 5 gals	.44	.41	.36	.36	.68	.54	1.08	.79
Pails, 2 gals	.55	.50	.45	.45	.77	.63	1.15	.88
Pails, 1 gal	.65	.60	.55	.55	.87	.73	1.25	.98

"CENTAUR BRAND"

Sour (Plain or Mixed), German Dill, Chow Chow and Onions
Midgets Small Medium Select'd Dills Chow Onions

	Per Gal	No1 sml	No2 Mdn	No3 lrg slct
Barrels, 50 gals		.33	.30	.25
½ Barrels, 32 gals		.35	.32	.27
¼ Barrels, 16 gals		.37	.34	.29
Kegs, 10 gals		.39	.36	.31
Kegs, 5 gals		.41	.38	
Pails, 5 gals		.41	.38	
Pails, 2 gals		.52	.47	

KEG PICKLES.

	Per Pkg.
Full Measure, 5 gal. kegs, No. 3 Pickles	$1.10
Full Measure, 5 gal pails	1.25
Full Measure, 2½ gal. kegs	0.75

53 54

PICKLES IN GLASS

California Home Brand

Pat. Top—English or Octagon	10 oz.	Pt.	Qt.
Gherkins Sour	1.75	2.30	4.50
Mixed Pickles	1.75	2.30	4.50
Chow Chow	1.75	2.30	4.50
Pearl Onions	1.75	3.25	
Sweet Gherkins	1.75	2.75	5.00
Sweet Mixed Pickles	1.75	2.75	5.00
Senf Gherkin	1.75	2.75	5.00

CENTAUR BRAND

American Style—Square Bottom; English Style, Round Bottom.

	Pts.	Qts.	½ Gal	Gal.	Pt.	Qt.
Gherkins	1.20	1.75	3.00	5.00	1.75	3.00
Mixed Pickles	1.20	1.75	3.00	5.00	1.75	3.00
Chow Chow	1.20	1.75	3.00	5.00	1.75	3.00
Picalilli	1.20	1.75	3.00	5.00	1.75	3.00
Mexican Hot	1.20	1.75	3.00	5.00	1.75	3.00
Cal. Onions	1.20	1.75	3.00	5.00	1.75	3.00

TOMATO CATSUP.

	In Glass. per doz			Jugs. per Jug		1 Gal. Tins	
	½ Pt.	Pt.	Qt.	1 Gal.	2 Gal.	Scr. tp	Ft. tp
Cal. Home Brand	1.35	*2.25	3.25	1.00	1.90	.80	.75
Sunrise				.85	1.60	.65	.60
Sunset	.90	1.65	2.75	.60	1.20	.50	.45

Tomato Catsup—In Bulk.

	Bbl. 50 Gal.	¼ Bbl. 32 Gal.	¼ Bbl. 16 Gal.	10 Gal. Keg	5 Gal. Keg
Cal Home Brand	.50	.55	.60	.63	.65
Sunrise	.40	.45	.50	.53	.55
Sunset	.35	.40	.45	.48	.50

TABLE SAUCE.

In Glass.

	½ Pts.	Pts.	Qts.	In Jugs 1 Gal.	In Jugs 2 Gal.	Gal. Tins.
Cal. Home Brand	1.75	2.75	3.75	1.25	2.25	...
Worcestershire	1.00	2.00	3.00	1.00	2.00	.85
Chestershire	.75	1.50	2.25	.60	1.20	.55

55 56

Table Sauce in Bulk.

	Bbls. 50 Gal.	½ bbls 23 Gal.	¼ bbl. 16 Gal.	10 Gal. Keg	5 Gal Keg
Cal. Home Brand	1.35	*2.25	3.50	1.00	1.90	.80	.75
Sunrise				.85	1.60	.65	.60
Sunset				.60	1.20	.50	.45

VINEGAR

Commercial Wine, Cider, Malt or Spirit Vinegar

	40 Gr.	50 Gr.	60 Gr.	70 Gr.	80 Gr.	90 Gr.
Barrels	.14	.16	.17	.18	.20	22
½ Barrels	.16	.18	.19	.20	22	24
¼ Barrels	.18	.20	.21	.22	24	26

HIGH GRADE VINEGARS

	Barrels	½ Bbls
California Home Brand White Wine Vinegar	.30	.35
Cal. Home Brand Apple Juice Vinegar	.25	.30
California Home Brand Pure Pickling Vinegar	.25	.30

RELISHES AND CONDIMENTS

Miscellaneous.

California Home Brand.

	9 oz	½ Pt	Pt
Tomato Chutney	1.75	1.65	2.50
Chili Sauce	1.75	1.65	2.50

California Home Brand

Same, in Bulk, Per Gallon.

	8 oz.	Olympics	14 oz.	Pts
Sweet Relish	.95	1.75	2.00	2.75
East India Relish	.95	1.75	2.00	2.75
Red Hot	.95	1.75	2.00	2.75

Attracting Trade.

Selecting Right Leaders.

A well posted dealer in the grocery line when interviewed recently on the subject of "leaders in the grocery business," commented upon the fact that poor judgment is frequently used by the retail merchant in selecting the article upon which he will make his special prices.

"At the present time," said this merchant, "many retail grocers will be found who are selling canned tomatoes very low, in spite of the fact that they have very little of this commodity on hand, and as soon as this is exhausted they will find it impossible to secure any more at anywhere near the price which they paid for the goods which they now have paid for goods which they now have on hand. Instead of taking advantage of the advanced prices in tomatoes which have occured through the operation of a syndicate which claims to control the visible supply of this commodity, the goods are being offered in some cases at retail at extremely low prices.

If these merchants were to use corn as a leader at the present time they could derive just as much advertising and at the same time would be protected on future sales, for on account of the large pack of corn this year, the price on desirable goods is still low, and when present stocks are exhausted they can be replaced at prices which will enable the dealer to continue to make this article a leader without involving any monetary loss.

The point brought out by this merchant is well taken. There are times in the grocery business when the merchant unfortunately buys canned goods only to find later that the wholesale price has declined and it behooves him therefore when an opportunity such as is offered by the present tomato situation presents itself, to take advantage of the extra profit which he could make by basing his selling price upon the present prices instead of on the prices he paid for the goods.

Courtesy as an Asset.

The cheapest asset a dealer can have is courtesy. It is non-assessable, non-depreciable, and takes up no room. His clerks can add to the capital stock and the profits are infinite. If you haven't got a good supply on hand lay in a stock at once and grow. It's the greatest business fertilizer on the market.

Don't Talk Hard Times.

A large part of prosperity or adversity is purely due to public opinion, and, therefore, the dealer who is known, by word or action, to lead people to believe that times are hard, is the one who is really making times hard by encouraging the thought in the minds of the public, and is, therefore, not only injuring business men in general but himself in particular.

Leaving aside the question of future ill-effects resulting from this habit, there is another feature that this class of tradesmen fail to appreciate, it becomes, or rather growns on a person and they soon fall into the way of complaining, be the trade good or bad.

Attractive Effect in Show Cards.

Some show card writers produce handsome cards by putting a soft, vignetted background behind the lettering in some contrasting color.

This background is irregular or cloud-like in form, the color being heaviest in the central part and gradualy diminishing in intensity to the edges, which fade almost imperceptibly away.

To produce this effect the card maker takes his sheet of card, lays it flat, and places upon it, where the center of the background is to be, a small quantity of "dry color" — red, blue, green or yelow.

Then he takes a small wad of cotton covered with chamois skin and rubs the color into the card, working away from the center with a circular motion, until he has the background shaded to suit him.

The lettering will be best made in black over either of the colors named, and no shading is required.

If the writer is skillful, however, a shading of the letters with the same color as the background, but deeper in tone, will produce a fine appearance.

A petition requesting that the United Railroads start immediately on the work of reconstructing the Pacific-ave. line is being circulated.

Clerk's Corner.

THE WELL-INFORMED SALESMAN.

Men and books are the great educators. The influence begins for most of us after the work of the schoolmaster is done. It is then that the mind is best fitted to absorb knowledge, and he that is receptive to it can easily become what we term a well-informed man. If you have this keen thirst for knowledge it will aid in your success as well.

In salesmanship it is an investment that makes large return. There is not another calling by which men earn bread so full of educational opportunities as this. The work that lies in your path is always and everywhere an educational process. If you had, only an ounce of brains and the faintest desire to use them, you could scarcely help developing through your daily experience into a refined and cultured gentleman. Are you disposed to grasp or neglect these advantages?

As a saleman much is given to you and much will be expected of you. Let us consider, says the American Jeweler. You are in daily contact with all manner of people and have a direct interest in studying their characters. You talk with them and hear their opinions and frequently have occasion to "draw them out" on business matters or on topics relating to art, literature or the home. Many of these persons are apt to be scholarly or accomplished; all are more or less friendly and communicative. Assuredly, it will be your own fault if you do not learn much from them and add to your store of knowledge every day.

To Better Your Condition.

Earn more than your salary.

Don't wait for a raise in salary before working harder. If you do you will never get it.

A clerk has to do more than he is paid for before he can attract attention. Then the increase of wages should come.

Get customers in the habit of asking for you to wait upon them. Many a clerk has gotten enough trade of his own that way to start a business.

Don't expect a vacation in the quiet season if you are not willing to work over time in the busy season.

Every clerk should study his business with the intention of some day becoming a proprietor and managing a business of his own. Of course, if every man did become a proprietor there would presently be no clerks.

(Continued next week)

CALIFORNIA

WINE ASSOCIATION

Main Offices,

180 Townsend St.

Near Third St. San Francisco.

All products guaranteed under the Food and Drugs Act of June 30, 1906, and the Laws of California.

To Introduce our Sunlit Jellies, Jams and Preserves

We are advertising them in many of the Newspapers and in other ways. The High Quality and Perfect Purity of the Sunlit products will commend them to the trade as well as to the consumers. Write or telephone for prices.

Sunlit Fruit Company

Telephone, Berkeley 4333

2438 4th Street Berkeley, California

Window Dressing.

ART AND SCIENCE OF WINDOW DRESSING.

By S. W. Roth
(Continued From Last Week.)

What the designer aims at in his work of art is to carry out the commercial intent to the fullest possible ex tent. He is not content to make a design that is the expression of art. Something more than a pretty picture is required. He must make a design, which when copied for the display will sell goods.

This idea that the house for which he labors is a mercantile establishment must never be lost sight of. The house wants to sell the news goods they have ordered, and they expect the designer to help them do so with his designs. It matters not to the firm how beautiful a picture the designer may draw the question always comes up, **Will it help sell goods."**

What the merchant says, in effect to his designer is this: Here is a new line of goods. Make me a design for a window display that will help sell them.

ART AND ETHICS.

Apart from the technique of window dressing, there is an art pure and simple. There is a question of ethics to be considered. Of itself, art has to do with the creation of a beautiful picture in the window display. Any beautiful window display will be attractive. But that is not sufficient. The beauty must be the ispiration of the real purpose for which the window is made beautiful. In the designer creates a beautiful design and makes a beautiful window after that design, he will have an attractive window. But he has lost more than half his opportunity, if he does not give emphatic expression in that window to an underlying purpose and that is calling attention to the particular line of goods offered for sale.

To create a beautiful picture and put the goods for sale in that picture is not good ethics. The true artist, alive to the ethical side of his picture, considers the merchandise first. He lays the foundation of his picture in the goods to be displayed. All the artistic developments of his design starts from the merchandise to be exhibited. The size, form, color and all qualities are given due weight with the artist. The season of the year is not forgotten, either. With all this in his mind the artist proceeds to work out his design. All contracts of form and color, made for art's sake, will be found in his design subordinated to the merchandise itself. Each item in the design is carefully weighed as to its relation to the goods on exhibition. If an illusion is created whereby the goods exhibited are made to appear unnecessarily large, all those accesories which tend to create that effect are changed so as to produce an illusion of an entirely opposite character. It may be that the artist desires to give breadth or length to his exhibit. He strives for that illusion in his design. Or perhaps he wishes to create an effect of ruggedness or delicacy in his exhibit. This he does by the development of his accessories. To heighten or lessen an effect in this way is the work of an artist pure and simple. And a genius in this work can do wonders in the way of creating illusions.

Usually the artist adds to the effect of his picture by taking advantage of the relation of the merchandise shown to the seasons, the time of day, to sentiment, to philosophy, to poetry, to science or any other matter. Thus a man showing coal in his window might have a winter scene for a background. A show of spring hats would look well in a spring setting. Overcoats would show to advantage in a scene suggesting cold weather. Breakfast foods would find in a morning scene an appropriate setting. Candles, coal oil or lamps would need a night scene. And so on through the list of goods that are properly shown in a window.

The effect of this appropriate setting is suggestive. If we see a farm scene, a wheat field, or a mill back of a stack of flour on exhibition the accessary, instead of taking our mind from the merchandise shown, has the contrary effect. It serves to fix it more securely on the flour.

All this belongs to the ethical side of the design. Anything among the accessories to the merchandise on exhibition that is in any way related to it comes within the ethical class of the design.

The novice in window dressing should get this well fixed in his mind so that when he comes to making conceptions for his designs he will have all parts of his picture clearly separted in his mind. He may know in this way wherein lies some minor fault that may easily be remedied, whereas were he not able to separate the artistic from the ethical, he would have a jumble of art in his mind that would give him no end of trouble.

In a mixed window where it is desired to display several varieties of goods, the merchant should select for his display, so far as it is possible to do so, such goods as do not conflict violently so far as their ethical accessories are concerned. At least the goods shown should have some accessories in common. Where the related accessories show a tendency to conflict ethically, those accessories should be avoided and those used liberally that show some relationship in common.

When the window dresser has got the artistic side of his picture well fixed in his mind he should carefully examine all the accessories to see if they are ethically as well as artistically correct. He may find that some of these are artistic so far as color and form go, but they may be remotely related, if related at all to the central idea he wishes to convey. In which case having located the fault, the correction may be easily made.

(To be continued next week)

NEW 'PHONE NUMBERS.

The "Advocate" telephone number has been changed. You can now get our office by calling up either:

WEST 5725.
WEST 4793.

THE PURE FOOD LAW.

A great part of our next week's issue will be devoted to the Pure Food Law of California, which becomes effective January 1st. The law will be printed in full and all rulings and decisions of the State Board of Health will be printed.

"Just a Shade on Others"

Weinhard

THE PEER OF BOTTLE BEER

California Bottling Co.

SOLE BOTTLERS

1255 Harrison Street

Phone Market 977

Weinhard is the delicious beer served at the Cafe San Francisco—
The Louvre—Tait's—and many other Cafes

Grocery Notes.

Oroville.—A new firm will open a **grocery** and fruit store in the McGee building at the corner of Lincoln and Montgomery streets. The members of the firm will be J. R. Westwood and William A. Westwood. The latter will be manager of the business.

Petaluma.—J. W. Hamilton of the local grocer sold his grocery store at cor. of Main and Washington Sts. to Wilson & Smith, who some time ago bought the Neuert & Staats grocery store. They will close the old store and move their stock and fixtures to the store now occupied by Mr. Hamilton.

Hartford.—The announcement by the Horlock-Clow Co., states that the grocery department so long a feature of the store fronting on both Irwin and 7th. Sts., has been discontinued, and that the same has been sold to W. H. Brown & L. G. Nieson, who will open a grocery store in the Vendome bldg. No. 219 and 221 N. Irwin St.

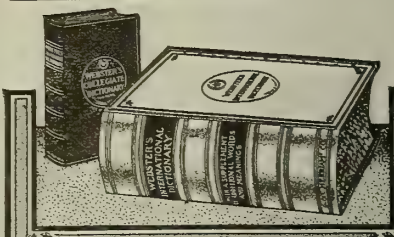
Santa Cruz.—Thomas Flannery has leased the store now occupied by Mr. Wolf, corner Pacific Av. and Elm St., and will move his **grocery** thereto when the necessary alterations in the building are made. A new front, octagon corner, door being on corner, and glass on Elm St., will be put in

Truckee.—The Sassarini grocery building on the south side of the Southern Pacific company's track is nearing completion. The building is of stone and there will be no openings except at the ends. This is the first instance of Italians embarking in the grocery business in Truckee. Several are owners of saloons and one is in the dry goods business.. Sassarini kept a modest stock of groceries on hand last winter, but now feels that the business he carries justifies a building of this kind.

Lincoln.—It is stated or good authority that C. E. Finney has consummated the sale of his grocery business to Clarence Kier and Julius Tofft, two of Lincoln's most trustworthy young men. They will rent the store formerly occupied by the Rochdale company. Mr. Finney will continue in business, but will handle gents furnishing goods, dry goods and boots and shoes exclusively, a branch of the mercantile business that he thoroughly understands.

Modesto.—Modesto is to have a new **grocery** store—a fancy grocery. It will be conducted in Mrs. Minnie Evan's building on Tenth street, by H. C. Thompson, the Pasadena gentleman who recently purchased the old Mose May place west of Modesto on the river. He is a man of means and is an old-timer in the fancy grocery line.

Redding, Cal.—W. W. Morris is lost to Burney Valley for some time. Saturday Mr. Morris sold out his share of the business of the firm of Gale & Morris, general merchandise dealers, to George J. Grinnell. Mr. Morris was in Redding yesterday on his way to San Francisco. He enters the Dental College today, and when he next returns to Shasta county for a permanent stay it will be as a full-fledged dentist. The price for which Mr. Morris sold out his business was stated by him Sunday to be $5000.



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Besides an accurate, practical, and scholarly vocabulary of English, enlarged with 25,000 NEW WORDS, the International contains a History of the English Language, Guide to pronunciation, Dictionary of Fiction, New Gazetteer of the World, New Biographical Dictionary, Vocabulary of Scripture Names, Greek and Latin Names, and English Christian Names, Foreign Quotations, Abbreviations, Metric System.

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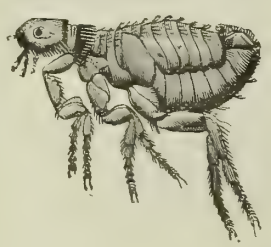
J. H. Newbauer & Co.

Importers and Wholesale Grocers

430-432 Fifth Street

Phone Temporary 3680

San Francisco California



The Eureka Insect Exterminator

is a preparation of eight different drugs and is so well compounded that it actually destroys insects, yet it is harmless to the human.

It kills Fleas, Flies, Ants, Moths, Bedbugs, Roaches, Lice, Mosquitos, Etc.

Price list, page 28.

For Sale by the Wholesale Drug and Grocery Trade
JOSEPH FUSCH, Manufacturer.

1797 Bray Ave.
Fruitvale, Cal.

Phone Merritt 2962

KELLEY-CLARKE CO.

23 Market St., San Francisco

IVORY SOAP
LENOX SOAP
P. & G. NAPTHA SOAP
K. C. BAKING POWDER
PROCTOR & GAMBLE CANDLES
ORANGE CITY RUSKS
PEARL GUM
HONEYSUCKLE MILK



An Auto? No!

Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

THE CASH BUYER PAYS BILLS OF DEADBEATS.

Those who imagine the would like to be the grocer man and get rich quick are not familiar with the grocery business. Dun's mercantile agency reports show there are 250,000 grocers in the United States and 12,000 on the Pacific Coast. Seventy-five per cent of the whole number fail every year, 22 per cent make a fair living and only 3 per cent are ranked as prosperous business men. How would you like to be the grocer man, after digesting these figures?

The bane of the grocer's life is the deadbeat. The beats are the bane of every business, for that matter. But groceries are sold on so small a margin of profit and there is so much incidental loss, the grocer can ill afford to lose on bad bills. In fact, he cannot afford to lose on that score and he does not, as a rule, for what he loses on bad customers he makes up on good customers—those who pay cash or whose credit is gilt-edged. The grocer may plead "the first law of nature"— self preservation— in thus mulcting his good customers to cover the delinquencies of the deadbeats. There is no other way to make it up, so long as the grocer has bad bills. He must soak the ready-payers with higher prices in order to recoup what he loses through the never-payers. Else he will make shipwreck of business.

The California Retail Grocer's and Merchant's Association, in session at Sacramento, took steps to protect each other against deadbeats. The deadbeats will be blacklisted. They will be refused credit. Where they are responsible and are already owing, they will be sued. There is to be vigorous war against the beats all along the line. This should help the cash buyer and the man who always pays his bills promptly.

The deadbeat is a pest. Every community has him. He manages to keep out of jail, although morally worse than many of those who go to jail. When he buys groceries and merchandise with the deliberate purposes of never paying for them, although he is able to do so, he is a thief, despit the fact that the law does not quite hold him so. If he should enter store and steal the same quantity of goods while the proprieor's back is turned, he would commit no worse crime than when he runs up the bill that he never intends to pay.

The California grocers are doing well to protect the honest public against these dishonest debt-jumpers. The grocers and business men generally should work for the enactment of a state law defining the deliberate refusal to pay a store debt when the debtor is able to pay, as obtaining goods under false pretenses, and providing for the punishment of the guilty accordingly.

Evasion of store debts is an evil not monopolized by poor men by any means. Many rich people are the worst offenders along this line.

FORT SMITH REFRIGERATORS—COLD and DRY.

THE PERFECTION CHEESE CUTTER



Is a computing cheese cutter. It is so simple that any boy can operate it. Any boy can take it apart, clean it and put it together again without a mistake.

It will last a life time and we guarantee it to cut out the Retail Grocer's exact profit from every cheese. No [illegible] work about it.

Ask one of the Thousands of your competitors using a Perfection Computing Cheese Cutter, if the Cutter didn't save its cost the first 90 days.

Then write to us.

The American Computing Co.

Indianapolis, Ind.

By Merit and Integrity BORDEN'S Milk Products Have Continued in Popularity with Dealer and Consumer for

EAGLE BRAND CONDENSED MILK



50 Years



PIONEER BRAND EVAPORATED MILK (Unsweetened)

BORDEN'S CONDENSED MILK CO., Originators of Condensed Milk and "Leaders of Quality"

Seasonable Suggestions

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

PUSH THE GOODS
PROTECTED BY AGREEMENTS
CUT OUT
AS FAR AS POSSIBLE
ALL GOODS
DEMORALIZED
BY PRICE CUTTERS

Your methods can be improved.

Gets dark early now—sell lamps wicks, etc.

The first Telegraph Wire was hung in 1826.

Salt was first boiled in Syracuse N. Y. in 1787.

Houses were first numbered in Philadelphia in 1811.

Tinware was first made in this country in 1870.

In 1641 the first rope was manufacturered at Boston.

The first omnibus plied to and fro in New York in 1813.

Lucky is the man who loses his reputation—if it is bad.

The first public schools were opned in 1645 in Massachusetts.

Tobacco was first grown for export in this country in 1616.

The greatest length of England and Scotland is about 608 miles.

It takes a man with sand to leave foot-prints on those of time.

The first American Theatre was opened in 1750 in New York.

The first stone paving for streets was laid in New York in 1658.

Umbrellas were introduced into America from England in 1772.

The first United States piano was manufactured in Boston in 1825.

The first sewing silk was manufactured by an American in 1846.

The wheel that does the squeaking is the one that gets the grease.

The first street lighting done in this country was in New York in 1697.

The population of the world averages 109 women to every 100 men.

The first paper mill was put in operation in Roxsborough Pa., in 1690.

The manufacture of an absolutely weldless chain is now an accomplished fact.

Do not hold your head so high that you cannot see where your feet are going.

The first Fire Engine used in this country was brought from England in 1731.

The human brain according to Cuvier is the one twenty-eighth part of the body.

The Lusitania on her maiden trip to New York burned 1,100 tons of coal per day.

Philadelphia was the first city to issue a directory its first edition coming out in 1785.

Adopt some good plan for making collections and try to get in some of the coin that's due you.

Dreaming of fame will not make men great. It is hard work that cuts nitches in the rock of Fame.

See that your delivery wagons are kept painted. Let every outside indication be of success and progress.

You have no more valuable asset than the faith of your customer in your honesty and your judgment.

If you win it is no certain evidence that you are right; or if you loose—no postive reason you are wrong.

Don't think you can succeed without advertising. There is no department of your business will show neglect quicker.

The United States consumes more tobacco than any other country in the world, though not in per capita consumption.

It should be every grocer's ambition to be the leading grocer of his town. But you never will be unless you deserve it.

Patience is one of the greatest virtues and it blazes the pathway toward success. In combination with work, it is unbeatable.

More persons have crossed the Atlantic from this side during the first six months of this year than during any similar period.

Never mind the high rental if the situation is the best. Redoubled energy and attention will more than meet the difference.

Refrigerators with lots of glass in front help to sell goods. They display butter and cheese and lots of things to perfection.

Sixty-three steam shovels are working on the Panama Canal at the present time. Twenty-two other shovels are to be delivered during this year.

Twenty years ago the total ordinary expense of the United States amounted to $242,000,000. This year the post-office appropriation bill carries nearly $200,000,000 alone.

Honest talk is what counts in your advertising. Don't try to use all the big words in the dictionary in an endeavor to tell the people what you have in your store.

LONG'S

Preserves the standard preserve of the world and absolutely pure.
Saratoga Drips pleases the palate, whets the appetite, gives hot cakes a delightful flavor.
Woodlawn Maple is superior grade of Maple Syrup, guaranteed for its purity strength and flavor.
Maraschino Cherries the finest of California's selected cherries preserved in maraschino, unequalled by any manufacturer.
Peerless Bar and **Powdered Sugar** the best and cleanest sugar sugar on the market. TRY THEM.

Long Syrup Refining Co.
SAN FRANCISCO.

The average consumption of fruit in this country, is probably twenty times what is was twenty-five years ago, and soley because twenty times as much fruit is grown.

There's no such thing as progress, for the merchant who is doing "good enough." Always strive to do better and better day after day. It is the only way to keep from slipping back.

Never run from a policeman or a dog. They'll think you are guilty whether you are or not. Then you are sure to get a clubbing or a bitting, no matter how little you may deserve it.

All the Presidents of the United States at $50,000 annual salaries would only draw $5,000,000 in 100 years of time—just the little pocket change that the drummers of America draw in two days and a half.

Try to do everything you have to do better than you did it the last time. There are precious few people in this world who are doing "good enough," and it is a moral certainty that you're not one of the few.

Put your whole heart and thought into your business. Think about it all the time—never stop thinking about it in business hours. Study out ways of increasing trade, of building yourself up as a business man and a figure in your home community.

Kentucky, with a population of 55 to each square mile, has but 8 1-10 miles of railroad line for each 100 square miles, and but 14.5 miles for each 10,000 inhabitants. Indiana, just across the river, with a population of 76 for each square mile, has 19.2 miles of railroad line for each 100 square miles.

Work has been begun on the proposed Japanese International Exposition, which will be held in Tokio, commencing April 1 next year. The affair will cost $10,000,000 and half of this has been subscribed by the Government, while the remainder has been pledged by private persons and concerns. The greatest exhibition the Orient has ever seen is promised.

Among many of the practical sayings of Benjamin Franklin in his celebrated Almanacs the following may still hold interest for some of our grocers: "Let not the sun look down and say, 'Inglorious here he lies.'"

"One today is worth two to-morrow."

"The cat in gloves catches no mice.

"Little strokes fell great oakes.

"Keep thy shop and thy shop will keep thee."

"The eye of the master will do more work than both his hands.

"A little neglect will breed great mischief.

"What maintains one vice would bring up two children.

"Beware of little expenses; a small leak will sink a great ship.

If you would know the value of money go and try to borrow some.

"'Tis hard for an empty sack to stand upright.

"Creditors are a superstitious set, great observers of set days and times.

"Rather go to bed supperless than rise in debt.

"The borrower is a slave to the lender.

"But does thou love life? then do not squander time, for that's the stuff life is made of."

The tin can is rightly called American. The first canning process dates back to the United States patent granted to Augustus De Heine in 1810. His method was not successful, but it led to the perfection of that which is in widest use today, by which fruits, vegetables, meats, fish, etc., are sealed in cans, leaving two tiny holes through which the air escapes when the can is heated. They are sealed in turn and the trick is done. Successful canning by this process was accomplished in this country as early as 1825. Soon the tin can was being utilized in important movements. When Dr. Kane's Arctic expedition set out in 1849 it carried canned goods put up in Newark, N. J., and with the gold rush to California these goods began to become staple and necessary. In 1856 a New York milkman perfected the first successful process for condensing and canning milk, and five years later, when the civil war broke out, this product became so popular in the army that his fortune was made. From that time forth the American has left a trail of tin cans in all his marches, whether peaceful or warlike.

These three causes acting together may heat hay that is well packed in a close mow so that there is no circulation of air to carry off the heat, to a temperature of 212 degrees Fahrenheit that at which water boils. Then the hay begins to char; the charcoal so formed absorbs oxygen and the mass grows still hotter. The heat reaches 265 degrees; then the mass blazes. Bran, grain, and silo material may ignite spontaneously if placed under similar conditions. Many barn fires from this cause are reported "cause unknown, the whole barn seemed ablaze at once."—**D. S. Creamer, State Fire Marshall.**

U. S. Metal Polish

POLISH.

Qts	$3.00 per doz
Pts	2.00 per doz
½ Pts	.90 per doz

PASTE.

1 lb	$3.00 per doz
½ lb	1.75 per doz
8 oz	.50 per doz
Barkeeper's Friend Powder, gross	$18.00

U. S. METALLIC POLISH PASTE

is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. For sale by all dealers. Also the Savoy Alkali Floor Powder, containing no grease.

J. T. WILSON,
Pacific Coast Agt., 2871 16th St. S. F.

Cracker Jack

"The More You Eat
The More You Want"

The World's Greatest 5 Cent Seller

Dodge, Sweeney & Co.

Agents

San Francisco California

Mutual Fire Insurance.

Reasons For Such Companies And Advantages Accruing.

SOUTHERN CALIFORNIA PROGRESS

(Written expressly for the **"Advocate"** by J. F. Paulding of Los Angeles.)

There are many reasons why we should have a merchants mutual fire insurance company in the State of California. The risks in this State are not subject to the same exposures as they are in the east. There is practically no lightning, little wind, and much less fire used in our buildings. The one feature of lightning which amounts to nothing in this State, is the cause of many losses throughout the eastern states. In a report of an Ohio mutual company giving losses for the year 1906, at least one third of the losses were caused by lightning. This being entirely eliminated, with little or no fire in the summer time, much less in the winter than in the east, coupled with the class of risks to be taken makes the inducements for a merchants mutual very attractive. There is little doubt, but what a merchants mutual can be run on present rates of insurance with only 25 per cent of the amount collected in premiums required to pay losses.

Fire Insurance Commissioners Report.

The report of our State Fire Insurance Commissioner shows that it requires about ⅓ of the premiums collected to meet the fire losses. This leaves ⅔ to meet expenses, provide reserve funds and dividends. There is no business that pays such a profit to my knowledge and when the profits are great it means a well conducted co-operative movement will succeed. The reason for so many failurs in the co-operative store movement are that the profits in the mercantile line are so small that a co-operative movement is not necessary to get goods at what they should be sold for. If a dealer was making 200 per cent in gross profits, the co-operative movements would have succeeded beyond the most fond expectation of the promoters. If the old line companies can meet their losses with ⅓ of their premiums, a mutual company can meet their losses with 25 per cent of their premiums, by refusing the extra hazardous risks. It is therefore safe to say that a mutual company with proper supervision will be able to write insurance at least 25 per cent cheaper than the stock companies. In the first place there will be less money in reserve funds, which will have to lay at times without drawing interest and the management will be more economical, and the business will be gotten for a less expense.

Southern California Merchants Mutual.

The Retail Merchants of Southern California have already organized and incorporated a Merchants Mutual Fre Insurance Company and the State Association should organize the Merchants Mutual Fire Insurance Company of California. There were a few who wished the Southern California Mutual called the Merchants Mutual of California, inasmuch as we were first in the field; but others believed it would be an encreachment of the rights of the State Association, which organization fathered the bill and passed it through the legislature. The State Association should take steps at once to form a State company and exchange business with the Southern California Mutual and a risk somewhat in keeping with the demands of the merchants could be taken. If the Northern merchants are not going to organize a company they should boost the Southern California Mutual and help carry it along until it got on its feet and then Southern California would help the north organize a company when the time comes.

The Southern California Mutual is organized on a broad principle and is backed by thorough business men. A board of directors of 21 men have been chosen, among which are several big business men of Los Angeles. Sixteen of the board come from outside towns, one from each place, and five from Los Angeles. An executive committee of five members will have charge of matters that do not require a full meeting of the board of directors and board meetings will be held only when necessary. A subscription lists for bonds which will pay 7 per cent has been started and several bonds have already been sold. The bonds are in denominations of $25.00 each and can be purchased in any amounts up to the $50.000. The bonds are to be retired on or before 20 years at will of the board of directors when sufficient funds have accumulated. By-laws have been adopted and permanent officers chosen. We expect to be ready for business about January or February, and will give 20 per cent discount off board rates.

Mr. Wm. F. Bartsch, together with his wife and daughter, arrived from the East at midnight September 25. They have been gone several months and have visited everything worth seeing. Mr. Bartsch, though a pronounced hustler himself, was constrained to give the Easterners the palm. He says they are marvelous.

The Sunlit Fruit Co. has leased a store in the building 167 Steuart st. for local offices and warerooms.

Cable Address "CLUFFECK." Telephone Temporary 2860

William Cluff Company, Inc.

Wholesale Grocers

Importers and Exporters of Cigars and Tobacco.

Spear and Mission Sts.

San Francisco, Cal.

HAAS BROS.

Wholesale Grocers---

Importers and Commission Merchants

100 CALIFORNIA STREET

(Corner Davis)

San Francisco California

RETAIL PRICES TOO LOW.

Wise Conclusions of Southern Contemporary Meet One Approval.

One good friend, "The Commercial Bulletin," of Los Angeles recently published a rattling good editorial—so good that we could but feel that to fail to reprint it would be doing **our** readers an injustice. Brother McKinney says:

"Unless the retail grocers of the country get up enough courage to raise prices on their goods, there is likely to be much work for the sheriff this winter in the grocery business.

"It takes courage to raise prices and maintain them. The thought of doing so suggests a loss of trade. And when the grocer is working hard to increase his business it strikes him as poor policy to inaugrated a system that will be certain to decrease the volume of his output. However is is better to do a small business and make a living than it is to handle a large volume of goods and money at a loss.

"A great many retail grocers today are handling certain lines of goods on which the profit does not amount to as much as the cost of handling. They reason that having sold these goods for a long time at a particular price it will be a risky matter to change Rather than take the chance of losing trade they prefer to go along handling these goods at a loss, hoping to make it up on other lines.

"There are so many goods that have changed in cost that the retailer cannot afford to handle them at present price. One or two small lines might not make much difference to him, but there are so many lines up that he must need work a good part of his time for nothing.

"It will not do for the retail grocer to argue himself into the belief that he is making ten cents a dozen on tomatoes when he pays $1.10 for them and sells them for $1.20. It looks like a ten-cent profit on paper. But it is in fact a loss. If a man sold one hundred dozen cans a day his profit would only figure $10. It would keep two men and a cashier pretty busy to handle that many tomatoes, in ten-cent lots, in a day. They would all have to work nights and Sundays taking care of the store. If they dealt in nothing but tomatoes and paid rent and other expenses there would be nothing left for the laborers.

"It is always convenient for the grocer to reason that he has his help and must pay certain other expenses, anyway, therefore it is not necessary to reckon any cost on a weak line of goods. This is a fatal business error The cost of doing business in fixed. and the percentage of cost should be added to the first cost of all goods. If it costs 15 per cent to do business that 15 per cent should be added to the cost.

"No concern can live and lose. There must be some profit or else business must cease. The small loss on certain lines does not amount to much, but there is not only the actual loss but a lost opportunity to make a profit.

At the present time it is not a matter of small loss. There has been an advance in a very long list of goods. These goods have heretofore been sold at such convenient prices as five ten and fifteen cents per package. On live goods the same general rule has obtained. For that reason it is diffiicult to raise prices, and use the smaller denominations of our currency. The odd pennies must be brought into use. for it is from the accumulation of these pennies that the retail grocers must get their profit. It will make a big difference to him at the end of the month whether he scorns an accumulated profit of pennies or a loss of the same amount.

Suisan.—Jack Mayfield & Frank P. Hooper have purchased the grocery business formerly owned and conducted by Perkins Bros., and will continue the business under the firm name of Mayfield & Hooper.

Coalinga.—Bert Marlar has purchased an interest in the grocery store heretofore conducted by Fearon Bros., and hereafter the firm will be known under the firm name of Fearon and Marlar.

FOR SALE.

FOR SALE—FORTY POUND CAPACITY. COKE. CO FEE ROASTER. IN GOOD CONDITION. APPLY OR WRITE. COMPTON TEA & COFFEE STORE. PALO ALTO, CAL.

FOR SALE.

THE GENERAL MERCHANDISE BUSINESS OF PRATT & McLEAN. AT GRIMES LANDING, COLUSA COUNTY. CALIFORNIA. CONSISTING OF A FULL AND COMPLETE LINE OF GENERAL MERCHANDISE. STORE FIXTURES, STORE BUILDING AND LOT. SITUATED IN ONE OF THE RICHEST FARMING COMMUNITIES IN THE STATE. ALL MUST BE SOLD NOT LATER THAN SEPTEMBER 20TH. 1907. FOR FURTHER PARTICULARS SEE F. G. McLEAN AT GRIMES, COLUSA COUNTY, CALIFORNIA.

AN OLD ESTABLISHED, WELL-PAYING GROCERY, FEED AND POULTRY SUPPLY BUSINESS IN PROSPEROUS INTERIOR TOWN. NATIONAL CASH REGISTER; DAYTON SCALES; HALL SAFE; SHOW CASES, ETC., GO WITH THE BUSINESS. STOCK ALL CLEAN AND NEW. THIS IS AN EXCEPTIONAL OPPORTUNITY FOR A LIVE UP-TO-DATE MAN OR FIRM. OTHER BUSINESS INTERESTS REQUIRE THAT THIS BE SOLD WITHIN THE NEXT 60 DAYS. ABOUT $3.000 CASH REQUIRED.

ADDRESS INQUIRIES TO G. B V., CARE "ADVOCATE." 1714 WEBSTER ST., SAN FRANCISCO.

TERMS. STRICTLY CASH.

LOCATION—WITHIN 2 HOURS RIDE OF SAN FRANCISCO.

BUSINESS DOING $40,000 PER ANNUM IN A PROFIT PAYING MANUFACTURING TOWN. WHERE THERE ARE NO CUTTERS. PLANT IS DIVIDED INTO TWO PARTS—ONE A FIRST-CLASS BRANCH LOCATED A BUSINESS OF ABOUT $1.000.00 PER MONTH. MAIN STORE BUILDING IS 27½X64 FEET AND NEWLY FITTED UP. THERE IS AN ANNEX. STORAGE ROOM. BARN AND COAL SHED. REASON FOR SELLING GIVEN ONLY TO BONA-FIDE INQUIRERR-EXCEPT TO SAY. THAT REASONS ARE PERFECTLY LEGITIMATE. AVERAGE MONTHLY PAY-ROLL OF FACTORY EMPLOYEES IN THE TOWN EXCEEDS $65.000. BUSINESS EMBRACES GROCERIES. FEED. HARDWARE. CROCKERY AND DRY GOODS. AS WELL AS COAL. LIME AND CEMENT. ADDRESS "SQUARE DEAL," CARE "ADVOCATE," 1714 WEBSTER ST., SAN FRANCISCO.

FOR SALE—AN ALMOST NEW LAWSON CASH CARRIER SYSTEM OF STATIONS. COMPLETE IN PERFECT WORKING ORDER. PRICE $75.00 CASH, F. O. B. ADDRESS, THE FAIR CO., SAN JOSE.

OLD ESTABLISHED GENERAL MERCHANDISE BUSINESS FOR SALE. LOCATED IN LIVELY MINING TOWN IN NORTHERN PART OF STATE SALE BEING MADE BECAUSE PRESENT OWNER HAS HAD THE BUSINESS FOR FORTY YEARS. APPLY J. H., CARE "ADVOCATE 1714 WEBSTER ST., S. F.

BUSINESS CHANCES.

NOT A BETTER PLACE ON EARTH FOR A WHOLESALE GROCERY HOUSE THAN ASTORIA, OREGON. LIVE WIRE COULD CONTROL ALASKAAN TRADE. TWO-THIRDS OF THE PEOPLE OF THE WORLD LIVE ON THE PACIFC SHORES; THEY ALL MAKE REGULAR BUSINESS OF EATING. YOUNG HUSTLER OUGHT TO START CO-OPERATE COMPANY OR PROMOTE AND LOCATE IT HERE. YOU WOULD DOUBLE YOUR DOLLARS IN THIS BUSINESSFIRST YEAR. WRITE CHAMBER OF COMMERCE. ROOM 200. ASTORIA, OREGON. FOR PARTICULARS. REMEMBER. ASTORIA IS ONLY DEEP-WATER PORT ON COLUMBIA RIVER AND IS ONE OF ONLY FIVE ON PACIFIC COAST.

ANNOUNCEMENT.

Fire destroyed our main factory July 4th., last.

It was seemingly a distastrous way of celebrating a grand day.

But a little thing like a fire could not hinder so great a success as the genuine Toasted Corn Flakes.

It was annoying at the time. We were behind orders—there was no let up to the demand. ,

So we were compelled to crowd our two remaining mills to the limit. We were forced to find temporary quarters to make good as far as possible the shortage which the destroyed factory had caused. But the final outcome of the fire will overcome any inconvenience that it may have caused the public, the trade or ourselves.

. Our immense new fire-proof factory is now being pushed to the most speedy conclusion.

Over 150 workmen are rushing the work. all possible.

This factory will be the largest and best equipped of its kind in the world. New machinery and every convenience to facilitate the manufacture and handling of this delicious food will be installed.

Unless the demand is simply unprecedented—unheard of—we will in a very short time be able to catch up on orders and supply all calls.

If you are having any trouble in getting your regular allotment of the genuine Toasted Corn Flakes, please be patient just a little longer. Don't be mislead into stocking up on an imitation. And remember that a concern that urges you to put in a substitute under such circumstances is not entitled to any consideration from fair-minded members of the grocery trade.

Toasted Corn Flake Co. Battle Creek, Michigan.

FT. SMITH REFRIGERATORS SAVE ICE.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle

YOUR EVERY WANT IN

PAPER

Can Be Supplied by

A. Zellerbach & Sons

121 JACKSON STREET

San Francisco Cal

LASH'S

Kidney and Liver

BITTERS

CURES DYSPEPSIA

1731 Mission St., S. F., Ca'

Greer's Washing Ammonia

It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

310 Sacramento St., San Francisco

Telephone Temporary 3898

Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast.

SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer,** Trade Mark.

Port Costa Flour

(28 per cent Gluten)

Golden Poppy Oat Flakes
Golden Poppy Cereals

ENCORE PANCAKE FLOUR

PORT COSTA MILLING CO.

210 Battery Street San Francisco

ASK $750,000 FROM "GRAPE NUTS" MAKER.

Owners of Weekly Magazine Ask Fortune As Balm For Injured Feelings When Cereal Food Manufacturer Calls Them Many Kinds of Liars.

There is a feud on between C. W. Post, of "Postum" fame and the owners and the editor of Collier's Weekly, all because the magazine printed something about Mr. Post's Grape Nuts which he did not like and which was replied to by Mr. Post in newspaper advertisements where the word "liar" appeared so many times that the publishers thought their character had been damaged to the extent of $750,000.

The plaintiffs in the suit are Peter F. Collier and Robert Collier, publishers of Collier's Weekly and Norman F. Hapgood, editor of that publication.

It all came about through the publication in Collier's Weekly, when the following was printed in connection with a crusade which that publication is making on advertisers which the paper claims is printing statements which are not borne out by facts:

"One widely-circulated paragraph labors to include the impression that Grape-Nutes will obviate the necessity of an operation for appendicitis. This is lying and potentially deadly lying. Similarly Postum continually makes reference to the endorsement of a distinguished doctor or a prominent health official, persons as mythical, doubtless, as they are mysterious."

Immediately after reading what Collier's had to say about this company, Mr. Post threw down the sword he had been using to push post check currency and other measures which he has been agitating and took up the pen as being the mightier weapon and his invective against Collier's is a wonder in the line of "calling down" for the weekly magazine.

In a newspaper advertisement whicvh was widely published in different parts of the country, the Postum Cereal Co., Ltd., most severely scores the Collier people and comes so near calling its management liars that the proprietors and editor brought suit for $250,000 each, the aggregate being $750,000.

The basis of the articles seems to be in reference to Grape Nuts in connection with appendicitis, and Mr. Post offers to bet money, marbles, chalk or cold cash that he can prove all the claims he has made regarding his breakfast food.

According to press reports Mr. Post has admitted the authorship of the rhetorical outburst in the papers hammering Collier's Weekly and hence the suit.

The trade in general is waiting the outcome of the suit and the testimony is expected to be interesting.

G. W Post, as the leading light in the Postum Cereal Co., Ltd. has been long known as a man who has certain convictions and follows up those convictions regardless of what others have to say. He is the originator of be in the interest of the mail order which has been generally supposed to post check currency, a movement houses and his attitude against organized labor has caused much hard feeling on the part of the labor organizations.

GOLDBERG-BOWEN BUY LOT FOR MANUFACTURING PLAN.

Lippman Sachs has sold his large lot on the north side of Post street, west of Leavenworth, to Goldberg, Bowen & Company, for approximately $45,000. The sale was made through the real estate office of Abrahamson Bros. & Co.

Sachs had made all preparations to erect a hotel costing $125,000. When this offer was made him, however, he abandoned the project, though the plans were already drawn. The lot measures 76x37 feet, and Goldberg, Bowen & Company will erect a large manufacturing plant on it, costing $60,000.

NOTICE

Is hereby given that on Wednesday, the 2nd day of October, 1907, a special meeting will be held by the stockholders of the Barrisick's Gold Amalgamating Company at the office, 1003 McAllister St., at 10 A. M.

L. H. BARRISICK'S,
President.

Sanipure Milk

An Artificial Mother's Milk for Infants and Invalids. The only Perfect Substitute for a Healthy Mother's Milk—All Jobbers.

PACIFIC COAST
CONDENSED MILK CO.
Seattle, Wash.

JOHN H. SPOHN, Agents.
San Francisco, Cal.



IN TWO YEARS THE
Royal Electric Mills
Have grown into the Largest Line of its kind in the World

WHY?

BECAUSE—

1st. A ROYAL MILL cuts the Coffee into even granules, without crushing or grinding.

2d. A ROYAL MILL is self-cleaning, not a grain of Coffee is left in the mill to mix with the next lot.

3rd. ROYAL MILLS will Pulverize Coffee Without Heating, no other will do this.

Beck Hardware Co.

73-75 Clementina St., Near 2nd and Folsom Sts San Francisco.

AMUSEMENTS.

NEW ALCAZAR.

This week **"Genesee of the Hills"** is the bill and the splendid scenic effects together with the well balanced Company, have resulted in well filled houses. Next week **"When Knighthood Was In Flower"** will be the attraction.

AMERICAN THEATRE.

This popular place of amusement will reopen Sunday afternoon, October 6th, inaugurating a Fall and Winter season of high class eastern attractions, with Geo. M. Cohan's **"Little Johnny Jones."**

IDORA PARK. (Oakland)

This week marks the closing of the Alameda County Exposition and Carnival, as well as the last week of **"Ship Ahoy,"** which was played to crowded houses during the past ten days. Next Monday night **"Rip Van Winkle"** will be put on. This opera is more romantic than comic and closely follows the beautiful tale of Washington Irving.

YE LIBERTY THEATRE.

(Oakland)

Izetta Jewell, who popularized herself with the patrons of the "Colonial" in this city, is now the leading lady at the popular Oakland play house. This week the bill is **"The Love Route"** and good houses have been ruling throughout the week.

CHUTES.

The present week is the closing one of the **Milan Opera Co. "Mignon"** will be played Friday night, and Sunday matinee; **"Faust,"** Sunday night and Saturday matinee: **"Cavalleria"** and **"Pagliacci"** Saturday night. This will be the last opportunity to listen to first class grand opera for an indefinite period into the future.

CENTRAL.

"Ruled Off the Turf" is drawing big houses at this home of melodrama. Next week beginning Monday night, the intensely thrilling melodrama **"The Amateur Detective"** or **"The Best Man Wins;"** is billed and will no doubt prove as satisfactory as the production of this house usually are.

PRINCESS

Sam Sidman & Co., including 20 high class musical artists, are presenting the "The Jail Birds" this week at the Princess. Una Clayton & Co., are also billed in "Whats In a Name". These attractions, together with sever other features, ought to make a well balanced bill.

COLONIAL.

Richard & Pringle's famous **Minstrels,** 40 strong, are playing at this theatre, during the current week.

NOVELTY.

Louis James in the **"Comedy of Errors"** will hold the stage on the Novelty all next week, reserving Wednesday afternoon and Saturday night for the **"Merchant of Venice."**

VAN NESS.

Next Monday night, the first San Francisco engagement of **Olga Nethersole** and her London Company, opens. **"Sapho"** will be the bill for the entire first week.

ORPHEUM.

The usual excellent programme of high class vauderville can be counted on at this house.

COLISEUM.

The racing now on at this big rink is attracting large crowds on the nights set aside for the sport. The enormous floor space, together with the excellent care taken of same, is constantly making this place of amusement still more the center of attraction for those skaters who appreciate a good floor.

NEW CARTONS NECESSARY.

Fresno.—The pure food law in regard to labels to be placed on canned goods, cartons, bottles, etc., has not affected canners here materially, but it has caused a big difference to the raisin men, putting them to expense which cannot now be estimated, and to endless trouble in order to secure perfect compliance with the law. Twenty millions of raisin cartons are said to be in this city which will have to be either reprinted or restamped, at a cost equal to half the original value of the cartons. The situation is aggravated also by the fact that many cartons are using in daily from the East, all of which have to be worked over when they arrive here, so as not to infringe on the new law.

Wichman, Lutgen & Co.

INCORPORATED

Importers and Wholesale Liquor Dealers

Sole Proprietors

GILT EDGE

WHISKIES

RYE AND BOURBON

Temporary Office and Warehouse

Cor. Everett nd Harrison Avenue, Alameda

Near Park St., Draw-bridge.

431-439 Clay St., San Francisco.

Grocers Attention!

On Tuesday Evening, October 29th

The California "Boston Club"

Will give a theatre party at the New Alcazar. Every merchant owes it to himself to be present. The proceeds will be used to maintain headquarters in Boston during the Grocers' National Convention.

"Your Dues will Pay Your Fare."

California Should Be Strongly Represented at the Next Annual Convention of the

National Retail Grocers Association

Which is to be Held at

BOSTON, MASS., MAY, 1908.

Join the California "Boston Club."

Full details will be forwarded to anyone who may be interested on application. ADDRESS

FRANK B. CONNOLLY

Director, National Association of Retail Grocers.

Secretary, California Retail Grocers and Merchants Association.

901 Stanyan Street **San Francisco**

Handle

Sperry Flour

and make a good

PROFIT

The most Popular Brand on the Market

THE RETAIL

GROCERS ADVOCATE

E. D. EDDY, EDITOR. SAN FRANCISCO, CALIFORNIA, OCTOBER 11, 1907. VOL. 12, NO. 40.

PHOENIX FLOUR

The Whitest **The Best**

Made in Sacramento, Cal.

Up=to=date Machinery

Modern Ideas Coupled with the Thirty Years Experience at the same Location Has Taught Us What Kind Of Wheat To Blend.

RESULT: = PERFECTION

Agencies at Oakland, Eureka, Placerville, Red Bluff and Reno.

PHŒNIX MILLING CO. Sacramento, Cal.

B. E. BRYAN, Oakland Agent, 17th and Wood Sts.
Phone Oakland 8254



The McCaskey Account Register

The MOST COMPLETE Filing Device ever invented for handling Sales Slips.

The McCASKEY SYSTEM takes care of ALL your Acounts—Both Bills Receivable and Bills Payable.

It's a COMPLETE SIMPLIFIED SYSTEM.

The Union Supply Co., Romney, W. VA., say,
"It saves the extra expense of a book-keeper. Therefore we save the salary of one clerk."
The Stewarton Lumber Co., Stewarton, Pa., on Sept. 3, '07, write as follows:
"We are starting a new store. Want another Register. WE ARE USING THREE OF THEM NOW. Send your agent to see us."
They are NOW USING FOUR McCASKEYS.
Are you looking for a Silent Partner that will give you ALL the PROFIT of the Business?
If you are, you better get a McCASKEY.
Write for our FREE 64-page Catalog.

WE CAN SHOW YOU
How Our Register Quickly Pays for Itself, and Continually Earns You a Profit.

W. A. HAWLEY, General Agent Pacific Coast,
237-38 BACON BLOCK, OAKLAND, CAL.

BRANCH AGENCIES: Los Angeles, Cal.; Sacramento, Cal.; Spokane, Wash.; Portland, Ore.; Seattle, Wash.; San Jose, Cal.
THE McCASKEY REGISTER CO., 34 Rush St., Alliance, Ohio, Manufacturers of the Celebrated Multiplex Duplicating Carbon Back Counter Pads, also Single Carbon and Folding Pads.

The Advocate Endorses the McCaskey Account Register.

You take no risk in Selling

RUMFORD

"The Wholesome"

Baking Powder

A guaranty of its purity is on file with the Secretary of Agriculture, Washington, D. C.

Best of the high-grade powders at a reasonable price.

It will pay you to push it.



We Sell

Rice!

From MILLS
Direct to YOU

Send for Samples

W. T. Welisch & Co.

RICE FACTORS

Monadnock Bldg. S. F.

New Sauerkraut

Orders
Promptly
Delivered

REED PICKLE WORKS

1507 Folsom St.

Bet. 11th and 12th

Phone Market 228.

Do You Sell Our

Y-E-A-S-T

Golden Gate Compressed Yeast Co.

Washington and Fillmore Sts.

THE
RETAIL GROCERS ADVOCATE
Published Every Friday by the

CALIFORNIA
RETAIL GROCERS
AND
MERCHANTS
ASSOCIATION

EARL D. EDDY, Editor and Manager.
Paul A. Carew, Assistant.
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Index to Advertisers.

The firms listed below are using the columns of The Advocate in the cause of publicity. We urge our friends and members to remember them in placing orders.

AGENTS, MNFRS.

R. A. Holcombe & Co., 50 Clay St.
W. A. Hawley, 237-38 Bacon Blk., Okd.
Beck Hardware Co., 73-75 Clementina.
Kelly-Clarke Co., 23 Market.
John H. Spohn Co., 50-52 Clay St.
Fred F. Hobbs Co., Hansford Bldg.
The C. B. Jennings Co., 41 Clay St.
Johnson-Lock Mercantile Co., 213 Sansome St.
P. E. Lenfesty, 49 Hartford St.
Castle Bros., 1444 O'Farrell St.
Hughson & Merton, 438 Market St.
Mailliard & Schmiedell, Front and Sacramento Sts.

AMMONIA.

Pacific Ammonia Bottling Co.

BAKING POWDER.

"Royal," Johnson-Locke Mercantile Co., Agts, 213 Sansome St.
A. Schilling & Co, 2d and Folsom.
"Rumford," Rumford Chem. Works, Providence, R. I.
Crescent "Egg-Phosphate." John H. Spohn Co., Agts.

BANKS.

Swiss-American Bank, 1452 Fillmore.

BEER.

California Bottling Co., 1255 Harrison.

BITTERS.

Lash's Bitters Co., 1721 Mission.

CATSUPS.

Pacific Vinegar & Pickle Works, 161 Sacramento St.
"Sniders," John H. Spohn Co., Agts., 52 Clay St.
"Griffion's," California Fruit Canners' Association.

CHEESE CUTTERS.

"Perfection," Levenson Co., Distributors, Front and Pine Sts.

COFFEE, TEA, ETC.

J. A. Folger & Co., Spear & Howard.
M. J. Brandenstein & Co., Mission near Spear.
A. Schilling & Co., 2d and Folsom.

COFFEE MILLS.

F. F. Wear, D. S. A., Pac. Coast.
Hobart Mills, 137-139 Telegraph Ave., Oakland.
"Royal," Beck Hardware Co., Agts., 604 Mission St.
"Enterprise," 438 Market St.

COLLECTORS.

American Collection Agency, Grant Bldg.

COMMISSION MERCHANTS.

Dodge-Sweeney & Co., Hathaway Wharf, S. F.
Scatena, L. & Co., 104 Washington. Phone, Temporry 243.
Scheer, Morehouse & Grandi, Hathaway Wharf and 33 Clay St.
Monotti-Larimer & Co., 707 Grove St.

CONFECTIONARY.

"Hunky Dory," Dodge Sweeney & Co., Agts.

DELICACIES.

Rathjens, P. F., 13145-1319 Pacific.
Wieland Bros., 309-311 Davis St.

EVAPORATED MILK.

Carnation, John H. Spohn Co., Agts., 50-52 Clay St.
Alpine, F. F. Hobbs Co., Agts., Hansford Bldg.
Borden Condensed Milk Co., Johnson-Locke Co., Agts., 213 Sansome St.
"Honeysuckle," Kelley, Clarke Co., 23 Market St.

FLOUR.

Crown Mills, 416 Jackson St.
Del Monte Milling Co., Lombard and Montgomery. Phone, Temporary 1089.
Globe Grain & Milling Co., Chestnut and Montgomery. Phone, West 1616.
Port Costa Milling Co., Battery St., near California.
Bay City Mills, J. C. Westphal & Sons, Prop's., 1st and Clay St., Oakland.
Phoenix Milling Co., Sacramento.
Sperry Flour Co., 112 Spear St.

GINGER ALE.

D. Steimke & Co., Union and Octavia.

INSECT POWDER.

"Eureka."

LYE.

"Red Seal."

MAPLEINE.

John H. Spohn Co., Agts., 52 Clay St.

McCASKEY ACCOUNT REGISTER.

W. A. Hawley, Agt., 237-38 Bacon Blk., Oakland.

MINCE MEAT.

"None Such Condensed," Merrell, Soule Co.

MEAT SLICING MACHINES.

"Enterprise," 438 Market St.

OIL TANKS, ETC.

Beck Hardware Co., 604 Mission St.
F. F. Wear, "National," 137 Telegraph Ave., Oakland.

PAINTS, OILS & GLASS.

W. P. Fuller & Co., Mission and Beale. Phone, Temporary 940.
Whittier, Coburn & Co., Sansome St.

PAPER.

A. Zellerbach & Sons, 421 Jackson St.

PASTE.

Cleveland Macaroni Co., Golden Egg Brands.

PEANUT SELLERS.

Kingery Mfg. Co., 106 E Pearl St., Cincinnati, Ohio.

PICKLES, ETC.

Pacific Vinegar and Pickle Works, 161 Sacramento St.
Reed Pickle Works, 1507 Folsom.

POLISHERS.

X-Ray Stove Polish, R. A. Holcombe Co., Agts., 50 Clay St.
U. S. Metal Polish, J. T. Wilson, Agt., 2871 16th St.

PROVISIONS.

Cudahy Packing Co., Union St.
Western Meat Co., 17th and Harrison.
Swift & Co., 5th and Townsend.

PRUNES.

Los Gatos Cured Fruit Co., Los Gatos.

ROOT BEER.

Chas. H. Hires Co., Philadelphia.

RICE.

W. T. Welisch & Co., Monadnock Bldg.
New Orleans Rice Co., 104 Front St.

REFRIGERATORS.

Ft. Smith Refrigerator Works, Beck Hardware Co., 73 Clementina St.

SAFES.

Parcell's Safe Co., 523 Market.
Richardson Bros., 131 Fifth.

SOAPS.

"Sapolio," J. P. Gillespie, Agt.
Babbitt's Brands, C. B. Jennings Co., Agts., 41 Clay St.
Cudahy Packing Co., 45 Clay St.
Fels Naptha.
Grandpa's Wonder.
Swift & Co., 5th & Townsend Sts.

SODA WATER.

D. Steimke & Co., Union and Octavia.

SYRUPS, ETC.

Long Syrup Refining Co., 8th and Brannan.

STATIONERY.

Schwabacher-Frey Co., 42 Sutter St.

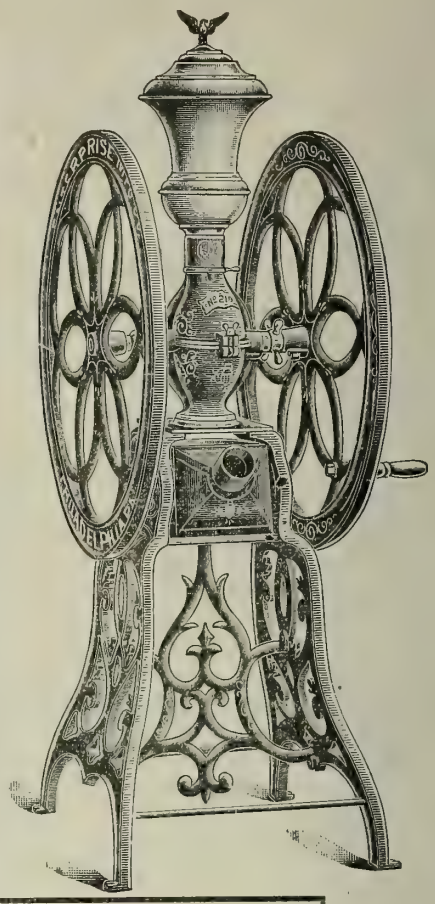
WHISKEY

The Rothenberg Co., 7th and Franklin Sts., Oakland.
Wichman, Lutgen & Co., Everett and Harrison Ave., Alameda.

MARKED "ENTERPRISE"



Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE." The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.



Is your equipment good ? Then make it better
Dont't rest till you have the BEST—
"ENTERPRISE"

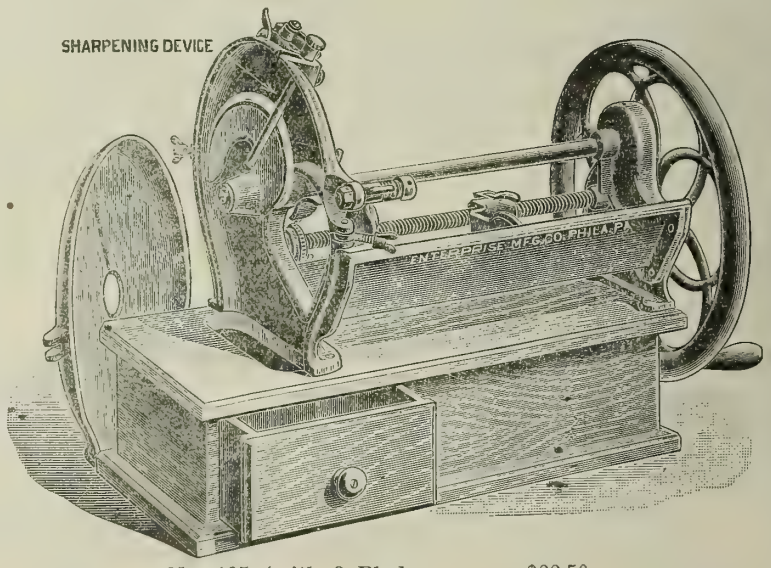
The experience of all users proves that the **"Enterprise" Rotary Smoked Beef Shaver** greatly increases the sales of smoked beef.
Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

AUTOMATIC ADJUSTABLE FEED SELF-SHARPENING DEVICE

Write us for ,catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump, and other specialties demanded by enterprising grocers.

The Enterprise Mfg. Co. of Pa.
Philadelphia, U. S. A.

San Francisco Office, 438 Market St.



No. 125 (with 2 Blades - $22.50
No. 129, (with 1 Blade) - $22.50

THE RETAIL GROCERS ADVOCATE

EARL D. EDDY, EDITOR. SAN FRANCISCO, CAL., OCTOBER 11 1907. VOL. 12. NO. 40.

Bottlers In Line.

Numerous Concerns Realize the Necessity of Helping Their Customers Secure Fair Profits.

The bottlers of Olympia, Tacoma and Rainier beers have decided to establish a two for 25c price on their beer. Many of the local bottlers have the matter under consideration. Before this week is out the decision will be reached.

The grocers cannot afford to sell beer for 10c at its present cost.

All the bottlers recognize this fact.

A few of them are hesitating to fix the two for 25c price because they fear to lose some of their 10c business if they take this step. When these men find that the dealers who are business men will refuse to handle their beer as long as it cannot be sold with a proper margin, they will unquestionably adapt their methods to the needs of their customers.

"Heart of Maryland."

Grocers to Have the Belasco Masterpiece For Their Theatre Party.

All who buy tickets to the Grocers' Theatre Party for Tuesday, Oct. 29th, will have a treat. The play is to be **"The Heart of Maryland,"** Belasco's great masterpiece.

This theatre party is being managed by the Boston Club, made up of California grocers, who propose to attend the National Grocers' Convention at Boston in May, 1908.

A souvenir program is being arranged. This is in charge specially of Messrs. Connolly, Trask, Doyle and Pierce, who report that, already, many large firms have asked the privilege of being represented in its pages, so that the program will be a source of profit.

The program will be of special value to the advertiser since it will be mail-

(Continued to page 7.)

After the Dead Beats.

State Directors Accept Proposition That Will Help Its Members.

ADVOCATE TURNS OVER MONEY

Active Campaign of Organization Will Soon Be In Operation.

Grocers all over California will profit by the plans decided upon by the directors of the California Retail Grocers' and Merchants' Association, at their meeting in San Francisco on Thursday evening, October 3rd.

President Doyle presided at the meeting. There were also in attendance Messrs. Jost and Kilgore of Sacramento, Duncan of Oakland, Warnke of Alameda, Limpinsel of Placerville, Jones of San Jose and Secretary Connolly.

Campaign Against Debtors.

President Doyle was empowered to accept a propositon made to the organization by the American Collection Agency, by which all merchants of any district that may organize may have a delinquent list printed, the cost to be borne by the American Collection Agency. This firm also agreed to contribute to the funds of the organization in proportion to the amount of business turned over and to assist the association secretary with all data possible and to report upon whether people paid their bills or not.

The American Collection Agency requires that the Association secretary should secure from the members who may have bills to collect, the same agreement that it required from its individual subscribers. This agreement is that the subscriber is to pay 50 per cent on the first $50.00 collected and 10 per cent on the balance, and that there be no misrepresentation in regard to bills turned over to the American Collection Agency for collection.

HERE IS THE REAL FOOD TRUST



—From "Interstate Grocer"

Collects Outlawed Bills.

Mr. Aubry of Stockton spoke warmly in favor of accepting the proposition of the American Collection Agency. He said that this agency had collected bills for him that had passed through the hands of numerous other collectors without results and that the most remarkable part of the work was that most of the bills collected, were outlawed.

Field Secretary Powers also spoke in favor of accepting the proposition, explaining that while it would add very materially to the effectiveness of the organization and its value to members the arrangement would be a source of income rather tha na source of expense, and would enable the organization to build district organizations and thus render it possible for the merchants to maintain permanently a secretary in districts where no single town was large enough to make a separate organization possible.

Advocate Makes Money.

Mr. J. W. King, chairman of the **Advocate** committee, was absent at a convention (being nominated for supervisor), and was not able to make his report in person. Mr. Eddy, manager of the **Advocate,** presented Mr. King's report, in the shape of a report from the bookkeeping expert hired by the committee, which showed a balance of $1,800.00 as the gross earnings of the paper the first twelve months it was in the hands of the State Grocers' Association and a check for $200.

President Doyle was empowered to close the contract with Mr. Powers by which the control of the State Grocers' Association should be continued.

President Doyle announced the following committees:

Finance—Jost, chairman; Jones, Duncan.

Advocate—King, chairman; Longstreth, Duncan.

Maintaining Prices—Aubry, chairman; Kilgore, Limpinsel.

Organization—Warnke, chairman; Mottaz, Pearson, Eccleston, Hughes.

Jost Urges Concentration.

The question of organization was then taken up.

Mr. Jost of Sacramento suggested that is was essential to see San Francisco strongly organized. He thought that the officers should not jeopardize results by jumping from one place to another and leaving the work unfinished. He advised that the efforts of the organizer be concentrated on San Francisco at first if that city needed it, and later the organizing force should turn its attention to San Jose and other cities that needed help.

Field Secretary Powers stated that this was exactly in line with what he hoped the directors would decide upon. He looked upon the contract with the American Collection Agency as of great value since it would add materially to the income of the organization and at the same time enable the organizer to assure the new members that a delinquent list would be printed for them containing the names of people who owed bills the grocers were unable to collect theraselves and that these grocers would also be able to locate many debtors who had moved and from whom they had lost money and also get money on bills which they had looked upon as being without value.

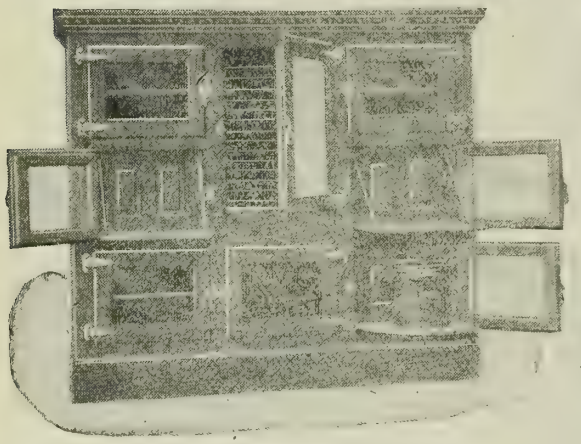
He thought that the grocers in San Francisco should be organized strongly first. Then branch associations be organized in San Jose, Santa Clara, Los Gatos and the towns between there and San Francisco. This group of cities on the west side of San Francisco bay, could then be united under one head with a delinquent list in common. The income would be sufficient to warrant paying salaries to the men necessary to maintain the organization and at the same time the membership would be bound together in such a way as to enable the members to act as a unit in co-operating to induce manufacturers to protect the retail selling price on their product.

Help for Other Cities.

Mr. Powers suggested that after this field had been covered, that the State organizer should go to Alameda county and help their secretary there to bring the grocers in the outside communities of that conuty together to work with the grocers of Oakland and assist in maintaining that organization. A separate deliquent list could be printed for that dstrict.

He suggested that the Field Secre-

FORT SMITH REFRIGERATORS.



STYLE No. 7686

E. Broderick	715 Fillmore St.,	S. F.
Rathjen Co.	Lombard and Fillmore	S. F.
H. Hellberg	Ninth and Bryant	S. F.
McCarthy Bros.	Bush and Baker	S. F.
Kohn Bros	1201 Turk St.	S. F.
F. Stuermer	18th and Danvers St.	S. F.
C. Stelling	29th and Church	S. F.
J. M. Hanley	2300 Sutter	S. F.
Maxwell & Streckenbach	1302 18th St.	S. F.
Fred Pielhop	249 Courtland Ave.	S. F.
Fay Gro. Co.	3rd Ave. and B St.	S F.
J. Vennekohl	1839 Eddy St.	S. F.
Southern Heights Gro. Co	1471 18th St.	S. F.
W. A. Rogers	900 I St., corner 10th Ave.	S. F.
H. Heitman	2248 Misison St.	S. F.
H. Dinslage	3375 Sacramento St.	S. F.
Miller & Lawlor	Guerrero & Clinton Park	S. F.
C. F. W. Miller	239 Brighton Ave., Ingleside	S. F.
J. Straub	101 De Montford Ave., Ingleside,	S. F.
J. Soltaro	Park and Central Ave.	Alameda
Martin Eggers	Fruitvale Av. & Boulevard,	E. Oakland
W. Zeller		Palo Alto

Sonoma Co. Fruit and Produce Co.	Santa Rosa	Drury & Bartholomew, Stockton
C. D. Fontana	Copperopolis	J. Rohrer, Stockton
Rossi Bros.	Stockton	Hall Bros., Stockton

The Following Well-Known GROCERS are Using the Above Style Refrigerator

We make all Styles and Sizes for the Grocery Trade.

REMEMBER - - - - - - - - - If We Make It It's Made Right

BECK HARDWARE CO.

SAN FRANCISCO
73-75 Clementina St Near 2d and Folsom

Phone Temporary 978

LOS ANGELES
47 Central Avenue.

tary could later be sent to Sacramento to co-operate with the secretary of that organization in securing the affiliation of all the grocers in the towns around Sacramento with the Sacramento Association and in establishing a mutual delinquent list for that city. Stockton, Fresno and other cities could then be visited and the Field Secretary could then be sent to Southern California to follow out the same line of work under the direction of Secretary Paulding. Thus he would help make each individual association stronger and bringing the members in closer touch. The power of the organization for accomplishing results quickly would in this way be very largely increased.

The directors decided to continue the arrangement made with Mr. Powers on the same basis as before for the time being.

Hobart Electric Mill.

The matter of the Hobart Electric Coffee Mill was then taken up. The settlement of the matter was left in the hands of Secretary Connolly. It was the concensus of opinion that since the winning ticket was sold to a harness man that the drawing was void and that a new set of tickets should be printed.

Quite a number of the first tickets issued were sold to parties not members of the association. The money paid for these tickets will be refunded to them should they not desire to join the State Grocers' Association and to members of the State Association holding tickets, new tickets will be issued. The drawing will be held at a meeting of the directors to be held in San Jose on January 9th.

Quite a mass of routine business was gone through with and it was nearly midnight when the directors adjourned.

Charles F. Thierbach & Co. expect by next month to be in their new building at the northwest corner of Merchant and Battery streets.

"HEART OF MARYLAND."

(Continued from page 5.)

ed to San Francisco grocers and members in the interior a week prior to the entertainment.

Tickets can be secured from the following members of the club:

Frank B. Connolly, 901 Stanyan St.
Jesse W. Trask, 332 Devisadero St.
George Golder, 176 Church St.
J. M. Sullivan, 17 Oak St.
Geo. B. Doyle, Haight and Cole Sts.
John W. King, 22d and Valencia Sts.
Jos. A. Stulz, Fillmore and Pine Sts.
C. E. Pierce, 25 California St.
E. D. Eddy, 1714 Webster St.
Carl Harrison, assistant secretary Associated Grocers.

Study Your Business.

Having decided to strive in a certain field of enterprise, learn all there is to know about it—all that your mental faculties can grasp; do all that your hands can do. Resolve at the start-off to be no second or third rater, no "piker;" resolve that you will be the best in the craft, whatever it is. Don't envy those above you or those that have succeeded but study them calmly and see how they have done it; then do likewise. But the main point is to never relax your grip, once having setled the question of what to do. Stick to it, do it well. Be honest with yourself; pause and seriously consider once in a while if you are doing best, then tighten your belt notch and do more earnestly.

There is never an earnest worker in any subordinate position whose efforts are lost. Industry, integrity, earnestness and application bring their rewards. They may not have been noticed yesterday, may not today, but tomorrow they will be, and then come the joy and exultation of promotion and the renewed enthusiasm that inspires to better results. However, there never was a man working with a serious, earnest purpose who did not find ample reward in the consciousness that he had done the things well.

The failures in life are those who linger and waver, vacillate let go and take hold again; the successes never let go, but push on with a pertinacity that must conquer. They win. Anyone can who does that.

Attractiveness in Advertising

The idea than any kind of an advertisement will serve a good purpose is no longer true. There must be some attractive features in it to engage the attention of the people.

It must present good goods and set them forward in good language. When we say good language we do not mean literary finish, but plain words, whose meanings are clear and which are not capable of different constructions.

If a man makes his advertisement mere invoice bills he will have little use for language, but if he wants to present his goods in a way that the public will take an interest inthem he wants to make his advertisement talk, and to talk there must be words and to be understood correctly these words must present the ideas the dealer has in his mind.

There is as much competition in methods of advertising as in general business, and if one is to gain an advantage over a compeitior's methods one must study one's work and seek to do the best possible advertising.

Advertisements made up of the right sort of matter can never be two good, but when matter is sacrificed, embellishment may be overdone, and the effectiveness destroyed. The central idea of all advertisements is to present the goods in their most favorable light.

It is said the managers of the Chutes are anxious to secure the old Sutro home property, and, in connection with a new Cliff House, to make it one of the most attractive resorts in the country.

FORT SMITH REFRIGERATORS COLD and DRY.

Schilling's Best

is at home wherever

grocers are

alive to their interests.

PETALUMA DOINGS.

Merchants of Sonoma Valley Center Gain Many Advantages From Association.

W. H. Early, secretary of the Merchants' Association of Petaluma writes under date of October 4th:

"The last regular meeting of the Merchants' Association of Petaluma was well attended and nearly every line of business in the city was represented, as well as some of the professions. The members were very enthusiastic over the reports of the officers. It was shown that the Association is in good financial standing and its membership is increasing.

Early Closing.

"The Association has thus far proven very beneficial to the merchants in many ways. Heretofore it has been impossible for the grocers to agree on the hours of closing; many of them were in the habit of keeping open until 8 o'clock at night. **But every grocer in Petaluma closes promptly at 6 o'clock now, something which has probably never been known before in Petaluma.**

Price Maintenance.

"The grocers have always been unable to agree on prices of certain articles and the result has been that many of them have been doing business, as to those certain articles, for nothing as they have been selling at cost or in some cases, at a loss. Now the Merchants' Association, through a grocers' committee and the general secretary, has been able to get an arrangement from many of the manufacturers as to prices and **it is no trouble to maintain a price which will allow a reasonable profit.**

High Freight Rates.

"The matter of freight rates and transportation has always been a matter of annoyance in Petaluma, but the Association has appointed committees, representing the different lines of trade, and these committees are accomplishing good results for the mercants by interviewing the local carriers, both rail and water. **The idea of a united action on any matter seems to accomplish the thing every time.**

Mutual Fire Insurance.

"At the last meeting considerable interest was shown as the result of a speech made by one of the merchants about local fire insurance rates. The speaker declared that the fire insurance rates had been increased in Petaluma by one-half and all without any apparent reason. Many of those present took up the discussion and the matter was debated for over two hours. As a result a committee of seven members was appointed to make thorough investigations in the rate matter and to report at the next meeting. The committee was instructed to take the matter up with the attorney for the Association and secure an opinion on the matter of forming a local fire insurance company. The committee will **probably recommend that such a company be formed unless the rates are at once reduced."**

ELECTRIC COFFEE MILLS.

The attention of our readers is especially called to the advertisement of the Enterprise Electric Mills, in this issue.

These mills are now equipped with Wagner motors, made in St. Louis, and are guaranteed against any mechanical or electrical defects. The Wagner motor is considered by many experts superior to those of any other manufacturer.

Prior to the introduction of the Enterprise Electric mills it was an impossibility to get a coffee mill that would grind coffee perfectly, also pulverize coffee—by power — at a cost that would not appear excessive to a grocer. Some power mills using the same set of grinders for granulating and pulverizing would choke if the grinders were set too tight, or else friction on the grinders would be so great as to cause heating of the coffee and impairment of its flavor.

The San Francisco agency of these mills is located at 438 Market street.

Bids for the removal of the Larkin st. wing of the City Hall, for that part of the hall between this wing and the dome, and for the shattered shell of the dome, were called for by the Board of Public Works recently, and will be opened on Sept. 18th.

Malta-Vita.

$2.85 per case of three dozen.

2 Cases free with a purchase of five cases.

The best breakfast food, and the best profit to the retail trade. Obtainable from all jobbers.

CASTLE BROS., Brokers,

Pacific Coast Agents.

ASSOCIATION ROSTER

California Retail Grocers and Merchants' Association.

President, Geo. B. Doyle, San Francisco.
1st Vice-President, F. N. Aubry, Stockton.
2nd Vice-President, C. A. Mottaz, Los Angeles.
3rd Vice-President, H. E. Jones, San Jose.
Treasurer, C. B. Pearson, Stockton.
Secretary, F. B. Connolly, San Francisco.

Directors:

A. A. Jost, Sacramento.
W. C. Longstreth, Los Angeles.
J. R. Newberry, Los Angeles.
J. J. Hughes, Nevada City.
J. F. Limpinsel, Placerville.
L. Warnke, Alameda.
H. K. Duncan, Oakland.
L. R. Eccleston, Fresno.
F. B. Connolly, San Francisco.
E. Kilgore, Sacramento.
John W. King, San Francisco.

ASSOCIATION RETAIL GROCERS OF SAN FRANCISCO.

PRESIDENT—John W. King, 22nd and Valencia Sts.
1st VICE-PRESIDENT—A. L. Zett, 2807 Mission St.
2nd VICE-PRESIDENT—Jesse W. Trask, 339 Devisadero St.
TREASURER—John F. Schomer, 2149 24th St.
SECRETARY—Frank B. Connolly, 901 Stanyan St.
DIRECTORS—M. Brock, 3325 Sacramento St.; **James S. Irvine,** Bush and Franklin Sts.; **George B. Doyle,** Haight and Cole Sts.; **Gus Lehrke,** 627 Tennessee St.; **Antone Zeitich,** 1995 Union St.

PACIFIC COAST.
Retail Grocers' Association.

President.
F. B. Fancher—Sacramento, Cal.
First Vice-President.
J. R. Newberry—Los Angeles, Cal.
Second Vice-President.
Fred Dresser—Portland, Ore.
Secretary
H. Hauch, Alameda, Cal.

NATIONAL RETAIL GROCERS' ASSOCIATION OF THE UNITED STATES.

President, Charles J. Kramer, Little Rock, Ark.

Vice-President, Simon Clark, Duluth, Minn.

Secretary, John A. Green, Cleveland, Ohio.

Treasurer, Henry W. Schwab, Milwaukee, Wis.

Director, for three years, F. B. Connolly, California.

Director, for one year, A. W. Farlinger, Georgia.

Senior Director, L. F. Padberg, St. Louis, Mo.

Membership and Annual Dues—Two classes of members are recognized by the by-laws of the Association—delegates from local or State Associations, and individuals from cities or towns where there are no local associations or when existing associations do not affiliate with National Association.

The dues of Associations are 25 cents per capita of local membership.

Reno, Nev.—The Davies Pierce Co. has been incorporated and will begin operations at once in the grocery business at 340 N. Virginia st., Cap. stock, $25,000; paid up, $3100. Incorporated E. W. Davies, M. C. McMillan et al.



Absolutely Pure
A Cream of Tartar Powder, free from alum or phosphatic acid
Makes Home Baking Easy

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

BUSINESS MEN NOMINATED.

Every grocer in San Francisco will be interested in three of the nominations made last week by the various parties.

John W. King, president of the Associated Retail Grocers was nominated for supervisor by the Republicans

Jos. A. Stulz, for several years local president and also State President, was re-nominated for Public Administrator on the Union Labor ticket.

F. L. Matthes, president and manager of the Pacific Vinegar and Pickle Works, was nominated for Supervisor by the Union Labor party.

All of these gentleman are well and favorably known by the grocery trade and their election would be of great value to the dealers generally, since a friend in power is always a good thing to have.

Now is the time to run on

HUMBOLDT COUNTY BUTTER

GIVE YOUR CUSTOMERS

ALPHINE OR GOLDEN GLOW

And you will not have to listen to Kicks.

MONOTTI-LARIMER CO.

Phone Market 3006. 32-36 Page St., S. F.

California's Best Advertised Product

GHIRARDELLI'S

Chocolates and Cocoa Satisfies Everybody

THE DEALER
Because it Cannot be Sold for Less than a Fair Price:

THE CONSUMER
Because it is always Pure, Fresh and of Full Strength.

In order to protect our Trade Mark and Also Protect the Dealers who Distribute our Goods, we have fixed the following as the minimum prices of the goods listed below:

CHIRARDELLI'S Ground Chocolate, 1-lb. tins 35c.
" Ground Chocolate, 3-lb tins 90c.
" Cocoa, 1-2 lb. tins - - - 25c.
" Eagle Chocolate, 1-lb. tins - 30c.

(More may be charged when the dealer finds it necessary.)

We sincerely trust that the Retail Trade will appreciate our Good Will and will lend their aid in our efforts to maintain the above prices

D. GHIRARDELLI CO.

M·J·B·Coffee

WHY PACKED IN TINS ONLY?



RED SEAL LYE.

Disinfectant, Water Softener, Cleanser. The Sifting top Can.

P. C. TOMSON & CO., Makers, Philadelphia, Pa.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

POINTS TO WATCH.

BREAD

Local bakers are planning to again advance the price of their chief product.

CHOCOLATES

Further advances are said to be planned.

RAISINS

The present state of the market warrants purchases.

HONEY

Everything points to an advancing market.

BEANS.

Demand is such as to make advances extremely probable.

EVAPORATED MILKS

Regardless of the recent advances another move of the same sort is said to be planned.

FREE DEALS.

Fairbanks Gold Dust.

With five and a half boxes at 4.65 one-half box free. Size 24x72. With ten boxes at 4.60 one box free. With 25½ boxes at 4.55 two and one-half boxes free. With fifty boxes at 4.55 fiv boxes free. Above deal is good for but a short period.

Rumford Baking Powder—Five per cent discount in five case lots: one case free in ten case lots.

Jello—One case free with each 12 cases. Deal limited to 48 cases. Ice cream powder made by the same company may be assorted with Jello in making up orders.

Parsons Ammonia.—½ case free with 5½ cases, 1 case free with 10 cases.

Cal. Home Brand Catsup.—5 case Lots, $2.25 per doz. and one case free; 10 case Lots, $2.20 per doz. Two cases free 25 case Lots, $2.15 per doz. and 5 cases free; 100 case Lots, $2.00 per doz. and 20 cases free.

Murdoch's Starch—10 case lots assorted or straight at list, one case corn starch free. Crates of sixes count for two cases.

X-Ray Stove Polish—5c size, 3 doz. $1.50 with 6 free; 10c size, 3 doz., $2.50 with 6 free.

Bromangelon—One dozen free with each gross ordered. No free goods with orders for less than one gross.

Frazier's Axle Grease.—One case free with ten

Malta Vita—One case free with five.

Rex Lye—One case free with five cases.

FOREWORD. The advancing markets all over the United States are bringing about a condition unprecedented and one which is constantly growing more serious.

Some interests feel that the era of high prices has about reached its limit but this is questionable. It is generally admitted that prices are now at a record mark and it is also acknowledged that if the advances continue, the consumer will halt and refuse to take the goods. A forerunner of this condition may have been noted in the disposition displayed by consumers to accept substitutes—goods which are cheaper than the lines discriminating buyers might usually demand.

Probably one reason why the consumers have not shown their feeling in the premises yet, is because of the fact that both jobbers and retailers have been hoping that prices would decline somewhat, and have accordingly withheld advances of price to consumer as long as they possibly could. The limit to such a course of procedure has now come and the jobbers are at last being forced to take cognizance of the situation and the retailer in his turn has awakened to the fact that he cannot safely do business without a profit, and hence his advance in prices to the consumer. Some authorities believe that this will shortly result in a reaction—that is to say—the consumer will not take the goods and the retailer will be left with them on his hands.

That this theory is felt to be a correct one, is shown in the conservative policy in purchases now being followed by both jobbers and retailers. Heavy stocks of any one line are avoided. The great trouble is, however, that almost every line is on the same inflated basis. In the east to-day the packers and manufacturers are the kings, but the balance of power will soon swing back to the jobbers. When that time comes it will be a case of jobbers buying from jobbers at even greater prices than are now charged by first hands. Each subdivision of available stock will enforce another increase till spring may find a schedule

Golden Gate Leaf Lard.

Eastern Star Hams and Bacon.

Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:

South San Francisco

San Mateo County

of prices almost approaching famine proportions. This, coupled with the "go without" policy of the consumer, is causing serious thought among the retailers of the trade throughout the country.

The "Journal of Commerce" of New York in making a statement similar to the above says:

"With the bulk of the new pack crops in hand or so nearly in hand as to be safely reckoned, it is evident that the staple luxuries, as canned vegetables, canned fruits, dried fruits, canned and boxed fish, canned and smoked meats, preserves, etc., will all have to be reckoned as delicacies. In this situation, the bulk of the demand will be thrown to the cereals and their secondary products. Owing to a clever campaign manufacturers of patent cereal foods have gradually secured practical control of even the bulk supply of cereals and by their own large purchases have forced a market for bulk goods which are almost as high as the same quantities of the patented package goods. Deliveries of both these lines of cereals are already three to four weeks behind and prices are at record height. Wherefore, it looks as though everything in the grocery line, bulk or package, fancy or staple, necessary or a luxury, will be remarkably short during the winter."

Some of our readers may feel that this statement of conditions comes from a territory so far removed, that the trade here need not consider such reports. In coming to such a conclusion, they will make a great mistake. The pinch is being felt all over the United States and must be reckoned with.

SUGAR.

Contrary to the expectation of some, the market in this line shows an advance of 20 points during the past week.

New York, Oct. 3.—Willett & Gray report:

The week.—Raws: Unchanged. Refined: Unchanged. Net cash quotations this date are: Molasses, 3.09c; Centrifugals, 3.95c; Granulated, 4.65c.

Raws.—The moderate business of the week has been on the previous basis of 3.95c. per lb. duty paid for 96 degrees test Centrifugals.

Unsold stocks of Cuba and Porto Rico sugars are very small, and are firmly held.

The notable feature of the week is the completion of the Cuba crop, and the final outturn of same given by Messrs. Guma & Mejer as 1,427,673 tons, against 1,178,749 tons in preceding year.

The unusually favorable conditions for grinding (of the season just over) have left in the fields no surplus cane for early grinding of the coming crop, which will be a later crop than usual, and this absence of surplus cane, in connection with several other disadvantageous conditions, will result in less production than last season. The decrease cannot be closely estimated now.

Refined.—A slight falling off in the demand is noticable.

COFFEE.

C. E. Bickford reports under date of Oct. 3:

Small stocks in second hands and a further hardening tendency in all markets resulted in a continuation during September of the unusually active demand noted in our August and September circulars. The deliveries from first hands for the past three months have aggregated 93,000 bags, which has reduced importers holdings to less than 40,000 bags and requirements will doubtless absorb these prior to the arrival in quantity of new crop. This liberal buying and reduction of stock has caused an advance in prices of from ½c to ¾c during the month, current unwashed Salvador, with fair roasting merit selling at 8½c and superior unwashed at 9c to 9¼c. The advance applies to all grades with the exception of the lowest classes. These have not participated in the advance and have been neglected, even at former selling values, due in measure to the lower offerings from Brazil and competitive value of these offerings, together with a lack of interest on the

Folger's Golden Gate

Coffees, Teas, Spices

Baking Powder, Extracts.

The mission of the retail grocer is to please his customers and to make money. Folger's Golden Gate goods will help. So completely do they satisfy that dealers and consumers refer to them as

"The Satisfaction Line"

J. A. FOLGER & CO., San Francisco.

Specialists in High Grade Goods.

part of local dealers in them.

New York quotations are ⅛c higher on No. 7 Rio and ⅜c higher on No. 4 Santos than prices ruling a month ago. The receipts at Rio and Santos to date are smaller than generally anticipated and are now 3½ millions of bags as against 5½ millions received up to the corresponding period of a year ago. Trading is reported as being light, and listless buyers persisting in their hand to mouth policy pending further developements and crop reports.

RICE.

M. Phillips & Co. reports under date of Oct. 8:

The market on fancy heads shows no change since our last report. Prices are still firm and the mills do not show any sign of weakening.

"As advised, domestic grades of Japan rice are about cleaned out. Unpolished, Japan, grown from Imported seed in the Hawaiian Islands will take the place of these grades until new crop can be procured. This should find favor with the trade as it can be bought for 50c per bag less than imported Japan. Prices on new crop Japans have opened up on a basis nearly equal to the cost of imported rice. Offerings up to the present time are limited and we do not look for any shipment to arrive before Nov. 15th."

New York, October 1.—Dan Talmage's Sons' Co. report:

Demand for the week has been active. All grades are in request, although offerings have not shown very wide assortment. There is an improvement in this respect, however,, as medium styles appear occasionally. Prices are firm in sympathy with conditions at primary sources of supply.

Advices from the South note good demand on the Atlantic Coast, with light offerings account of storms which have interfered with harvest. At New Orleans, market is strong with good demand. Receipts of Rough Rice have been light, not sufficient to meet daily requirements of Mills, hence majority are closed. The limited daily output is readily placed.

In the interior—Southwest Louisiana and Texas—more mills have started but are running on scanty supply of rough. Rains almost every day have delayed harvest and threshing, and such parcels as planters have secured are sharply competed for by the mills, and the out-turn of cleaned is quickly absorbed by waiting demand. The constant rains in the rice belt are becoming a serious menace to both quantity and quality of the crop.

Cables and correspondence from abroad note quiet markets for all deliveries.

FLOUR.

The advance in flour which was predicted several weeks ago in our "Points to Watch" column, made its appearance several days ago, the market advancing 20c per barrel. This advance was brought about through the rapidly advancing wheat market and the end is not yet.

BREAD.

A. W. J. Gibbs, assistant secretary of the Master Bakers' Association, says that the bakers are facing a crisis. They must either go out of business or make the consumers pay more. There is a shortage of wheat throughout this country and Canada, and even in Europe. In Canada they expected to harvest 80,000,000 bushels of wheat. They will be fortunate if they harvest 35,000,000 bushels. In our own country the wheat situation is not much better. The millman has paid the increased price to the grower, and the baker has paid it to the millman. Now it is the time of the consumer to pay the baker. I am calling a meeting of the executive committee of the Master Bakers' Association for next Thursday. At that meeting it will be determinated whether the association shall be asked to increase the cost of bread to the consumer.

DRIED FRUIT.

This line is without particular feature at this time. All varieties of fruit remain steady with strong markets, most of the stock being held by packers.

RAISINS.

This line is very weak and dull at the present writing.

HONEY.

Honey is very firm with stocks in light supply. Advances are extremely likely.

NUTS.

The market in this line is in a splendid condition from the standpoint of the sellers.

BEANS.

There is an active demand all along the line in this commodity. Limas are slightly lower, while Pinks, Reds and large and small Whites are higher with an unusually good demand for whites.

CANNED CORN.

Corn is getting very much firmer every day. According to advices from the east the pack will be late and a great deal of packing will have to be done in a very short space of time.

CONDENSED MILK.

We hear that most of the standard brands are again programmed to advance.

PROVISIONS.

We learn that considerable trading is being indulged in by the various interested parties. No special decline is to be noted at the present time.

IMPORTED FISH.

New York, October 4.—Strodtmeyer & Arpe Co. report:

Herrings—Market for Holland and Scotch is unchanged, with considerable better demand.

Norwegian herrings—Prices declining.

Irish Mackerel—Scarce and in great demand. Prices higher.

Norway Mackerel—Very scarce. Salting seems to be a failure; arrivals rather small and prices considerably higher than last week. Quality very fine.

Imported oil sardines—No change; catch still a total failure.

Sprats—Very scarce. Stocks are being bought up rapidly and prices advancing.

Norway smoked sardines—Catch a failure; very scarce; prices advancing.

BANKING INSTITUTIONS.

LOCARNO PARIS NEW YORK SAN FRANCISCO

Swiss American Bank

Of Locarno, Switzerland

CAPITAL $400,000

SURPLUS AND UNDIVIDED PROFITS, $220,000

TOTAL ASSETS, $5,500,000

San Francisco Officers

HENRY PRUNNER, President ALFRED MONOTTI, 2nd Vice Pres.
P. C. TOGNAZZINI, 1st Vice Pres. V. A. MICHELETTI, Manager
OTTO OTTESEN, Asst. Cashier

ACCOUNTS OF BANKS, FIRMS AND INDIVIDUALS RESPECTFULLY SOLICITED

RICE

Buy Right Direct from the Mills
Save Jobbers Profits
Largest Exclusive Rice Dealers on the Coast

NEW ORLEANS RICE MILLING CO., 104 Front St., San Francisco
Samples Mailed on Request

Norwegian Stockfish—Prices declining.

HAY.

Somers & Co. say under date of Oct. 8:—

In spite of the fact that hay arrivals have been increasing a bit during the week ending to-day. there is no denying that the market is materially stronger, arrivals showing a total of 3740 tons in comparison with 3150 last week and 4430 for the week preceding that. Apparently we are readily absorbing an average of 4000 tons per week so that when we fall below this range the difference is immediately noted on the market. It is true that several large consumers have facilities for storing away their Winter's supply and practically all of these are now out of the market. The fact remains, however, that in spite of the general complaint of dull times that there is a fairly healthy demand for hay here and a market with a decided sensitiveness to any under-supply. The Sante Fe R. R. is figuring more prominently in the freighting of hay to this market but in spite of the fact that both this line and the S. P. are doing their best to furnish cars, yet they fall short of giving us what we need to properly supply out wants. All R. R. lines are reporting shortage in cars. although when complaint is made on the part of the hay men some officials reply with the old excuse that the hay dealers do not unload the cars here when they receive them. This report is absolutely without foundation, except in occasional individual cases when on a particular day one dealer might receive a large number of cars. all of which could not be unloaded within the specified time.

Although the situation is strong, we cannot at the moment report any advance over the quotations given a week ago which we report as follows:

Choice Wheat Hay	$18.00 to $20.00
Good Wheat Hay	16.00 to 17.50
Other grades same	11.00 to 15.00
Wheat & Oat	11.00 to 16.00
Tame Oat	11.00 to 15.00
Wild Oat	9.50 to 12.50
Stock Hay	7.50 to 9.00
Alfalfa	9.00 to 13.00
Straw, per bale	.45 to .85

GREEN REACHES HOME.

Secretary of National Organization Much Gratified at Results of Trip West.

Mr. John A. Green, Secretary of the National Association of Retail Grocers, in writing of his trip after leaving our State Convention at Sacramento, states that he found the best of conditions prevailing in the Retail Grocers Association of Portland. He spoke of the wonderfully representative gathering, both in number and influence, at the Hotel Portland at the banquet held there. The Convention at Seattle was extremely interesting and very satisfactory from every point of view. On his way back, Mr. Green stopped at Minneapolis and St. Paul, where he met and addressed both of the associations in those cities.

Mr. Green considers his trip to be the most successful of any he has ever undertaken and believes that the interest arroused will be worth many times the cost. The work of organization has been largely helped through out the territory visited by him.

NEW FLOUR MILL.

San Diego.—The Globe Grain and Milling Co. of Los Angeles, has closed a deal for the purchase of land between Ash and Beech sts. on the water front for the erection of its mill. The price is $16,000. The mill will have a capacity of 250 barrels of floor a day, and will cost in the neighborhood of $150,000. Work will be commenced at once on the construction of the plant.

PUBLICATION RULES.

Date of Expiration—Receipt of bill indicates the time when your subscription expires.

Discontinuance.—Subscriptions are not discontinued at their expiration. Any subscriber wishing to stop his paper must notify the Publishers. Do not depend upon your Postmaster or any one else to order the paper stopped for you.

Change of Address.—Subscribers must notify us of any change in their address, giving both the former and present address, otherwise they are responsible for the paper if sent to a former address, until ordered stopped, or address changed.

How to Remit.—To secure safety, it is important that remittances should be made by checks, drafts, postoffice orders, express money orders, or registered letters, made payable to the **"Retail Grocers' Advocate."**

Receipts.—Remittances are acknowledged by potsal card receipt.

Missing Numbers.—Should a number of the **"Advocate"** fail to reach a subscriber, he will confer a favor upon the Publishers by notifying us of the fact, upon receipt of which notice the missing number will be sent.

Some One Has Said

"Discontent is the Mother of Progress and the Ideal is its Beacon Light."

ARE YOU DISCONTENTED with the progress of your business MY GROCER FRIEND? If you are, order a case of

"MAPLEINE"

It is THE IDEAL maple flavoring and will act as a BEACON LIGHT of trade for you.



MAPLEINE

is a pure vegetable extract made from roots and herbs. It has even a more delicate flavor than maple and is unsurpassed for flavoring bonbons, cakes, deserts, ices, etc.- and makes **a syrup better than maple** at a cost of 59½ cents per gallon.

JOHN H. SPOHN, Agt.,
50-51 Clay Street.
San Francisco, Cal.

Crescent Mfg. Co., Mfgrs., **Seattle, Wash.**

GROCERS CONSOLIDATE

Wilkes & Pearson and Thomas Knutzen Join Forces in Stockton.

The **"Stockton Record"** of Sept. 28 says: A deal of much importance in commercial circles was effected this week in the consolidation of the two large grocery firms of Wilkes & Pearson and Thomes F. Knutzen.

The new firm is under the firm name of Wilkes, Pearson Co., and it occupies the handsome and commodious pressed brick building which Mr. Knutzen recently erected at the northeast corner of Weber avenue and Stanislaus street.

Wilkes & Pearson have enjoyed an enviable prosperity since they opened their grocery store on El Dorado street some years ago. Their business increased so rapidly that for several months they have been seriously handicapped by a lack of room and have been looking about for more commodious quarters.

In the meantime Mr. Knutzen's grocery business had been growing steadily and he had erected a modern business block on Weber avenue as a home for his grocery business. He found himself with room to spare and a desire to associate with him a partner or partners so that he could divide the work and responsibility.

The result was that Wilkes & Peason could supply what Mr. Knutzen desired, and he could provide just what they were looking for. Hence the consolidation of the firms.

The new firm will have the most modern and sanitary fixtures, ample room and accommodation for carrying on the large business. It will be a live and creditable addition to the new Weber avenue.

(Mr. Pearson is Treasurer of the State Grocers Association.)

NEW FACTORY TOWN.

Down in Santa Clara Valley there is another town coming into prominence as a manufacturing center. This is Sunnyvale, 38 miles from San Francisco and on the main line of the Southern Pacific. Within a few years after its founding Sunnyvale was selected by the Goldy Machine Co. for a location for its plant and $125,000 was spent by this Jubilee Incubator Co. Madison & Bonner have also built a packing house here and give employment of 150 men and women. The next to select Sunnyvale was the Joshua Hendy Iron Works, with a salary list of 400 to 500 employes. Then there is the Century Paint and Roofing Co., several canneries, Libby, McNeil and Libby among them, the Hydro-Carbon companies, Johnson Traction Engine Co. and other business concerns.

Grocers' Theatre Party—"Alcazar"—October 29th.

Sale of Hobart Electric Mills

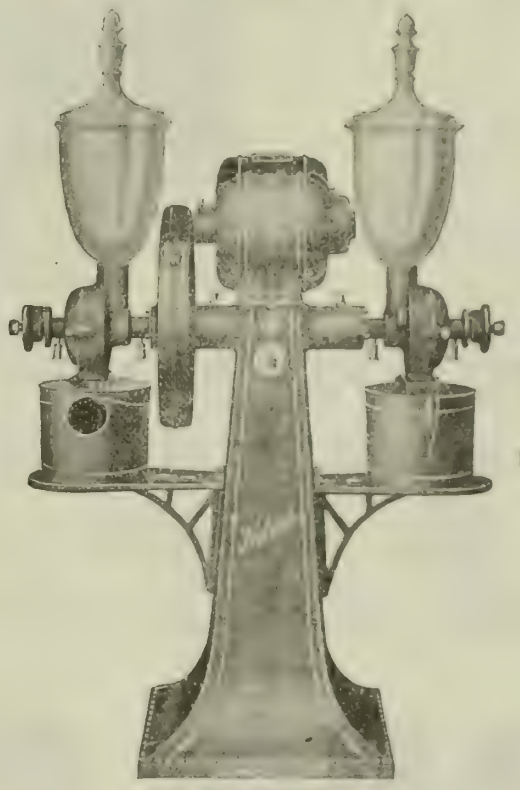
In Past Two Years

3 times in Excess of all other makes combined

Hobarts Exclusive Mill Patents protects your interest and makes it

THE KING

For Granulating



For Pulverizing

2121 Floor Pedestal

Hobart is making leaders for others. We are ready to do you a good turn

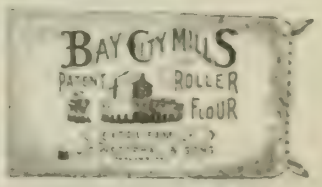
FRANK F. WEAR, D. S. A. For Pacific Coast

127 Telegraph Ave., Oakland, Cal.

BAY CITY MILLS

GROCERS!

TRY OUR PATENT (Extra Family) ROLLER FLOUR
YOUR CUSTOMERS WILL THANK YOU.



Bay City Flour Mills, First and Clay Sts., Oakland

GHIRARDELLI BLOCK.

M. D. Ghirardelli, the chocolate and cocoa manufacturer, has bought the lot at the northeast corner of Halleck and Front streets, where Hooper & Jennings were located before the April, 1906, fire. He will erect a large concrete building on the lot for his offices and downtown business.

Grocers' Theatre Party—"Alcazar"—October 29th.

Grocers' Theatre Party—"Alcazar"—October 29th.

KELLEY-CLARKE CO.

23 Market St., San Francisco

IVORY SOAP
LENOX SOAP
P. & G. NAPTHA SOAP
K. C. BAKING POWDER
PROCTOR & GAMBLE CANDLES
ORANGE CITY RUSKS
PEARLC GUM
HONEYSUCKLE MILK



YOU ARE ALWAYS SURE of a sale and a profit if you stock SAPOLIO. You can increase your trade and the comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Wholesale Price List.

EACH DEPARTMENT OF OUR PRICE LIST IS CHECKED UP AND CORRECTED EVERY WEDNESDAY BY M. J. BRANDENSTEIN & CO., A. SCHILLING & CO., J. A. FOLGER & CO., SUSSMAN, WORMSER & CO., J. H. NEWBAUER & CO., GUGGENHIME & CO., TILLMANN & BENDEL, WELLMAN, PECK & CO., CUDAHY & CO., WILLARD BROS., ROTHSCHILD-BERGER & GRASSOLI, WILLIAM CLUFF CO., WHITTIER-COBURN CO., W. P. FULLER & CO., STANDARD OIL CO., HOOPER & JENNINGS, M. PHILLIPS & CO., PACIFIC COAST BISCUIT CO., PACIFIC VINEGAR & PICKLE WORKS, HEYMAN-WEILL CO., AND SCHWABACHER-FREY CO., LEVENSON & CO., SWIFT & CO., EACH FIRM TAKING THE DEPARTMENTS ASSIGNED, AS LIST INDICATES

No claim is made that this Price List contains an ironclad schedule of rates—good for a week. No such schedule could be obtained, even on actual cash sales. These prices are solicited for publication, and represent, at the time of going to press, the average prices demanded by the general run of jobbing houses for average amounts of goods on average conditions of purchase. Persons with cash, or undoubted credit, always get special low rates.

Subscribers will confer a favor by pointing out to us any particular error or omission.

	COL.		COL.		COL.		COL.
Abalones	17	Clam chowder	18	Ham	11	Paper, Shelf	10
Ammonia, Laundry	25	Clothes Lines	43	Herring	16	Paper, Toilet	40
Anchovies	17	Clothes Line Pulleys	43	High Grade Smoking Tobacco	18	Paper, Wrapping	46
Asparagus	10	Clothes Pins	43	Honey	8	Paprika	13
Ax Handles	42	Coal Oil	29	Hops	35	Paraffine Candles	28
Axle Grease	38	Cocoa	34	Horseradish	50	Pastes	21
Bacon	11	Cocoanut	34	Ink	46	Peanut Butter	36
Bar Sugar	3	Codfish	15	Insect Powder	90	Peas (canned)	11
Barrel Covers	45	Coffees	1	Ironing Boards	41	Peels	37
Baked Beans	11	Coffee Extracts	1	Jams	7-8	Pencils	46
Baking Powder	19	Condensed Milk	34	Jars	50	Pepper	19
Bags (paper)	38	Condiments	50-56	Jellies	9-10	Pepper Sauce	50
Barley, Pearl	23-24	Corks	43	Lantern Globes	45	Pickles	51-56
Baskets	42	Cordage	40	Lamp Burners	41	Pigs' Feet	12
Bath Brick	38	Corn, Canned	11	Lamp Chimneys	14	Pineapples (canned)	9
Beans, Canned	10	Corn Starch	29	Lamp Wicks	15	Plug Tobacco	47
Beef, Barreled	12	Cottolene	35	Laundry Starch	29	Plum Pudding	42
Benzine	29	Crackers	32	Lard	12	Polish, Metal	42
Beef, Extracts	33	Cream of Tartar	20	Laundry Materials	25	Polish, Shoe	11
Binder Twine	42	Currants	5	Lard Oil	30	Polish, stove	14
Blacking, Shoe	42	Cuttle Bnoe	40	Lead Pencils	46	Pork and Beans	9
Bloaters	15	Demijohn	13	Lemon Squeezers	44	Pork, Barreled	11
Bluestone	38	Dishes, Wooden	45	Lemon Sugar	36	Potato Mashers	15
Bluing	26	Door Mats	43	Lemon Juice	36	Potted Fish	10
Boullon Capsules	33	Dried Fruits	5	Linseed Oil	30	Preserves	9-10
Bowls	42	Drops and Lumps	31	Liquid Bluing	26	Provisions	11
Brooms	43	Dry Paints	30	Lobsters, canned	18	Prunes	6
Breakfast Foods	21-24	Dust Pans	43	Lozenges	30	Raisins	6
Brushes	43	Dusters	13	Lubricating Oil	30	Rendines	51-56
Butter Ladles	45	Eels	17	Lye	26	Rice	24-25
Candies	30	Egg Food	39	Macaroni	24	Rolling Pins	45
Candles	38	Egg Beaters	45	Mackerel (salt)	15	Rope	40
Canned Fish	17	Envelopes	46	Mackerel, tins	17	Sago	24
Canned Fruits	5-6-7-8	Evaporated Milk	34	Maple Sugar	1	Salad Oil	37
Canned Meats	13-14	Extracts, Beef	33	Maple Syrup	3	Salad Dressing	37
Canned Soups	37	Extracts, Flavoring	19-20	Matches	5	Saleratus	20
Canned Vegetables	10	Extracts, Syrups	4	Meals	21-22-23-24	Salmon (salt)	16
Can Openers	43	Farin. Goods	21-22-23-24	Meats (canned)	13-14	Salmon (canned)	17
Capers	33	Figs	5	Milk (condensed)	34	Salsoda	26
Castle Soap	28	Fine Cut Tobacco	47	Mince Meat	8	Salt	37
Castor Oil	30	Fish and Cheese	14	Mixed Candy	30	Sardines	17
Catsups (bulk)	53-54	Fish (canned)	17	Molasses	2-3	Salt Fish	15
Caviar, Russian	14	Fish, Smoked	16	Mops and Handles		Salt Meats	11
Cereal Coffee	34	Fish, Potted	16	Mouse Traps		Saratoga Chips	
Cereal Laxative	41	Flavoring Extracts	19-20	Mushes	21-22-23-24	Sauces	51-56
Cereals	21-22-23-24	Flour	21	Mushrooms	36	Sauces (bulk)	51-56
Cheese, for & dom	14	Fly Paper	39	Mustard (dry)	18	Sauerkraut	5
Cheroots	47	French Mustard (bulk)	51	Mustard (bulk)	51	Seeds	11
Cheese Safes	43	Fruits, canned	5-6-7-8	Neatsfoot Oil	29	Steel Pens	46
Cigarette Papers	47	Fruits, dried	5	Nest Eggs	50	Sheep Dip	31
Chewing Gum	32	Fruit Wax & Strings	12	Nuts	7	Shot Pepper	14
Chicory	1	Fruit Jars	39	Oil Cans	17	Shell Fish	15
Chimneys	44	Faucets	31	Oils	29	Shoe Dressing	12
Chloride of Lime	25	Fruit Jar Caps	39	Olives	36	Shoe Blacking	
Chocolate	33	Fruit Jar Rubbers	39	Olive Oil	36	Shrimps	18
Chutney	34	Gasolene	29	Oysters	18	Smoked Fish	16
Cider	34	Gelatine	35	Pails	43	Smoking Tobacco	16
Cigarettes	48	Ginger, preserved	35	Paints, Dry	30	Snuff	50
Citron	37	Glue	19	Paper Bags	8	Soda and Saleratus	20
Clam & Clam Juice	17	Gum, Chewing	32	Paper, Shelf	10	Soap, scouring	28
				Paper, Toilet	40	Soups	
				Paper, Wrapping	46	Spices	19-20
				Paprika	13	Spittons	
				Paraffine Candles	28	Spoons, Wood	45
				Pastes	21	Sprats	15
				Peanut Butter	36	Starch	28
				Peas (canned)	11	Stationery	46
				Peels	37	Stick Candy	30
				Pens, Steel	46	Stogies	47
				Pencils	46	Stove Polish	14
				Pepper	19	Sugar	3
				Pepper Sauce	50	Sugar, Maple	4
				Pickles	51-56	Syrup	3
				Pigs' Feet	12	Syrup, Extracts	4
				Pineapples (canned)	9	Tacks	43
				Plug Tobacco	47	Tapers, Gas	45
				Plum Pudding	42	Tapioca	24
				Polish, Metal	42	Teas	1
				Polish, Shoe	11	Tobacco	47
				Polish, stove	14	Tobacco Sauce	50
				Pork and Beans	9	Tomatoes	11
				Pork, Barreled	11	Tom-to Catsup, bulk	53
				Potato Mashers	15	Tooth Picks	15
				Potted Fish	10	Traps	45
				Preserves	9-10	Truffles	28
				Provisions	11	Tubs	44
				Prunes	6	Turpentine	29
				Raisins	6	Twine	42
				Rendines	51-56	Twine Holders	45
				Rice	24-25	Twist Tobacco	48
				Rolling Pins	45	Vegetables (canned)	9
				Rope	40	Vermicelli	24
				Sago	24	Vinegar	55-56
				Salad Oil	37	Washboards	44
				Salad Dressing	37	Washing Powder	28
				Saleratus	20	Wax	42
				Salmon (salt)	16	Wax Strings	42
				Salmon (canned)	17	Whips	44
				Salsoda	26	White Lead	30
				Salt	37	Wicking	45
				Sardines	17	Willow Ware, etc	42
				Salt Fish	15	Window Screen	45
				Salt Meats	11	Wrappers	45
				Saratoga Chips		Writing Paper	45
				Sauces	51-56	Wooden Ware, etc	42
				Sauces (bulk)	51-56	Yeast Cakes	28
				Sauerkraut	5		
				Seeds	11		
				Steel Pens	46		
				Sheep Dip	31		
				Shot Pepper	14		
				Shell Fish	15		
				Shoe Dressing	12		
				Shoe Blacking			
				Shrimps	18		
				Smoked Fish	16		
				Smoking Tobacco	16		
				Snuff	50		
				Soda and Saleratus	20		

Department 1

COFFEE, CHICORY, ETC.

This Dept. is corrected by M. J. Brandenstein & Co.; A. Schilling & Co.; J. A. Folger & Co.

Green Coffee.

	In bags	In drums
Mocha, Gen. Arabian	23	25
No. 2	21	23
No. 3		
Mocha Liverato	23	....
" Aden	21	....
Kona (Hawaiian)	12	16
Mexican	12	18
Java, Common	15	18
Java, brown pln'tion	20	25
Java Mandheling	26	....
" Kroe	17	....
Caracol, prime w'shd.	13	16
Caracol, ordinary	12	15
Guatemala Prime	15	..
" Choice	14½	
" Good	13	
Costa Rica Prime	13	
" Choice (La G'nd)	13	
" Good	11½	
Salvador Washed	13	
" Unwashed	11½	
Caracola Guatemala	15	
" Salvador	13½	

Roast Coffee.

Salvador	15
Java	21
Mocha Aden	27
Prme w'shd. C A blends	19
Good C. A. Blends	18
Ordinary Blends	12
Java Fncy Mndheling	33½
" Kroe	25¾
Mocha Liverato	31½
" J. S	35¼
Java & Mocha Fancy	32½
" No. 2	25½
Guatemala No. 1	19
" No. 2	18½
Costa Rica No. 1	17¾
" No. 2	17
" No. 3	16½
Kona Fancy	18½
No. 1	16¾

Private Brands.

Lion, 100-lb	
Hills Bros Arabian Roast	20
Arbuckle's 100-lb	17.37½

"M. J. B."

"M. J. B." 60 1's in case	25
"M. J. B." 30 2's in case	27
"M. J. B." 24 5's in case	25

Schilling's Best Coffee.

In 1-lb cartons, 36 to case. 50 to case.

100-lb cases. Can be assorted as required

5-star	36½	1-star	18½
4-star	29½	2-star	
3-star	25½		

Folger's Golden Gate Coffee.

100 or 60, 1-lb tins	31
50 or 30, 2-lb tins	31
40 or 30, 2½-lb tins	31
12 or 15 3-lb tins	31

Same goods in bulk

Chicory.

California	10½
Same, 5-lb tins	11
Same, 10-lb tins	10½

Coffee Extracts.

Dark, per lb	20
Vienna, ½s, 10-lb. bx	22
Vienna, 1s, 10-lb. bx	20
Assorted sizes, ½-gross bxs	
gross	10

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Department 2

This Dept. is corrected by **M. J. Brandenstein & Co., A. Schilling & Co., J. A. Folger & Co.**

Japan.

TEAS.

(Panfired, Sundried or Basket-fired.)		
Extra Fancy	.56	74
Fancy	.44	55
Choicest	.39	43
Choice	.34	38
Fine	.28	35
Fair	.25	30

Green China

(Gunpowder Imperial or Young Hyson)		
Extra Fancy	.56	76
Fancy	.38	46
Choicest	.35	37
Extra Choice	.32	34
Fine	.25	31
Fair	.20	25

English Breakfast.

Extra Fancy	.67	80
Fancy	.51	66
Choicest	.35	50
Choice	.24	30
Fine	.20	22
Fair	.15	20

Oolong.

Extra Fancy	.58	$1 50
Fancy	.50	57
Choicest	.36	48
Extra Choice	.33	35
Fine	.27	32
Fair	.22	26

Ceylon and India.

Broken Orange Pekoe	.36	65
Broken Pekoe	.33	56
Orange Pekoe	.31	53
Pekoe	.27	46
Pekoe Souchong	.24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz, Cartoons. Never in bulk)

Japan, per lb	$0.45
do. 1 crown	.90
do. 2 crown	1.80
English Breakfast	.45
do. 1 crown	.90
do. 2 crown	1.80
Ceylon	.45
do. 1 crown	.90
do. 2 crown	1.80
Oolong	.45
do. 1 crown	.90
do. 2 crown	1.80

TREE TEA.

(Full weights only.)

Packed in 1 lb. and ½ lb. cartons.

Japan .....37½ E. B Congou. 37½
Ooolong ....50 Gunpowder .45
Ceylon .....37½ Or'ntal Blnd. 37½

Folger's Golden Gate Tea.

	6-oz.	8-oz.	12-oz.	16-oz.	5-lbs.
Japan	43	42	41½	41	41
English Breakfast	43	42	41½	41	41
Ceylon	46	45	44½	44	44
Oolong	48	47	46½	46	46
Gunpowder	46	45	44½	44	44
Black and Green	43	42	41½	41	41

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Department 3.

This Dept. is corrected by **William Cluff & Co., Wellman, Peck & Co.**

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c; half barrels, 25c; boxes, 50c; 50-lb. bags, 10c.

Standard Granulated—Fine, Fruit or Coarse	5.35
Beet Garnulated	5.15
Confectioners' A	5.35
Cube	5.60
Cubes (A) Crushed	5.60
Powdered	5.45
Candy Granulated	5 45
Magnolia A	4.95
Extra C	4.85
Golden C	4.75
"D" Sugar	4.65
H. & E. Crystal Dominos	8.75

California & Hawaiian Sugar Refining Co. Additional per 100 lbs: In bbls. and 50-lb bags, 10c more; half bbls. 25c more; boxes 50c more; for all grades:

Granulated Basis	5.35
Bar	5.70
Powdered	5.45
(A) Crushed	5.60
Berry	5 35
Extra Fine Granulated	5.35

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Coarse Dry Granulated	5.30
Confectioners' (A)	5.35
Confectioners' Crystal	4.45
Cubes	5.60
Bricks	5.60
XXX Granulated (100-lb bags only	5.15
Excelsior (A)	4.95
Extra (B)	4.85
Golden (C)	4.95
Yellow (D)	4.95
C. and H. "Higrade" Bar.	
In 100-lb sacks	5.55
30-lb. boxes	6.05
10-lb. tins, 10 in case	7.90
35-lb tins	7.20
40-lb. tins	7.20
Barrels	5.65
Half Barrels	5.80
Long's Peerless XXXXXX	
Do. bbls	6 85
Do. ½ bbls.	7.10
Do. 4-lb. tins, cases	8.40
Do. 35-lb tins, 10 in case	8.40
Do. 10-lb. tins, 10 in case	9 05
Do. 8-lb. tins, 8 in case	9.05
Do. 30-lb. boxes	7.70
For Bakers' and Conrections' Use.	
Barrels	6 25
Half Barrels	6 50
Boxes, 20 lbs. each	7.10

MAPLE SYRUP.
"Old Manse."

Gal. tins, ½ dz to case, dz	$14.00
½ Gal tins, 1 dz to case, dz	7.50
Quart tins, 2 dz to case, dz	4.25
Pint tins, 4 dz to case, dz	2.50
Jacket Cans, bulk, per gal	1.00
Glass Qts, 1 dz to case, dz	4.50
Glass Pts, 2 dz to case, dz	2.75

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Log Cabin Maple Syrup.

Gallons, per doz	$15.00
Cans	
Half-gals, per doz	8.00
Quarts, per doz	4.50
Pints, per doz	2.60
Bottles	
Quarts, per doz	4.75
Pints, per doz	3.00
Jackets, per gal	1.10

Log Cabin Pen-O-Che Syrup.

Cans	
Gallons, per doz	$12.00
Half-Gals., per doz	6.50
Quarts, per doz	3.75
Pints, per doz	2.25
Bottles	
Quarts, per doz	4.00
Pints, per doz	2.50
Jackets, per gal	.85

MAPLE SUGAR.

Toboggan Brand Maple Sugar.
30 1-lb blocks (cases) $4.50
60 ½-lb blocks (cases) 4.80
Maltese Cross Brand Maple Sugar.
Ass't'd ¼s, ½s, 1s, per case. $3.00
Scalloped Cakes, 100 to case. 2.85

Syrup Extracts.



2 oz, doz	3.00	16 oz, doz	18.00
4 oz, doz	5.25	32 oz, doz	36.00
8 oz, doz	9.75	Gals. each	11.00

Crescent Oil of Mapleine.

1-oz., doz	2.70	2-oz., doz	4.75
8-oz., doz	15.00	4-oz., doz	8.25
16 oz, doz	27.00	32 oz, doz	48.00
Gals, each	15.00		

Hardesty's Maple Extract.

1 oz, doz	$1.10	2 oz, doz	1.75

MOLASSES.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS 5 G	⅝ G	4 G	CASES 10 G	20 ½ G	24 ¼ G
Fancy Molasses									
Pickaninny	.57	.59	.67	3.30	3.02	2.73	7.50	8.30	5.82
Belmont	.52	.54	.62	3.05	2.79	2.53	7.00	7.80	5.52
St. Claire	.46	.48	.56	2.75	2.52	2.29	6.40	7.20	5.16
Medium Grade									
Oak Grove	.42	.44	.52	2.55	2.34	2.13	6.00	6.80	4.92
St. Mary's	.34	.36	.44	2.15	1.98	1.81	5.20	6.00	4.44
Import	.28	.30	.38	1.85	1.71	1.57	4.60	5.40	4.08
Baking Molasses									
Hawaiian Genuine	.19	.21	.29	1.40	1.30	1.21			
Island	.17	.19	.27	1.30	1.22	1.13			
Cane Black Strap	.15	.17	.25	1.20	1.13	1.05			

Old Fashioned Molasses, 2 doz. 2-lb tins to case, per doz. $2.40.

TABLE SYRUPS.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl 17 G	JACKETS 5 G	4½ G	4 G	3 G	KITTS 2 G	1 G	2 G	CASES 1¾ G	1½ G	20 1-G	20 ½ G	
High Grade Table Syrups															
Humming Bird	.51	.53	.61	3.00	2.75	2.49	1.93	1.32	1.42	1.29	1.17	6.90	7.70		
Peerless Sugar Drips	.50	.52	.60	2.95	2.70	2.45	1.90								
White Castle Drips	.49	.51	.59	2.90	2.65	2.41	1.87	1.30	1.40	1.28	1.15	6.80	7.60		
Perfecto	.46	.48	.56	2.75	2.52	2.29	1.78	1.28	1.38	1.26	1.14	6.70	7.50	5.35	
Table Syrups															
New Butter Scotch	.47	.49	.57	2.80	2.57	2.33	1.81	1.22							
Victor	.42	.44	.52	2.55	2.34	2.13	1.66	1.24	1.34	1.22	1.11	6.50	7.30	5.22	
Golden Gate	.40	.42	.50	2.45	2.25	2.05	1.60	1.14	1.24	1.14	1.03	6.00	6.80	4.92	
Cooking Syrups								1.02	1.12	1.03	.94	5.40	6.20		
Carnation Drips	.36	.38	.46	2.25	2.07	1.89	1.48	.94	1.04	.96	.88	5.00	5.80		
Golden Drips	.32	.34	.42	2.05	1.89	1.73	1.36	1.10	1.20	1.10	1.00	5.80	6.60		
Special Table Syrup															
Heliotrope	.40	.42	.50	2.45	2.25	2.05	1.60								

Cases: Round Friction Top Pails: 6 10-lb. tins, per case, $3.48; 12 5-lb. tins, per case, $3.96; 24 3-lb. tins, per case, $4.80

MAPLE AND CANE SYRUPS.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS. 5 G	4½ G	4 G	CASES 10 1 G	20 ½ G	24 ¼ G
Woodlawn, made from pure maple sap in the groves at Beauce, Canada, and 1's also packed:	.95	.97	1.05	5.13	4.50	4.00	11.20	12.50	8.50
Cases: 12-1's, $14.00; 6-1's, $6.72; 12-½'s, $7.14; 24-¼'s, $8.10; 24-⅛'s, $5.10.									
Bottles: 12 qts., $4.60; 24 pts., $4.90.									
Deer Lodge	.85	.87	.95	4.70	4.28	3.85	10.30	11.10	7.50
New England	.77	.79	.87	4.30	3.92	3.53	9.50	10.30	7.02
Canada Maple Syrup and Cane Syrup	.67	.69	.77	3.80	3.47	3.13			

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Department 4.

DRIED FRUITS, NUTS AND HONEY.

This Dept. is corrected by **Guggenhime & Co., Wm. Cluff Co.**

(Add ¼c for 50-lb. boxes and ½c for 25-lb boxes).

Apples (crop 1907.)

Sundried, sacks 7
Evap. Fancy, 50-lb boxes.... 9½
Evap. ex. choice, 50-lb box.. 9
Evap. choice, 50-lb box..... 8½

Apricots.

1907 Crop

Choice Sacks 22
Fancy Sacks 23
Fancy, 25-lb. boxes..... 25

Blackberries.

In boxes, per lb.....none

Cherries.

Pitted, in boxes, per lb.....35
Unpitted, in boxes, per lb.12½

Currants.

In bbls 09½
Recleaned, in bbls.....10½
Recleaned, 25-lb boxes.....11¼
Recleaned, 50-lb boxes.....11
Recleaned, 1-lb carts.....11¾
Recleaned, 12-oz carts..... 10¾

Dates.

Fard, 14-lb, per lb.....11
Persian, 65-lb case.....07

FIGS (California)

Black, sacks 04½
Black, 25-lb boxes, per box..1.25
White, bags 04½
White, 10 1-lb. brks., pr box 65 90
White, 50-½s 2.00

FIGS (Imp. Smyrna.)

box ..... .90
Choice, 5-lb. bx., per lb....16

6

Nectarines.

1907 Crop

White 16
Red 16

Peaches.

Choice, sks..11 | Fancy, sks..12½
Ex Ch'ce,sks11½

Pears.

Choice, ¼s, in sacks.....10½
Ex. choice, ½s, in sacks.....10
Fancy, ½s, in sacks.....13

Plums.

Unpitted ... Pitted,black.11
Pitted, blchd11½100s-110s ..

Prunes.

	Sks.	bx. 25-lb.
30-40s	8¾	9¼
40-50s	7¼	7½
50-60s	6	6½
60-70s	5½	6
80-90s	5	5½
90-100s	4¼	5
in cases of 125-lb tins		..
in cases of 12 5-lb tins		..

Raisins.

	Box	½s	¼s	501b.
6 Cr. Layers	3.50	2.75	....	....
5 Cr. Layers	3.00	3.25	3.50	....
4 Cr. Layers			1.90	
3 Cr. Layers			2.00	
2 Cr. Layers			2.25	
4 Cr. Loose			.10½	
3 Cr. Loose			.10	
2 Cr. Loose			.09½	

Fancy Clusters, 1-lb cart per doz .....
Fancy Clusters, 5-lb cart per case .....
Unbichd Sultanas, 50-lb.... 8
Thompson's bleached Sult. seedless, 50-lb 11
Bleached Sult., sdlss..... 9
Seedless Muscatels, 50-lb cases 7¾

7

Red Ribbon, 36 16s.....11½
Blue Bell, 50 1s (seeded).....11
Seeded, 12 oz. cartons.....10½
Seeded, 12 oz cart..... 9
Seeded, bulk, lb.....11

1907 Crop F. O. B.

Clusters and Layers 20-lb bxs
Imperial, clusters, 6 c. 3.00 3.50
Dehesa, clusters, 6 c.. 2.50 2.75
Fancy clusters, 4 c.... 2.00 2.25
London Layers, 3 c..... .... 1.60
London Layers, 2 c..... .... 1.50

Seeded Per pkg
Fancy, No. 16, 36 to cs 9¼ 9½
Fancy, No. 12, 45 to cs 7½ 7¾
Choice, No. 16, 36 to cs 8⅝ 9
Choice, No. 12, 45 to cs 6⅞ 6¼

25-lb bxs
Fancy bulk, per lb.... 8½ 8¾
Choice bulk, per lb.... 8⅛ 8¼

Loose Muscatels 50-lb bxs
Standard, 4 c..... ... 7½
" 3 c..7..... 7 .¼
" 2 c..... 6¼ 6½
Seedless 6¾

Seedless Sultanas
Unbleached 7¼ 7½
Bleached, standard 8½
" choice 9
" ex. choice.. ... 9½

Thompson Seedless
Unbleached 7½ 7¾
Bleached, standard ....
" Choice 10
" fancy 10½
" ex. fancy.. ... 11

NUTS.

Almonds, Fancy, I. X. L....19
Almonds, choice soft shell Drake 16
Almonds, shelled, No. 1.....45
Almonds, shelled, No. 2.....35
Almonds, shelled, Jordan Imported .....
Almonds, Jordan, Dom....

8

Brazils, 160-lb sacks..... 15
Chestnuts, Italian 20
Cocoanuts, per 100.....4.50 5.00
Filberts, 175-lb sack.....14
Peanuts, California 07
Peanuts, Japanese 09
Peanuts, Eastern h'nd pick'd..09
Peanuts, roasted 9-10
Pecan, polished 18-20
Pine .....
Walnuts, soft shell, bleached.19

HONEY.

Pure white sage, 2 5-gal tins, per lb .. 8
Light Amber, 2 5-gal tins per lb 7½

White Clover (stained)

5-gal. tin, per lb..... .07½
2 dz 2-lb jars, per case.... 8.00
2 dz 1-lb jars, per case.... 4.25
24-qt. cans, per case..... 7.00
12 ½-gal. cans..... 6.60
6 1-gal. cans..... 6.00

Glass.

Per Doz

Tumbler, 8 oz., 4 doz in case 1.25
Oval pints, 4 doz in case.... 1.26
1-lb glass jars, 2 doz in case 2.25
2-lb glass jars (with comb.. 2.50

COMB

White White, 24 1-lb frames..16
Light Amber, 24 1-lb frames..14
Water White, 24 1-lb frames..15

BEESWAX.

Pure 30 31

DEPARTMENT 7.

Prices should be figured on a basis of 5 per cent above those quoted hereinbelow.
This Dept. is corrected by **J. H. Newbauer & Co., Tillmann & Bendel.**

Canned Fruits

No. 3 Extras	No. 2½ Special	No. 2½ Extras	No. 2½ Ex. Standards	No. 2½ Standards	No. 2½ Second	No. 2½ Water	No. 2½ Pie	VARIETY	No. 3 Ex No. 3 Grade	No. 2½ Ex No. 2½ Grade	No. 2½ Ex. Standard	No. 2½ Standard	No. 2½ Water	No. 2½ Pie
2 00	1 85	1 70	1 40	1 30	1 20	1 10	1 10	Apples	.....	4 50	4 25	3 75	[illegible]	[illegible]
3 00	2 75	2 50	2 10	1 80	1 50	1 40	1 25	Apricots	8 00	7 00	6 50	6 00	5 25	[illegible]
3 50	3 25	2 80	2 60	.....	.....	.....	.....	" peeled	9 50	8 50	8 00			
3 50	3 25	2 80	2 60	.....	.....	.....	.....	" sliced	9 50	8 50	8 00			
.....	.....	.....	.....	.....	.....	.....	.....	Assorted	.....	.....	.....	.....	.....	.....
2 25	2 00	1 75	1 60	1 50	1 40	1 30	1 30	Blackberries	.....	.....	5 00	4 75	4 [illegible]	4 25
2 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (Royal Anne)	10 00	9 00	8 00	7 00	5 00	4 50
2 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (White)	10 00	9 00	8 00	7 00	5 00	4 50
2 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (Black)	10 00	9 00	8 00	7 00	5 00	4 50
2 00	1 75	1 60	1 35	1 25	1 10	1 05	1 05	Grapes (White Muscat)	.....	.....	3 75	3 50	3 00	[illegible]
2 50	2 25	2 00	1 80	1 65	1 45	1 30	1 10 unp 1 20 pld	Peaches (Yelolw Free)	7 00	6 00	5 50	[illegible]	[illegible]	[illegible]
3 00	2 60	2 40	2 15	1 85	1 65	1 40	1 10 unp 1 25 pld	Peaches (Lemon Cling)	8 00	7 50	6 50	6 00	4 50	[illegible]
3 00	2 60	2 40	2 15	1 85	.....	.....	.....	Peaches (Lemon Cling Sliced)	8 00	7 50	6 50	[illegible]	4 50	[illegible]
3 00	2 60	2 40	2 15	1 85	1 65	1 40	1 10 upd 1 25 pld	Peaches (White Heath)	8 00	7 50	6 50	[illegible]	[illegible]	[illegible]
3 00	2 60	2 40	2 15	1 85	.....	.....	.....	Peaches (White Heath Sliced)	.....	.....	.....	.....	.....	.....
3 00	2 60	2 40	2 15	1 80	1 65	1 40	1 05 unp 1 20 pld	Pears (Bartlett)	8 00	7 50	[illegible]	[illegible]	[illegible]	[illegible]
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Green Gage)	5 50	4 50	[illegible]	3 75	[illegible]	3 [illegible]
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Egg)	5 50	4 50	[illegible]	[illegible]	[illegible]	[illegible]
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Gold Drop)	5 50	4 50	[illegible]	[illegible]	[illegible]	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Damson)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
3 25	3 00	2 75	2 50	2 35	2 25	.....	.....	Raspberries	.....	.....	.....	.....	.....	.....
3 25	2 75	2 60	2 50	2 25	2 15	.....	.....	Strawberries	.....	.....	.....	.....	.....	.....

No. 1 Tall Cans sliced L. C. Peaches, Ex. $1.35; Ex. Standard, $1.25.

If shipped 6 cans to the case, figure Gals. —10c per dozen higher.

All No. 3, No. 2 and No. 2½ cans, 2 doz en in a case; No. 1 cans 4 dozen in a case; galoln cans, 1 dozen in a case.



The Ideal House Cleanser

Swift's Pride Washing Powder.

If it is not already in your stock send an order now and take advantage of the extensive advertising being done throughout the United States on this article. An order for Swift's Pride Washing Powder is a gilt edge investment.

Swift & Company, U. S. A.

9 10 11 12

Department 5.

This Dept. is corrected by J. H. Newbauer & Co., Tillmann & Bendel.

JELLIES, JAMS AND PRESERVES.

	Griffon 16-oz. Jars		Cutting 16-oz. Jars		Rose No. 2 Tins.		Rose Picnic Tins		Tumeier Jelly 4-d z.Case
	Preserves	Jam Pure	Jam Pure	Jelly Blended	Jam Pure	Jelly Blended	Jelly Pure	Jelly Blended	Jelly Blended
Apple	....	2 35	....	2 00	....	1 60	....	92½	90
Apricot	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Apricot Marmalade	2 35	....	....	....	1 85	....	....	....	.....
Blackberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Currant	2 35	2 35	....	2 00	....	1 60	97½	92½	90
Fig	2 35	....	2 00	....	1 85	....	97½	....	.....
Gooseberry	....	2 35	....	2 00	....	1 60	....	92½	90
Lemon	....	2 35	....	2 00	....	1 60	....	92½	90
Loganberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	....	90
Orange	2 35	2 35	....	2 00	1 85	1 60	97½	92½	90
Orange Marmalade	2 35	....	2 00	....	1 85	....	97½	....	.....
Peach	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Damson	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Green Gage	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Quince	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Raspberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Strawberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Assorted Regular	2 35	....	2 00	2 00	1 85	1 60	97½	92½	90
Assorted Berries	2 35	....	2 00	2 00	1 85	1 60	97½	92½	90

PINE APPLES

	Per Doz
Johnson's Columbia	
2's sliced, 2 doz. in case	2 30
2's grated, 2 doz. in case	2 30
1's sliced, 4 doz. in case	1 15
1's grated, 4 doz. in case	1 15
Gal. coreless, 4½ lb to tin, ½ doz. in case, per lb	16
Gal., grated, 7lb to tins, ½ doz. in case, per lb	16
2's sliced, Baltimore, 2 doz case	2 25
" cocktail, Baltimore ovals, 4 doz. case	1 25
Hawaiian.	
Extra sliced, 2 doz, 2½	2.50
" " 4 doz. 1s	none
" grated, 2 doz, 2s	2.25
" " 4 doz. 1s	1 40
	Per doz
Standard, sliced, 2½s, 2 doz	2.00
" " 2s, 4 doz	none
" " 1s, 4 doz	1.35
Chunks, 2s	2 25
Whole, 2½s, 2 doz	2 00
Grated, 2s, 2 doz	1 75
" 1s, 4 doz	1.25
" gals, ½ doz	6.25

Singapore.

2 lb. sliced	1.7522-oz., doz. 48 00
1-lb sliced	952½ whole 2 25

Mince Meat.

Merrell-Soule Co.'s None Such Condensed Mince Meat, cases (6 doz. each), per case, $6.25.

Department 7.

This Dept. is corrected by Sussman, Wormser & Co., William Cluff Co.

CANNED VEGETABLES

Asparagus.

Mammoth	5.25
Large White	4.75
Medium White	4.50
White Tips	4.25

Beans

Sweetness Extras	
Blue Lake	1.35
Blue Lake, gal., none	
String, 2 lb. Standard	1.25
String, gal., Standard	4.50
Lima, soaked	1.00

Baked Beans

Fancy Eastern	$
1-lb Tall tins	50
2-lb Tall Tins	80
2½-lb Tall tins	1 00
3-lb Tall tins	1 10

Corn

1s Maine, per doz	$1.50
Gallon, cut, Maine, per doz	none
Gallon, cob, Maine, per doz	6.50
Iowa, per doz	.90
5 case lots, Iowa	.85

Succotash.

Standard Maine	1.35

Peas

Petit Pois	2.00
2s Extra Fine Sifted	1.75
Standards	1.35
2s, Soaks	.90

Tomatoes

3s, Solid Pack	1.50
3s, with peppers	No quotation
2½s, Solid Pack	1.35
2½'s, Solid Pack with peppers	No quotation
2½s, Standard	1.00
Gallon, Standard	2.85
Gallon, Solid Pack	No quotation
Gallon Puree	No quotation

Miscellaneous

Artichoke 2½s	$
Carrots, 2s	1.
Cabbage, 2s	1.1
Turnips, gal	4.00
Spinach, 2s	1.35
Spinach, gal	4 00
Beets, 2s	1.05
Hominy, Great Western, 3s	1.15
Pumpkin and Squash, gal	2.50

Department 8.

This Dept. is corrected by Cudahy & Co., Swift & Co.

PROVISIONS.

HAMS.

Eastern Standard, 18-20	.16½
" " 15-16	.16¾
" " 12-14	.16¾
Picnic Hams	.11½

Boiled Hams

Skin on	.24½
Skin on	.25½

Breakfast Bacon

Eastern Standard, 6-8	.21½
" " 8-10	.20
" " 10-12	.19

English Cured Bacon

Eastern Cure, 8-10	.18
Eastern Cure, 8-10	18½

Dry Salt Bacon

Clear Medium Bacon	.14
Clear Light Medium	.14
Light Belly	.16
Extra Light Belly	.16½
Bacon Backs	.14
Bacon Bellies	.15½

Dry Salt Meats

Sides	.13½
Bellies	.13½
Backs	.13
Fat Backs	.12½

Barreled Pork

	Bbls.	½-bbls
Spare Ribs	$	
Family Pork	21.50	11.25
Clear Pork	24.00	12.50
Big Pork	26.50	13.75

Barreled Beef

Mess Beef	10.00	5.50
Family Beef	10.50	5.75
Ex. Family Beef	11.00	6.00
Beef Tongues	23.00	12.00

Pigs Feet

Tierces, about 300 lb	$18.00
Barrels, about 200 lbs	13 50
½ bbls, about 80 lbs	5.50
Kegs, about 25 lbs	2.50
Kits, about 15 lbs	1.25

Pure Leaf Lard

Tierces, about 350 lbs. net	11
½ bbls, about 100 lbs	11¼
80-lb. Wood Tub, 80-lbs, net	11¼
60-lb. Wood Tub, 60 lbs, net	11¼
20-lb. Wood Tubs	11⅝
50-lb. Cans, one to a case	11¼
20-lb. Cans, 4 to case	11⅜
10-lb. Cans, 6 to a case	11¾
5-lb. Cans, 6 to a case	11⅞
3-lb. Cans, 20 to a case	12

Golden Gate Lard.

Tierces, about 370 lb. net	11
½ bbls, about 150 lb. net	11¼
50-lb. cans, 2 to a case	11¼
20-lb. cans, 4 to a case	11⅜
10-lb. cans, 6 to a case	11¾
5-lb. cans, 12 to a case	11⅞
3-lb. cans, 20 to a case	12
20-lb. wood baskets	11¾
60-lb. tubs	11¼
80-lb. tubs	11⅛

Compound Lard

Tierces, about 360 lbs., net	08½
50-lb. cans, 1 to a case	08¾
10-lb. cans, 6 to a case	09¼
5-lb. cans, 12 to a case	09⅜
3-lb. cans, 20 to a case	09½

13

"Arrow" Compound.

Tierces, about 370 lb. net....08½
50-lb. tins, 2 to a case.....08¾
½ bbls, about 150 lb net....10¼
50-lb tins, 1 to case.....10¼
20-lb tins, 4 to case.....10½
10-lb. tins, 6 to a case.....09¼
5-lb. tins, 12 to a case.....09⅝
3-lb. tins, 20 to a case.....09½
20-lb wood bkts, 20 lb net..10⅜
60-lb wood bkts, 60 lb net10⅛
80-lb wood [illegible] net..10⅛

Suetene.

50-lb Cans .....None

Beechnut Packing Co.

Beechnut Sliced Bacon and Beef in Glass.



14

1 doz No. 1 Jars.....$3.25
Erie Brand Chipped Beef in Glass, 1 doz No. 1 Jars.... 2 60
5 case lots, less 5 per cent

Department 10.

FISH AND CHEESE.

This Dept. is corrected by **Wieland Bros.; Roethlisberger & Grassoff.**

Russian Caviar.

	Per doz
1-lb. cans, 2 doz in case	$20.00
½-lb. cans, 2 doz in case	11.00
¼-lb. cans, 5 doz in case	5.50
⅛-lb. cans, 6 doz in case	3.00
White Label Brand	none

CHEESE

Foreign and Domestic.

	new
New York State Factory	
Cheddars, June make	18½
Cheddars, June make	19
Twins, June make	19
Triplets	19½
Cal. State factory flats	17-18
Cal. State fctry, Young Am.	18-19
Jack or Monterey	21
Brick Cream	18-19
Limburger, Eastern, lb	17-18
Swiss, imported, lb	30
Domestic Swiss	20-21
Roquefort, lb	40
Gouda, per lb	27
Sap Sago	22½

15

[illegible]
Edam, small per doz 2 50 10 00
Edam, large per doz [illegible]

Fancy

Camembert, Pure, Roquefort and Gorgonzola, jars...none
Parmesan C. & E. small box doz [illegible]
Parmesan C. & E. large box doz [illegible]

Bayle

Small ½-lb 1 lb. 2½-lb 5-lb
Devilled Cheese $1.00, $2.75, $4.00, $5.00, $9.00
After Dinner Cheese $1.00, $2.10, $4.00, $4.50, $7.50
Coquefort Cheese $1.00, $2.40, $4.00, $4.50, $7.50

Maclaren Imperial Cheese Co., Ltd

Imperial Cheese
Club size, 2 doz jars, doz... $1.
No. 1, size, 1 doz jars, doz.. 2.80
No. 2 size, 1 doz jars, doz . 5
No. 3 size, ½ doz jars, doz.. 10.60
Individuals, 5 doz jars, doz.. .85
Roquefort Cheese
Small size, 2 doz jars, doz . 1.75
Large size, 1 doz jars, doz . 3.25
Individuals, 5 doz jars, doz . .85

SALT FISH

Pacific Codfish

Bundles, per lb . 4½
Fine Selected, per lb 5½
Boneless, 30-lb. boxes, lb. .none
Boneless, 40-lb. boxes, lb. .. 7½
Boneless Strips, per lb. 7
Boneless [illegible]
Boneless Tablets, per lb. 8½
Boneless Medium, per lb. . 7
Boneless Medium ex., per lb..11

Eastern Codfish

Gen. Georges, 8 fish to cs$11.00
Gen. Georges, 12 fish to cs.. 10.00
Geo. Cur. Cod, case..... 9.50
Geo. Cur. Cod, 40 fish to cs 8.00
Gen. Geo. Middles, 60 fish... 15
Gen. Geo. Tablets, 36 fish 11½
Gen. Geo. Blocks, 40 fish 11½

Shredded Codfish

Beardsley's shredded, 2 doz in case . . 1 00

Norwegian Mackerel

Bloater, 100 to 3[illegible] .55 00
Bloater, ½ bbl., 60-65 fish ...28.50
No. 1, 150-160 fish 45.00
No. 1, 75-80 fish.....23.50
No. 2, 110-120 fish 37.50
No. 2, 140-160 fish .....none
No. 2, 60-65 fish.....none
No. 2, 160-180 fish.....none
No. 2, 70-80 fish.....none
No. 2, 130-200 fish.....none
No. 2, 80-90 fish.....none

Irish Mackerel

No. 1 [illegible]
No. 1, 80-90 fish.....none
No. 2, 225-250 fish
No. 2, 140-160 fish
No. 2, 175-200 fish
No. 2, 130-150 fish
No. 1, 10 lb kits, 75-16
No. 2, 20-22 fish 1 [illegible]

American Bloaters

Shore Bloaters, 45-50 fish

16

Bloaters, 45-50 fish none
No. 1, 120-130 fish ... none
[illegible]
No. 2, 140-160 fish ..... none
No. 2, 60-65 fish..... none
No. 2, 160-180 fish..... none
No. 2, 70-80 fish..... none
No. 2, 130-200 fish..... none
No. 2, 80-90 fish..... none

In Kits

Extra Mess, 7 to 8 fish each..$3 00
No. 1, kits, 8-9 fish or 15-17 fish 1 40
No. 2, kits, 8-9 or 20-22 fish 1 20

Salmon

King, bbls none
Oregon Silversides, bbls 17 00
Alaska Red, bbls 15 00
Alaska Red, ½ bbls 100 lbs 7 50
Alaska Red, kits 1 00
Belles, bbls
Tongues and Sounds, kits 10 lb 1 00
Tongues and Sounds ½ bbls 15 00

New Herring, Pure Spiced

Ex Sliced Mixed [illegible] 11 00
" " " ½ bbls 9 00
" " " Keg 1 50
Cheaper grade, mixed, bbl..15 00
" " " ½ bbl
" " " Keg 85
Ex Selected, Milcher, bbl....19 00
" " " ½ bbl..10 00
" " " Keg 1 00
Cheaper, Milchner, bbl.....17 00
" " " ½ bbl 9 00
" " " Kegs 1 50
Labrador, round, 160 fish... 5 50
Labrador Split, per ½ [illegible]
Pacific, ½-bbl 1 [illegible]

Smoked Fish

Neptune, Brand, 100s.....$2 85
Neptune, Brand 50s..... 1 50
Shanty Brand [illegible]
Bloaters, Grim., 100 box....$3 00
Bloaters, Grim., 50 in box. 1.75
Bloaters, Crescent
Yarmouth, 100 in box....
Halibut, chunks 15
Herring, boxes
Herring, Kippered Wonderful
Herrings, Norway, in boxes of 15 lbs net
Moir's Selected Red Herrings, 10s
Moir's Selected Red Herrings, 5s
Salmon, per lb

Beardsley's

Herring, boneless, tins, doz . 1 50
Herring, [illegible]
Herring, [illegible] tumblers, 2 doz in case
[illegible] per lb

Potted Fish

Potted Crab
Kipper Paste
Anchovy Bloater Paste
Deviled [illegible]
Yarmouth Bloater Paste .75

Department 9.

This Dept. is corrected by **Cudahy & Co.**

CANNED MEATS.

ALL PRICES ARE PER DOZEN

	No. ¼ Tins 4 doz in case	No. ¾ Tins, doz in case	No. 1 Tins, doz in case	No. 2 Tins, 1 or 2 doz in case	No. 6 Tins, 1 doz in case	No. 1½ Tins, ½ doz in case	1 Tins, 1 doz in case
Corned Beef			1 25	2 25	7 50	16 75	
Roast Beef			1 25	2 25	7 50		
Roast Mutton			1 55	2 60			
Brisket Beef				2 75			
Boiled Beef			1 25	2 25	7 50		
Chipped Beef (in tins)		1 25	2 10		20 00		
Sliced Beef (in glass)		1 40	2 40				2 40
Sliced Beef (in tins)		1 35	2 35		22 00		
Sliced Beef (in glass)		1 50	2 50				2 50
Chip Beef (in Tins)		1 85					
Brawn			1 25	2 25			
Pigs' Feet			1 40	2 60			
Corned Pork			1 25	2 25			
Lunch Tongue		1 65	2 75				
Sheep Tongue		1 45	2 35				
Lambs' Tongue		1 45	2 35			No. 1½	
Luncheon Tongue						5 50	
Sliced Bacon (in tins)							2 50
Sliced Bacon (in glass)		1 55					2 55
Deviled Ham (Geinuine)	85	1 50					
Potted Ham (Genuine)	85	1 50					
Potted Tongue (Genuine)	85	1 50					
Potted Meat (Ham Flavor)	40	75			No. 3		
Deviled Meat (Ham Flavor)	40	75			Tins		
Potted Meat (Tongue Flavor)	40	75			1 or 2		
Boneless Chicken		2 60			Dz.		
Veal Loaf					Case		
Sandwich Loaf		95	1 80		1 80		
Picnic Loaf		95	1 80		1 80		
Chili Con Carne	No. ¾	95	1 80		1 80		
Beafsteak and Onions	95	80	1 30				
Hamburger Steak		90	1 65				
Frankfurter Bratwurst		90	1 65				
Minced Collops			1 80				
Tripe				2 20			
Sweetbreads				1 65			
Vienna Sausage			2 50				
Pork Sausage		85	1 35				
Oxford Sausage			2 35				
Bologna Sausage			2 10				
Sausage and Kraut			1 10				
Stewed Kidneys				2 35			
Corned-Beef Hash		90	1 55				
Lunch Sausage		85					
German Lunch Sausage		1 00					
Ox Marrow				2 90			
	No. 1½	No. 2	No. 2½	No. 3	No. 6		
Ox Tongue (whole)	6 25	7 50	9 25	11 25	20 50		
							No. 5
Chorizos							10 00

WIELAND BROS.

309-311 DAVIS STREET. SAN FRANCISCO

Importers and Commission Merchants

SPECIALTIES [illegible]
Herrings [illegible]
Sausages and other [illegible]
SOLE AGENTS for [illegible]
Camembert, Swiss, Kramen and Neufchatel cheese

17

Ditto, fancy pots.... .. 4.75
Kippered Herrings, Marshall's 1.90
Kippered Herrings, Moirs... 1.90

Department 11.
CANNED FISH.

This Dept. is corrected by
Sussman, Hooper & Jennings, Wellman, Peck & Co.

	Doz.
Anchovies, in oil, 2 doz ½ pts., in glass, doz.....	5.00
Anchovies, 2 doz, ¼ pts, dz.	3.00
Bloaters, Yarmouth C. & B. doz.....	4.50
Codfish Balls, 2-lb tins per. doz.....	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.35
Eels, smoked, 1-lb, per dz..	2.85
Finnan Haddies, 2-lb ovl.	2.25
Finnan Haddies, 1-lb. round, per doz.....	1.80
Sardelles. imp.,½-lb tins....	2.50
Sardelles, imp. in glass.	3.00
Sardelles, dom. 1-lb, glss	2 25
Sardelles, Ankers. ½ keg	3.00
Sprats 7.50	8.00

Mackerel
1-lb tins, 50 in a case
2-lb tins ,2 doz. in a case

Gold Label ,1-lb tins....	1.50
P. &. W., 2-lb soused....	2.75
P. & W., 2- lbmustard....	2.75
P. & W., 2-lb tomato....	2.75
Underwood, 2-lb soused..	2.85
Underwood, 2-lb tomato.	2.85
Underwood, 2-lb mustard.	2.85
Los Angeles, 2-lb soused.	2.55
Los Angeles ,2-lb tomato.	2.55
Los Angeles, 2-lb mustrd.	2.55
Mt. Desert, 2-lb soused..	2.25
Mt. Desert, 2-lb tomato...	2.25
Mt. Desert, 1-lb soused..	1.35
Blueback, 1-lb. fresh....	1.10
4 doz., 1s, flat, oval.....	1.80
4 doz., flat, square.....	1.40

Crescent Mackerel

Soused, 18-oz tins, doz.....$	1.80
Tomato, 18-oz tins, doz....	1.80
Mustard, 18-oz tins, doz....	1.80

Mackerel in Oil.

Bezler's	3.00	4.00
Lemarchand	5.00	7.00

Salmon

Alaska Red, 1-lb. tins, doz..$	1.35
Alaska Red, 2-lb .....none	
Alaska Pink, 1-lb. tins.....92½	
Alaska Flats, 1 lb.....none	
Oregon Red, 1 lb.....none	
Oregon Red 2 lb.....none	
Oregon Pink, 1 lb.....none	
Oregon Pink, 2 lb... ....none	
Oregon Flats, 1 lb .. ...none	
Columbia Riv., 1-lb. talls..	1.90
Columbia Riv. 1 lb flats..none	

Sardines.

	Per case
French, ¼s, 18 m.m.....	9.50
" ¼s, 22 m.m.....	12.50
Portuguese, ¼s, 18 m.m....	8.50
" ¼s, 22 m.m.....	9.50
" ½s, 30 m.m.....	16.00
Norwegian, ¼s, 18 m.m....	9.00

Sprats

French, ¼s, 18 m.m.. ..	7.50
" 22 m.m	9.50

American Sardines

(¼s pkd 100 to cs, ¾s 50 to cs.)

¼ in oil, without key.....3.80	
⅛s in oil with key 4.00	
¼s in oil, per doz.....	.50
⅛s in mustard, per doz.....	.60
¼s in mustard, case.....3.75	
¾s in mustard, per doz.....	.95
¾s in mustard, case.....3.25	

SHELL FISH.

Abalones

4 doz in cs ,with shells, cs 6.00

Clams and Clam Juice

	doz
Doxsee Clams, 1-lb tins....$	1.85
Doxsee Clams ,2-lb tins.	2.75
Doxsee Clam Juice ,1-lb..	.90
Doxsee Clam Juice ,2-lb..	1.60

18

B&M Lunch Clams, flat 1.37½	
Underwood Clams, 1-lb.....	1.05
Underwood Clams, 2-lb.....	1.65
P. & W. Clams, 1-lb tins....	1.35
P. & W. Clams, 2-lb tins....	1.65
Oxford Clams, 1-lb tins.....	.95
Oxford Clams, 2-lb tins....	1.50
P. & W. Clam Chowder.....	2.25
Burnham's Clam Bullion, qts.	
Burnham's Clam Bullion,pts.	4.50
Burnham's Cl'm Bullion,½ pts	2.40

Crabs.

½s flat, 4 doz, per doz.....	2.25
Minced, ½s flat, 4 doz....	1.25
Picnic, 1s, 4 doz.....	1.15
" 2s, 2 doz.....	1.75

Lobsters

	Doz
Picnic talls, 4 doz, per doz..	3.00
Picnic flats, 4 doz, per doz..	2.80
½-lb. flats, 4 doz, per doz..	2.60
¼-lb flats, 4 doz, per doz....	1.40

Oysters

Oysters, Selects, 12 oz.....$	3.25
Oysters, Selects, 6 oz.....	1.75
Oysters, Standard. 10 oz....	2.35
Oysters, Standard, 5 oz.....	1.35
Oysters, Standard, 8 oz.....	2.10
Oyster, Standard, 4 oz.....	1.15

Shrimps.

Shrimps, pickled. 1-lb.....$	1.35
Dunbar's Picnics, 1-lb, doz..	1.35
Pride of the Gulf, 1-lb, doz..	1.30
Dunbar's 1½-lb, doz.....	2.35
Pride of the Gulf, 1½-lb, dz	2.30
Pickled Shrimp, 1-lb, doz....	1.35

Department 12.
This Dept. is corrected by
SPICES AND EXTRACTS.
A. Schilling & Co., Wellman, Peck & Co.

In Original Packages.

Pepper, Black.....14		18
Pepper, White.....25		30
Ginger 13		19
Ginger, Gen Jam.....15		21
Cinnamon, Ceylon.....22		25
Cassia .. 16		24
Cassia 16		64
Cloves 20		36
Allspice 10		17
Nutmegs 30		65
Mace 80		90
Laurel Leaves, in bales.....07		
Lalrel Leaves, in small lots. 10		

Paprika.

1 oz, doz..	1.00	16 oz, doz..	7.75
2 oz, doz..	1.50	2½-lb tins.	
4 oz, doz..	2.75	5-lb tins....	
8 oz. doz..	4.50	Bulk, lb....	

MUSTARD.

Colman's, ¼s, per lb....	.52
Colman's, ½s ,per lb.....	.48
Colman's 1s, per lb.....	.48
Colman's 5s, per lb.....	.43
Durkees ⅛s, per doz.....	.65
Durkees ¼s, per doz.....	1.30
Schilling's Best, small.....	.80
Schilling's Best, medium....	1.35

Prepared.

Louit Freres, per doz.....	2.25
Imitation Freres, per doz..	.70
Dusseldorfer 1 doz pts, case	1.60
Eddy's Salad, small.....	.90
Eddy's salad ,medium	1.35
Eddy's large	2.00
Webbs, 2 doz. cs.....	1.35
Heinz, 2 doz. cs.....	1.25

FLAVORING EXTRACTS.

Schilling's Best.

Triple Strength, Pure and Uncolored, Sprinkling Tops.
Full Measure. Never sold in bulk

	Lemon and Others	Vanilla and Rose
1 oz....	1.30	1.80
2 oz....	2.00	3.00
4 oz....	3.75	5.75
6 oz....	5.50	8.50
8 oz..	7.25	11.00
16 oz..14.00		21.50
32 oz..27.00		42.00

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Department 12.
SPICES AND FLAVORING EXTRACTS.

Schilling's Best Spices — Nature's Best.
Square Tins. Never Sold in Bulk.
Small medium, large size have sifting tops except Mus ard.

	Small size per doz.	Medium size pr doz	Large size per doz	Ex.Large size pr doz	Hotel size pr tin
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.30	1.35	2.40	4.00	.85
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	1.35	2.30	4.35	7.75	2.00
Cloves	1.10	1.90	3.50	6.50	1.35
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
White Pepper	1.10	2.00	3.75	6.75	1.50
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain.....	**6 doz.**	**4 doz.**	**2 doz.**	**2 doz.**	**1 doz.**
Gross Weight.....	**21 lbs.**	**24 lbs.**	**23 lbs.**	**38 lbs.**	**54 lbs.**

Folger's Golden Gate Ground Spices.
High Grade—High Price.

Net Weight	⅛-lb per dz 4 doz to cs	¼-lb per dz 4 doz to cs	½-lb per dz 2 doz to cs	1-lb per dz 2 doz to cs	2½-lb per dz 2 doz to cs	5-lb per dz 1 doz to cs
Pepper	.75	1.15	2.15	3.65	.29	.28
Mustard	.75	1.15	2.15	3.65	.29	.28
Ginger	.75	1.15	2.15	3.65	.29	.28
Allspice	.70	1.10	2.05	3.50	.28	.27
Cinnamon	1.30	2.25	4.25	8.15	.65	.64
Cloves	.90	1.50	2.75	4.95	.40	.39
Cayenne	.90	1.50	2.75	4.95	.40	.39
White Pepper	.95	1.55	2.85	5.10	.41	.40
Nutmegs	1.60	2.65	5.15	9.75	.71	.70
Mace	1.75	2.90	5.40	10.25	.75	.74
Sage	.65	1.05	1.95	3.35	.21	.20
Thyme	.70	1.25	2.35	4.35	.32	.31
Marjoram	.85	1.40	2.60	4.80	.38	.36
Savory	.70	1.25	2.35	4.35	.32	.31

Folger's Golden Gate.
High Grade—High Price.

	Vanilla and Rose		Lemon and Others
1 oz.....	1.60	1 oz.....	1.25
2 oz.....	2.50	2 oz.....	1.85
4 oz.....	4.75	4 oz.....	3.45
6 oz.....	6.75	6 oz.....	4.75
8 oz.....	9.00	8 oz.....	6.50
16 oz.....16.50		16 oz.....	12.00
32 oz.....32.00		32 oz.....	23.00

Department 13.
BAKING POWDER, ETC.

This Dept. is corrected by
William Cluff Co., J. H. Newbauer & Co.

Bendel.
Royal

	1 cs	5 cs	10cs
¼ lbs .cans.	$1.38	$ 1.36	$ 1.34
6 oz. cans..	1.92	1.89	1.87
½ lb. cans	2.57	2.52	2.50
12 oz cans.	3.82	3.75	3.72
1 lb cans..	4.95	4.85	4.80
2½ lbs cans	11.65	11.40	11.28
3 lb cans..	13.60	13.34	13.20
5 lb cans..	22.35	21.90	21.68

An extra discount of 1 % if packed in barrels.

Trophy

4 oz., doz..	1.10	2½ lb, doz.	9.00
8 oz., doz..	2.00	5 lbs., doz..	18.00
16 oz., doz.	3.50	10 lbs, doz.	31.50

Sun Baking Powder

16 oz, doz.	$3.90	4 oz, doz..	1.20
8 oz, doz..	2.20		

Schilling's Best.
Never sold in bulk.

4 oz, gr....	16.50	½ lb., doz..	10.50
6 oz. gr....	22.50	3 lbs, doz..	12.00
8 oz, gr....	28.00	4 lbs, doz..	16.00
12 oz, gr...	41.00	5 lbs, doz..	20.00
16 oz, gr...	53.00	10 lbs, doz..	39.00

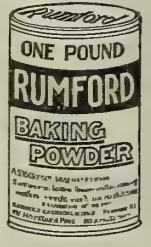
Folger's Golden Gate.
Guaranteed Pure.

4 oz, gr....	16.00	2½ pat, dz.	10.00
6 oz, gr....	22.50	3 pat, dz...	12.50
8 oz, gr....	28.00	4 pat, dz...	16.00
12 oz, gr...	41.00	5 pat, dz...	20.00
16 oz, gr...	53.00	10 pat, dz..	39.00

CRESCENT.

	Per doz		
¼-lb tins..	.65	3-lb tins..	5.50
½-lb tins..	1.25	5-lb tins...	9.00
1-lb tins...	2.00		

Rumford Baking Powder.



½-lb, 1 doz.	$1.40
1-lb, 1 doz.	2.80
3-lb, 1 doz.	7.50
5-lb,, 1 doz.	12.50

Less 5 per cent in 5 case lots.
One case ½s or less with 10 case lots.

K. C.

10 oz., dz..	.90	50 oz., dz..	4.25
15 oz., dz..	1.35	80 oz., dz..	6.50
25 oz., dz..	2.15		

Pure Cream Tartar.

100-lb bbls	.27	5-lb tins, dz	2.65
50, 25-lb bx	.28	1-lb tins, dz	5.50
5-lb tins, lb.	.40		

SODA.

Churches ,A. & H., 30 or 60 1's	.05¼
Same, 60 ½s.....	.05½
Dwight's Cow Brand, 60 1s	.05¼
Same, 60 ½s.....	.05½

(12-oz. pkg. ⅛c more; 8-oz. package ¼c more; 5 cs lots, ¼c less.)

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Department 14.

FARINACEOUS GOODS.

This Dep.. is corrected by **Wellman, Peck & Co., Port Costa Milling Co.**

Miscellaneous Flours

Port Costa	$5.20
Globe, A 1	5.20
Sperry	5.20
Golden Gate	5.20
Drifted Snow	5.20
Crown	5.20
Peacock	5.20
Banquet	5.00
Royal	5.00
Starr's Choice Extra	5.00
Colonial	5.00
White Navy	5.00
Success	5.00
Mission	5.00
Triumph	4.80
Bear	4.80
Bonanza	4.80
Eagle	4.80
Capitol	4.80
Caledonian	4.80
Silver Star	4.80
Mayflower	4.80
Rye Flour	5.20
Rye Meal	5.00
Whole Wheat Flour	5.20
Graham	5.00

Quaker Oats Co.

Quaker Oats, 36 2s	$3.85
" " family size, 20s	5.15
Scotch Oats, 36 2s	3.85
Banner Oats, 30 5s	4.75
" " family size, 20s	5.15
Saxon Oats, 20 5s	4.75
" " family size, 20s	5.15
Zest, 20s	4.10
Zest, 36s	2.75
Apetizo, 24s	3.00
Quaker Wheat Berries, 36 2s	3.00
Quaker Puffed Rice, 36 2s	3.00
Quaker Yellow or White Corn Meal, 36 3s	4.10

EGG-O-SEE CEREAL CO.

Egg-O-See, 36 1s, per case	2.85
E-C Corn Flakes, 36 1s, case	2.85
5 case lots either	2.75

DEL MONTE MILLING CO.

Del Monte Rolled Oats, wood	8.00
Del Monte Rolled Oats,, sacks, 2 90-lb	7.50
Alta Mills, Rolled Oats, wood	7.50
Alta Mills Rolled Oats, sacks. 2 90-lb.	7.00

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Del Monte Rolled Wheat, wood	4.30
Del Monte Rolled Wheat, 2 75-lb sacks	3.80

Case Goods.

	Per case
Self-raising Buckwheat Flour 24 cartons, 3 lbs	3.85
40 cartons, 1¾ lbs	4.00
Cal. Flapjack Flour, 36 2s	3.85
Semola or Nutty Grains, 20 cartons, 4 lbs	3.60
Cal. Cream Flake Oats, 36 2s	3.60
Primrose Wheat, 36 2¾s	3.85
Farina, 24 cartons, 1-lb	1.80

American Milling Co.'s Cereals.

	Per Bbl.
Colonial Ex. Cream Rolled Oats, 180 lbs., (wood)	$7.25
180 lbs., 90-lb sacks	6.75
150 lbs., wood	6.00
Pacific Brand Rolled Oats, 180 lbs. (wood)	6.75
180 lbs., 90-lb sacks	6.25
Bohemian Rolled Oats, 180 lbs. (wood)	6.00
180 lbs., 90-lb sacks	5.50
Colonial Pearl Rolled Wheat, 150 lbs. (75-lb sacks)	3.80
Colonial Granulated Hominy, 200 lbs (wood)	7.75
Colonial Steel Cut Oat Meal, 200 lbs. (wood)	8.25
Brewster's Pat. N. Y. Buckwheat Flour, 200 lbs (wood)	8.25
Colonial Pearled Hominy, 200 lbs. (wood)	7.75
Colonial New Process Buckwheat Flour, 200 lbs (wood)	8.25

Case Goods.

Colonial Ex. Cream Rolled Oats, 36 2-lb pkgs	3.60
Colonial Self-Raising Buckwheat Flour, 24 3-lb pkgs	3.80
Pettijohn's Breakfast Gem, 2-lb pkgs. to case	3.25

(All prices net.)

MISCELLANEOUS PACKAGE CEREALS.

Port Costa Milling Co.

Poppy Oat Flakes, 36 2s	3.60
Encore Pancake Flour, 36 2s.	3.60
Encore Buckwht Flour, 36 2½s	5.75
Oat Flakes, 36 2s	3.60
Capital Mills Rlld Oats, 36 2s	3.60
36 2s	3.60
Grape Nuts, 1 & 2 doz, per dz	1.35
doz	1.35
Breakfast Gem, case 3 doz	3.25
Wheatine, 36 2s, per case	3.30

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Germea, 20 4-lb. pkgs, per case	4.10
Germea, 20 2-lb. pkgs per case	3.20
Flaked Rice, 24 1 s	3.00
Dr. Price's Wheat Flake Celery Food per case	2.85
Hecker's Farina, 24 2s, case	2.00
Pillsbury's Best Cereal Vitos, 36 2s	5.10
Cream of Wheat, 36 2's	5.25
Crespo, 36 2's	2.75
Snow Flake, 36 2's	2.80
Malta Vita, 36 1's	4.00
Our Mother's Mush, 36 2s	2.80
Twin Bros. Mush, 36 2s	2.80
H. H Robbins, Cr'mry Bkfst 36 2s	2.80
Carnation Wheat Flakes 20 5s	4.70
A B C Breakfast Wheat 72 2's	5.00
A B C Breakfast Wheat 36 2's	2.60
Nutro, 9s	2.80
Wheaton, 9s	5.20
Grape Nuts, No. 22, per doz	1.35
Morning Meal, per case	2.80
Olympic Wheat Hearts, 24 5s	4.75
Olympic Wheat Hearts, 48 2s	4.75
" Cake Pastry, 20 5s.	4.75

Pancake Flours.

Uncle Sam, 36 2s	3.25
Encore, 36 2s	3.75
Olympic Pancake Flour, 24 4s	4.45

H. O. Cereals.

	Case
H-O Buckwheat, 2 doz. 3-lb pkgs, per case	3.75
H-O Pan Cake Flour, cse.	3.90
H-O Oats .24 2's, per cs.	3.15
Korn Kinks, 36 2s	2.85
[illegible]	4.50

Freight paid on country shipments of H. O. goods up to 25c per cent on 5 case lots

RALSTON MILLS.

Ralston Breakfast Food 36 2s	4.50
Ralston Barley Fo'd, 36 2s	4.25
Ralston Health Oats, 36 2s	4.50
Ralston Hominy Grits, 36 2s	4.25
Ralston Health Crisp 36 2s	2.75
Ralston Select Bran, 24 3s	2.50
Ralston Pan Cake Flour 36 2's	3.75
Ralston Whole Wheat Flr 4 ½s	5.50

Capitol Mills.

	Per Bbl
Ex Cream Rld Oats, 180 lbs	$7.25
Ex Cream Rld Oats, 180 lbs. (90-lb. sacks	6.75
Rolled Oats, 180 lbs.	6.75
Rld Oats, 90-lb sks, 180 lbs	6.25
Rolled Oats, 180-lb. bbls.	6.00
Rolled Oats, 90-lb. sacks	5.50
Pearled Rld Wheat, 150 lbs	4.30
Pearled Rld Wheat (75-lb sacks), 150 lbs.	3.80
Granulated Hominy, bbls.	7.75
Pearled Hominy, bbls.	7.25
New Process Buckwheat Flour, bbls	8.25
Steel-Cut Oatmeal, "A" (fine) "B" (medium), "C" (coarse) bbls	8.25
Brewster's Pat. New Process Buckwheat Flour, bbls.	8.25

	Per Case
Self-Raising Bckwheat Flour 20-3½-lb. pkgs, in cases	3.80
Self-Raising Buckwheat Flour 24-3 lb. pkgs, in cases	3.80
Farina, 24 1-lb. pkgs in cases	1.60
Mills Ex. Cream Rld Oats, 36 2-lb. pkgs in cases	3.60
Pan-Cake Flour 36 2-lb. pkgs in cases	3.80

Farinaceous Goods in Sacks Manufactured by Local Mills.

Per 100 lbs in 10 lb sacks

Buckwheat Flour, Plain	$4
Buckwheat Flour, Extra	4
Bckwheat Flour, New Process	4
Bckwheat Flour, Self-Raising	4
Buckwheat Groats	9.00

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Corn Meal, Yellow	2.75
Corn Meal, White	2.75
Corn Meal, Ex Cream Yellow	3.40
Corn Meal, Ex Cream White	3.40
Corn Flour	2.75
Cracked Wheat	3.00
Hominy, Small	3.00
Hominy, Large	3.00
Farina	4.00
Pearled Pearl, Wht 7 lb & 10 lb	4.00
Graham Flour	3.00
Hominy, Large	3.40
Hominy, Small	3.00
Granulated Hominy	3.50
Oatmeal, plain	4.10
Oatmeal, extra	4.30
Oatmeal, steel-cut	4.30
Oat Groats	4.20
Pearl Grits	3.85
Pearl Barley, No. 1	5.40
Pearl Barley, No. 2	5.40
Pearl Barley, No. 3	5.40
Split Pea, Yellow	5.00
Split Peas, Green	6.50
Rice Flour	7.20
Rolled Oats 7 lb & 10 lb	4.70
Rye Flour	3.40
Rye Meal	3.20
Wheat Meal	3.40
Pearl Barley, No. 1, 25 and 50-lb. boxes	5.40
Split Peas, Yellow, 25 and 50-lb. boxes	5.00
Split Peas, Green, 25 and 50-lb boxes	6.50
25 lb sacks deduct 10 cents per cwt. from price of 10s.	
50-lb. sacks deduct 20 cents per cwt from price of 10s.	

PASTES

Imported.

Cream Macaroni, 25 1s pr pkg	12
" Spaghetti, 25 1s pr pkg	12
Vermicelli, 25 1s, pr pkg	.12

Imported Style.

Bellac Macaroni, 25 1s, pr pkg	.10
" Spaghetti, 25 1s, per pkg	.10
" Vermicelli, 25 1s, pr pkg	.10
Alphabet, 25 1s, pr pkg	.12
Wash Macaroni, 25 1s, pr case	1.60
" Spaghetti, 25 1s, pr case	1.80
" Vermicelli, 25 1s, pr case	1.80

Golden Egg.

Macaroni, 48 5c packages	$1.80
" 24 10c "	1.80
Spaghetti, 48 5c "	1.80
" 24 10c "	1.80
Noodles, 48 5c "	1.80
" 24 10c "	1.80
Alphabets, 48 5c "	1.80
" 24 10c "	1.80

Marvelli.

Macaroni, cs 4 dz. No. 1 car, dz	1.20
Spaghetti, cs 4 dz. No. 1 car, dz	1.20
Vermicelli, cs 4 dz. No. 1 car, dz	1.20
Alphabets, cs 4 dz. No. 1 car, dz	1.20

Straight or assorted on above

No. 1. Extra, per box	.25
No. 1. Extra, 25 lbs	1.00
No. 1. Extra, 50 lbs	2.00
No. 1. Extra, 100 lbs	5.00

CAL. PASTE CO.

Macaroni, Vermicelli, Etc

Extra, 5 lbs	
Extra, 15 lbs	
Extra, 25 lbs	
Extra, 50 lbs	
Extra, 100 lbs	

Sago and Tapioca.

Pearl Sago	.07
Pearl Tapioca	.06
Flake Tapioca	.06
Minute Tapioca, 36 1s	1.75
Instantaneous, 72 1s	1.75
Instantaneous, 36 2s	1.75

Department 15.

Hills Bros. William Cluff Co.

RICE.

Fair Japan	05
Good Japan	05½
Choice Japan	05½
Fancy Japan	06
Head Honduras	05
Broken Honduras	04½

STERILIZED MEALS IN CARTONS PUT UP BY LOCAL MILLS.

ALL NET	Carton	N.t Case	Rt'l Pr Pkg.
Buckwheat Flour	36-2 lbs.	$3.75	15c
Buckwheat Flour	20-5 lbs.	5.00	30c
Corn Meal, White or Yellow	36-2 lbs.	2.50	10c
Corn Meal, White or Yellow	20-5 lbs.	3.40	25c
Cracked Wheat	36-2 lbs.	3.75	15c
Cracked Wheat	20-5 lbs.	4.80	30c
Graham Flour	36-2 lbs.	3.00	10c
Graham Flour	20-5 lbs.	4.10	25c
Hominy, Large	36-2 lbs.	3.70	15c
Hominy, Large	20-5 lbs.	4.80	30c
Hominy, Small	36-2 lbs.	3.70	15c
Hominy, Small	20-5 lbs.	4.80	30c
Oat Meal, Granulated	36-2 lbs.	3.75	15c
Oat Meal, Granulated	20-5 lbs.	4.85	30c
Steel Cut Oatmeal, A. B. C.	36-2 lbs.	3.85	15c
Steel Cut Oatmeal, A. B. C.	20-5 lbs.	5.00	30c
Pearl Barley, 1, 2, 3	36-2 lbs.	4.85	20c
Pearl Barley, 1, 2, 3	20-5 lbs.	6.40	40c
Rice Flour	36-2 lbs.	6.20	25c
Rice Flour	20-5 lbs.	8.20	55c
Rye Flour	36-2 lbs.	3.70	15c
Rye Flour	20-5 lbs.	4.80	20c
Rye Meal	36-2 lbs.	3.70	15c
Rye Meal	20-5 lbs.	4.80	30c
Split Peas, Yellow or Green	36-2 lbs.	4.55	15c
Split Peas, Yellow or Green	20-5 lbs.	5.90	40c
Whole Wheat Flour	36-2 lbs.	3.15	10c
Whole Wheat Flour	20-5 lbs.	4.00	25c
Gluten Flour	36-2 lbs.	4.50	15c
Gluten Flour	20-5 lbs.	6.20	40c
Farina	36-2 lbs.	4.10	15c
Farina	20-5 lbs.	5.50	30c
Lightning Tapioca	24-1-lb.	2.20	15c
Cardinal Crushed Oats, Premium	20-5 lbs	4.25	

The Advocate is the LARGEST EXCLUSIVE Retail Grocery JOURNAL west of CHICAGO.

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Choice Honduras 06
Fancy Honduras 06½
Extra Honduras 07

M. J. Brandenstein & Co.

Japan, Tycoon, Fancy Table $5.50
" Rubicon, extra fancy 6.00
" M. J. B., Double Diamond 6.25
Fancy Head, Carolina..6.50 7.00
Louisiana, Japan 5.50 5.75
Louisiana Tengue..... 5.12½
Louisiana, Japan Banzai..... 5.00
Haiwaiian 5.25 5.50
China, No. 1, per dbl mt..... 6.37½ 6.50
China, Mxd, dbl mt....4.60 4.75
Patna Head 7.00
Caro Head, MJB, 40 2s, r 20 5s.. 7.50
Imp. Japan MJB 40 2½-lb.. 6.75
Imp. Japan MJB, 10 5-lb.... 6.75
Japan Table Queen, 33 3-lb.. 6.00
Japan Table Queen, 40 2½-lb 6.00

M. Phillips & Co.

Hermosa, Ex. Fancy 2½ & 5-lb 7.10
Fleets, 2½ and 5-lb..... 6.75
Ex. Fancy Carolina..... 7.00
Fancy Carolina .....6.00 to 6.75
Hawaiian .....5.10 to 5.50
Satsuma No. 1 Imp. Japan.. 6.25
Toyokome 6.00
Togo 5.85
Matsuta 5.65
Higo 5.50
Mikado 5.35
Texas Japans .....5.10 to 5.85
China No. 1 .....5.65 to 6.75
China No. 2 .....4.35 to 5.15

W. T. Welisch & Co.

Samurai, La., Japan.....$5.10
Fuji, La. Japan..... 5.50
Fuji Yama, La., Japan..... 5.75
W (circle), La. Japan..... 5.85
Snow White, Caro. Head.... 6.65
Mardi Gras, Caro. Head..... 6.40
Paragon, Caro. Head..... 6.15
Virgin, " " 2½ & 5 7.10
Honeymoon, Caro. Head, 2½ & 5 6.90
Natural, Caro Head, 3s..... 6.50
Mascot, Caro. Head..... 5.75
Tiffin, Caro. Head.....5.25
Best Yet, Japan, 3s..... 6.25

Rice Specialties.

Quaker Puffed, 3 doz to case. 3.00

Department 16.
LAUNDRY MATERIALS.

This Dept. is corrected by **Haas Bros., Wellman, Peck & Co.**

AMMONIA

Greer's Washing Ammonia

First grade absolutely pure. 180 Beaume Strength.
Pints, 2 doz to cs, per doz..$1.65
Qts, 1 doz to case, per doz.. 2.70
½ Gal., ½ doz to cs, per doz. 4.50

Greer's Toilet Ammonia

Lavender and Violet
Pints (2 doz to cs).$2.50 pr dz

Parson's Household Ammonia (Neutral.)

Pts., 2 doz to case, per doz..$ 1.75

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Qts., 1 doz to case, per doz.. 2.65
½ gals, 1 doz to case, per doz 4.50
One-half case free with 5 cases; one case free with 10 cases.

Washing Ammonia

Standard Grade
Pts, 2 doz to case, per doz..$ .80
Qts, 2 doz to case, per doz.. 1.10

Bluing, Ball

Nuremberg, A, ½s, per lb. .35
Do A. D., ½s, per lb.... .27½
Do A. C. R., ½s, per lb.. .22½

Crown

German ½s' per lb...12½ 13
Do ¼ 's, per lb....14½ 15
Deschamp's French, 1's per lb 27½
Do ½'s, per lb....28½

Bluing, Liquid

Common, pts, 3 dz to case.. .85
" qt, 2 doz to case.. 1.25
" ½ gal, 1 doz to case 2.50

Borax

20-Mule Team, 1's cs of 2 doz $2.25
20-Mule Team, 12-oz cs of 4 doz..... 3.45
20-Mule Team, ¼'s cs of 8 doz 2.90
(Less 5 per cent in 5 case lots;
Lump, 25 lbs in box..... .09
Powdered, 25 lbs in box.... .09

Chloride of Lime

Brookman's, 1's per lb....7¼
Do ½'s, per lb.....9
Blue Bell, 50 1s, per lb.....6½
Owl, 50 1s.....7

Potash.

Per case
Babbitt's, 4 doz in case..... 3.35
American, 4 doz in case..... 3.00

Lye.

Tomson's Red Seal, 4 dz to case 3.85
Tomson's 5-lb 12 to cs.. 4 50
American, 1s, 4 dz in case.... 3.00
Babbitt's Lye, 4 doz in case...3.35
Metropolitan 4 dz to cs.. 3 00
" 5-case lots... 2 90
Banner, 1 case, 4 doz..... 3.60
Blue Bell, 48 1s..... 2 85
Jumbo, 48 1s..... 1 90
Golden Star, 4 doz to case.. 2.90
Merry Nickel, case 1.75
Merry War, case 2.85

Sal Soda

California, sacks 1 40
California, bbls 1 50

Department 17.
SOAPS.

This Dept. is corrected by **Wellman, Peck & Co., Sussman, Wormser & Co.**

Peet Bros.

Silk Soap $3 35
A. B. Naptha..... 4.20
Crystal White 4.00
Fern 3.30
Lily White (Floating) 3.90

27

Mechanics, 36 cakes in box.. 2.05
Mechanics, 50 in box (5c size) 1.90
Swansdown, 50 bars in box.. 2.00
Pine Tar, 100 cakes in box.. 3.75
Olive Castile, bx doz, pr gr.. 4.80
Mottled Castile, bx 1 dz cakes 4.80
Pure White Castile, 12, 15 or 20 bars to box 3.10
Spring Blossoms, bx 3, wrpd, gr 4.80
Beau Ideal, bx 3, wrpd, gr.. 5.20
Attar of Roses, bx 3, wrpd, gr 5.20
20th Century Buttermilk, box 3 cakes, wrapped, pr gross 5.00
Elder Flower, bx 1 dz cakes 4.80
Turkish Elder Flower, bx 3, gr 5.20
Turkish Oatmeal, bx 3, wrpd, gr 5.20
Oatmeal, bx 1 dz cakes, pr gr. 4.25
Witchazel, bx 1 dz cakes pr gr 5.00
Bart'nia Bouquet, bx 3 wrpd, gr 24.00
Sweet Narcissus, bx 3, wrpd, gr. 17.50
La Rosa, bx 3 wrpd, pr gr.... 9.00
Maj'tic Series Heilotrope Jasimine, Icky Clb, Rose bx 3, wrp 9.00
Japan Bouquet, bx 3, wrpd, gr 9.00
Barbers' Cream, 6 lb bxs, pr lb .20

Standard Soap Co.

Gasene, 100 ..... 4 25
Top Notch, 100 10 oz..... 3.25
Yellowstone, 100 14 oz..... 4 00
Marigold, 100 16 oz..... 4 20
Radio, 100 12 oz 3.00
Magno, 100 12 oz..... 6 00
Gold Medal Borax..... 6 50
Purity, "Floating," 5c size 3 90
Do. 10c size..... 6 25
Do. 10c size, 20..... 1 30
Electric Mineral, 100 16 oz 5 50
Electric Mineral, 20, 16 oz.. 1 15
Peerless Kitchen, 100 10 oz.. 2 85
Peerless Kitchen, 20 10 oz 65

Swift & Co.

Wool Soap, 10 oz., 100s..... 7.00
" " 6 oz., 100s..... 4.00
Witch Hazel (Swift & Co.).. 5.00
Oat Meal (Swift & Co.)..... 5.00
White Ribbon 3.65
Swift's Pride 3.35
Swift's Naptha 4.00
Elko 3.55
Cream Laundry 4.25
Snap, 60, 16 oz..... 2.65
Snap, 100, 8 oz..... 2.25
Special, Grocers' Assmt (sells for $9.00, 80% profit)..... 5 00

Miscellaneous.

Mascot $2.65
Miller's Naphta, 100 14-oz.... 4.35
Mikado, 20 14 oz..... 4.25
Mikado, 20 14 oz..... 1.05
Lenox, 100..... 3.35
Lenox, 20 ..... .75
Ivory, 100 10 oz..... 7.00
Ivory, 100 6 oz..... 4.00
Fairbank's Clairette, 100.... 3.35
Fairbank's Santa Claus, 100.. 3.35
Fairbank's Copco, 100.... 4.00
Fairbanks' Fairy Ovl, 5c.... 4.00
Fairy Oval, 10c..... 7.00
Sunny Monday, 100s..... 4.75

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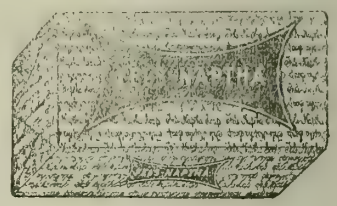
50 large.. 3.50
100 small 3.65

Gilt Edge, Indry size, 60 cakes $4.00
" Indry size, 30 cakes.. 2.00
" toilet size, 100 cakes.. 2.00
" toilet size, 50 cakes.. 2.00
Sunlight, Indry shape, 100 cks 4.20
Welcome, Borax Indry soap. 4.20
Cheerful, high grd Indry soap 3.50
Monkey Brand, 100 cakes.... 4.00
Monkey Brand, 50 cakes..... 2 00
Babbitt's, 100 ..... 4.25
Strker's Kitchen, 100s, 8 oz.. 3.40
Strker's Kitchen, 20s, 8 oz.. .80
Star of Kitchen Sand Soap.. 4.75
Gem of Kitchen Sand Soap.. 3.25
Yacht Club Borax, 200s..... 7.50
" " " 100s 3.90
" " " 20s ..... .85
Nun Nicer Borax, 10 oz..... 6.00
Blue Ribbon Borax, 7 oz.... 4.00

SAVON.

Gilt Edge, 100, 16 oz.....$3.80
" " 20s ..... .85
Royal, 100, 14-oz..... 3.40
" 100 12-oz 3.10
" 100 10-oz 2.75
Vermont Long Bar Laundry, 100-lb cases 3.50
Packed either 100, 80, 40 or 25 bars to case.

The Genuine.



Price, per case $4.35
Packed 100 bars in Case

Castile Soap

Notre Dame 8
White Virgin, lb..... 8½
White, Conti 15
Mottled, imported 7½
Clover Leaf White 15

Scouring Soap

Bon Ami, 3 dz to cs, per cs.$2.50
Sapolio, ½ gross box, per bx 4.50
Sapolio, hand, ½ grs bx, pr bx 4.50

WASHING POWDERS

Gold Dust, 24 3's, per cs..$4.50
Gold Dust, 100 10 oz.... 4.00
Swift's Pride, 12 oz..... 4.25
Swift's Pride, 24 4s..... 4.25
Lavarine, 36 1 lb, pr. cs. 3.00

BABBITT'S BRANDS.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!

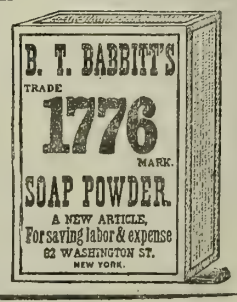


B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 41 CLAY STREET. S. F.

29

Lavarine, 100 5c pkgs.... 3.50
Pearline, 100 6 oz pkgs.. 3.75
Babbitt's 1776, 6 oz..... 2.85
Kleeno, 72 1s..... 5.25
Kleeno, 24 3s..... 4.75
Kleeno, 100 ½s..... 4.00
Peet's Seafoam, 24 3s..... 3.75
" " 100 12 oz..... 3.75
Grandma's Borax, powdered 24 3s 4.50
" 60 ¾'s 2.40
One case, large size, free with 5 cases, large or small.

Department 18.

STARCHES.

This Dept. is corrected by Sussman, Wormser & Co., Hooper & Jennings.

KINGSFORD'S OSWEGO.

Silver Gloss 12 6-lb bxs..9
" 40 1-lb pkgs.8½
Corn, 40-lb boxes.....8

NATIONAL STARCH CO.

Lily, Sioux and Niagra Brands.

Corn, 40 1s 6
Gloss, 48 1s.....6¼
Gloss, 12 6lb.....7
Laundry (bulk), 50s.....5½

J. C. HUBINGER BROS. CO.

Elastic (Fiat Irn Brnd),64 ¾s 5.00
Pops Corn, 40 1s..... 6.50
Tiger Lump (bulk 50-lb bxs) 4¾
" " 40 1s 5¾
" " 3-lb pkgs..... 5¼

NONE SUCH BRAND.

Corn, 40 1s.....6
Gloss, 48 1s.....6
Gloss, 12 6s.....7
Gloss, 50-lb box. 4¾

OWL.

Corn, 40 1s, per lb.....5
Gloss, 40 1s, per lb.....5½
" 12 6s, per lb.....6

MURDOCH'S OSWEGO.

Oswego Corn, 40 1s.....7½
Velvet Gloss, 40 1s.....8
" " 12 6s.....8½
One case free with 10.

BLUE RIBBON.

Gloss, 48 1s .....
Gloss, 12 6s.....
Corn, 40 12s.....

MISCELLANEOUS.

Celluloid, 60 ¾-lb pkgs,pr bx 4.75
Elastic, same, per box..... 5 00
China, 80s 6.00

Department 19.

OILS, PAINTS, ETC.

This Dept. is corrected by Whittier-Coburn Co.; W. P. Fuller & Co.

Coal Oil

Water White, bulk.....10½
Water White, 150 deg bulk..11½
Special Water White, bulk...12½
Pearl, cases, 2 5s.....17½
Astral, cases, 2 5s.....17½
Star, cases, 2 5's 17½
Ex. Star, cases, 2 5's.....20½
Argo, bulk 19
" case 26
Elaine, cases, 2 5s.....26½
Eocene, cases, 2 5s.....20½

Gasoline and Benzine

86 deg. Gasoline, bulk.....30
86 deg. Gasoline, cases....37½
Benzine, bulk 12
Benzine, cases 19
Stove Gasoline, bulk.....18
" " case 25
Gasoline, 86 deg., bulk.....30

30

Same, cases, 2 5s 37½
Red Crown Gasoline, in bulk.18
Red Crown Gasoline, in cases, 2 5s 25
Motor Gasoline, bulk.....18
Motor Gasoline, in cases, 2 5s.25
No. 1 Eng. Dist. Iron Bbls. or Drums 09½
No. 1 Eng. Dist., cases, 2 5s..16½
No. 2 Eng. Dist. Iron Bbls or Drums 08
No. 2, Eng. Dist., cases, 2 5s..15
V. M. & P. Naptha, in bulk..10
V. M. & P. Naptha,cases,2 5s.17½

Turpentine.

Strictly Pure, cases, 2 5s....77½
" drums of iron bbls..70½

Linseed Oil

Pure, raw, bbls.....55
" boiled, in bbls.....57
" raw, case, 2 5s.....61
" boiled, case, 2 5s.....63

Castor Oil

Baker's AA, cases, 2 5s..... 1.30
No. 1, cases ,2 5's..... .70
2 oz ..... .65
4 oz ..... .90
8 oz 2.00
5 5-gal tins, per gal..... 1.30

Lard Oil

	Bbl.	Case
Strictly pure	90	.96
Sup. Win., str.....	85	.91
No. 1	75	.81
1 oz		.45
2 oz		.55
4 oz		.85

Neatsfoot Oil

Cooper's	80	.86
Extra	70	.75
No. 1	60	.66

Lubricating Oils

	bbls	Case
Star Cylinder Oil.....60		65
Columbia Cylinder.....40		65
Gem Cylinder Oil.....		..
Ruby Cylinder Oil.....		..
Star Machine Oil.....30		35
Star Dynamo Oil.....50		55
Star Spindle Oil.....50		55
Star Sep'tor Oil.....50		55
Red Engine Oil.....27		32
500 M Cylinder.....45		50
FFV Cylinder.....80		85
Med. Ruby Eng.....30		35
Castor Machine 23		28
Auto-Cylinder 60		65
Gas Engine 30		35

Miscellaneous Oils

Union Salad Oil.....66 72
Pure Sperm Oil.....70 75
No. 1 Polar.....40 45
ihCna Nut Oil,ordinary..— 75
China Nut Oil, No. 1.....— 90

White Lead

Whittier, in kegs,.....7¾ 8½
Pioneer, " " 7¼ 8¼

Dry Paints

English Paris White, bbls..$1.60
Whiting, barrels 1.20
Prince's Min'l B'wn, bbls. 1.65
Yellow Ochre 1.50 1.65
Eng. Ven. Red, bbls....1.50 1.75

Department 20.

This Dept. is corected by Pac. Coast Biscuit Co.

CANDIES.

Lozenges

5-lb. boxes)

XXX Peppermint, pals.13 .16
Thin Peppermint..... .16
TT Peppermint ..... .16
Musk, fluted, pails.... .22
Cinnamon, Lemon, Sassafras, Rose..... .18
Midget fruit ..... .20
Conversation and hrts .15
Liliput Conv. & herts.. .17
Midget Conv. Lozenges. .18
Crown T. T. Loz, 24 5c pkgs .80
Aurora Lozenges, 24 5c pkgs .80
Cough Troaches, 5-lb bx .25
Eagle Wafers, Peppermints ,Wintergreen.. .25

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Mixed Candy

(30-lb pails)

Plain Mixed 9½
Royal Mixed..... 12½
Grocers' Mixed..... 10½
Yankee Mixed 13
American Mixed..... 13
Fancy A Mixed 15
Fancy C. Mixed..... 14½
French S. Mixed 16
French No .1 Mixed..... 18
French Extra Mixed..... 20
Lady Mixed 15
Broken Mixed 9½

Steam Panwork

Anise Seed 22
Aromatic Cachous.....18
Assorted Berries.....16
Assorted Dragee.....14
Assorted Imperials.....16
Assorted Small Seeds....22
Bird's Eggs 17
Boston Baked Beans.....17
Burnt Peanuts.....18
Burnt Almonds.....25
Caraway Seed ,smooth....22
Caraway Seed, pearled...22
Celery Seed.....22
Cinnamon Beans large red15
Cinnamon Beans, imperial17
Coriander Seed, pearled..22
Jelly Beans, pails..12½ 14
Jelly Bird's Eggs.....17
Jelly Cranberries.....17
Jelly Limes.....17
Jelly Raspberries.....17
Jordon Almonds, fine 50
Jordon Almonds ,imitation18
Licorice Beans 15
Red Hots.....25
Ringed Marbles.....16
Sugar Coated Licorice Tablets 20
Sugar Almonds.....25
Sugar Plums.....16

Cream Goods.

(5-lb boxes)

Fondans Creams.....14
Hand Dipped.....20
Hand Dipped, with nuts on....22
Fruit and nut ices.....18
Cream Peppermint.....20
Crushed Fruit Bonbons..32

Chocolates.

(5-lb boxes)

Chocolate, plain 16
Chocolate, Hand Made 21
Chocolate Dipped Bonbons...21
Chocolate Dipped Bonbons with nuts 23
Chocolate ,Climax ,30-lb pails 18
Chocolate Chips 26
Chocolate Nonpareil Drops....21
Chocolate Wafers 22
Chocolate Cream Tablets 30 in box 1.10
Fleur de Lis Marshmallows, 6-
Fleur de Lis Marshmallows, 3-lb tins 28
Occidental Marshmallows, 3 lb tins 30
Dipping Marshmallows, 5-lb boxes 25
Angel Food, 5-lb boxes.. .20
French Nougat, 30 5c slices in box 1.00
Walnut, Apricot ,Spanish Nougat, 5-lb boxes ,lb....25

Sundries.

Opera Carmels ..... .19
Rock Candy ,white & red .15
Rock Candy, brown..... 16
Licorice Drops ..... .20
Licorice Sticks, 16 to lb.. .28
Licorice Tablets, 5-lb box.... 1.25
Licorice Tablets, 24 5c bx .80
Licorice Penny Sticks, 100 in box..... .65
Buttercups, 5-lb tins 25

Gum Goods

(5-lb boxes)

A. B. Gum Drops, asstd....9
A. B. Gum Drops licorice 9
A. B. Gum Drops, cryst'zd11
A B Bonbons, plain inbls 7
A B Bonbons, fancy, inbl 7½

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A. B. Bonobns ,fancy, crystalized, 5-lb boxes.....15
A. B. Fruits.....18
Royal Gum Drops.....15
Genuine Gum Drops, hard 25
Jelly Squares ,assorted...14
Bijou Sticks 18
Spiced Jelly Drops.....20
New Turkish Figs.....16
Fig Paste ,plain.....17
Fig Paste, tricolor.....18

Chewing Gum.

	Single	Box
Sweet Heart, per box....		.60
Sen-Sen, 20 pieces.....		.60
Sweet Heart, 20 pieces..		.60
Blood Orange, 20 pieces..		.60
Chiclets, 40 5c pkgs.....1.25		
Chiclets, 10 10c pkgs....		.80
Newton's Pepsin, 20 pkgs....		60
Pearlo, 40 5c package...		1.00

Department 21.

This Dept. corrected by Pacific Coast Biscuit Co.

CRACKERS.

Animals ..... .14
Animals Iced 15
Assorted .13
Assorted Extra .15
Assorted Fingers 15
Boston .10
Butters, Templar .10
Champions .10
Chocolate Wafer .18
Coco Taffy .15
Cocoanut Marshmallow .16
Currant Cakes .15
Cornhills .11
Cracker Meal .....
Cracknel, plain ..
Dainty Chip .15
Dainty Marshmallow .16
Digestives .10
Egg Jumble ..... .15
Fig Bar ..... .15
Fruit, Iced .17
Fruit Biscuit ..... .15
Fruit Sultanas .15
Graham Gems .... .09
Ginger Cake .11
Ginger Nut .11
Graham .11
High Tea .15
Honey Frosted .11
Lemon Iced .14
Lemon Snap .14
La Grand .11
Lemon Biscuit .. .14
Lemon Wafer .11
Lunch, 'Frisco .... .10
Mealtea .11
Marshmallow Walnut .16
Nicnics .14
Nicnacs, No. 1..... .11
Oatmeal Wafer .11
Oysters .12
Pilot Bread ..... .09½
Pretzel .10
Popular, Mixed .11
Picnics ..... .07
Pilot Extra .09
Pretzelletts .. .11
Saltine .16
Saltine Sodas .15
Seed Cake .. .11
Snowball ... .16
Sultana Fruit .11
Sultana Extra .11
Soda .11
Soda No. 1 .09
Soda No. 20.. .14
Soda .11
Soda Extra .11
Strawberry Wafer .11
Sugar Cream .11
Sugar Cream .11
Sugar Cream .14
Sugar Cream .11
Vanilla Wafer .16
Vanilla Cream .11
Vanilla Cream .11
Vienna Cream .11
Vienna Cream .11
Vienna

33

Department 22.

FANCY GROCERIES.

This Dept. is corected by Wellman, Peck & Co., William Cluff Co.

Bouillion Capsules.

Armour's, 100 capsules in box 3.00
Per doz boxes 3.00

BEEF EXTRACT

"Rex," 2 oz per doz..... 4.40
" 4 oz " " 8.00
" 8 oz " " 14.75
" 16 oz " " 27.50
Marshall's 2 oz, per doz.... 2.65
" 4 oz., per doz..... 4.75
Liebig's 2 oz, 32 12s to cs, dz 4.50
" 4 oz.16 12s to cs " 8.40
" 8 oz, 8 12s to cs, " 15.90
" 16 oz, 4 6s to cs. " 29.75
Libby's, 2 oz, per doz..... 4.45
" 4 oz, " " 8.00
" 8 oz, " " 14.00
" 16 oz, " " 26.00

Capers.

Capotes, 1 doz in case....1.00 1.50
Nonpareil, small 1.50
Nonpareil, large 2.25
Nonpareil, Imperial qts. 10.00
" .2 litre... 20.00
" 4 " 37.50

CHOCOLATES

Baker's.

Our registered guarantee under National Pure Food Laws is Serial No. 90



Registered U.S. Pat. Off.

BAKER'S COCOA AND CHOCOLATE

48 HIGHEST AWARDS IN EUROPE AND AMERICA

WALTER BAKER & CO., Ltd.

(Established 1780)

DORCHESTER, MASS.

	Per Lb.
Premium No. 1 Chocolate, 12 and 25-lb. boxes	37½
Vanila Chocolate, 6 and 12-lb boxes	30
German Sweet, 6 and 12-lb boxes	25
Breakfast Cocoa, ½-lb tins, plain, 6-lb. boxes	41
Breakfast Cocoa, ¼-lb tins, 12-lb. boxes	43
Cracked Cocoa, ½-lb pkgs, 12-lb boxes	
Caracas Sweet Chocolate, 6-lb boxes	
Soluble Chocolate (hot or cold soda), 1-lb cans	

Ghirardelli's. In paper

Eagle, 24 1-lb	23½
Eagle, 12 1-lb	24
Eagle, 12 ½-lb	25
Eagle, 12 ¼-lb	26
Crescent, 6, 5 to lb	19½
Crescent, 12, 6 to lb	20½
Cal. Sweet, 6, 6 to lb	26½
Cal. Sweet, 12, 6 to lb	25
Monarch, 12 and ½ lb	28
Monarch, 12, 1-lb	27
Monarch, 12, ½ lb	28
Star, 24, 1-lb	20½
Star, 12, 1-lb	21

Ground. In tins

Ghirardelli's, 12 1-lb	29½
" 24 1-lb tins	29
" 60 1-lb tins	28½
" 30 3-lb tins	27
" 30 3-lb tins	27

34

" 60 10-lb tins	26½
" 1 35-lb tins	26

In delivery cases

Ghirardelli's, 60 3-lb tins	27
Venard's, 24 1-lb tins	23
" 20 3-lb. tins	22
Miner's 12 1-lb. tins	26½
" 24 1-lb. tins	25
" 20 3-lb. tins	24

COCOAS.

Van Houten's, ¼s and ½s	83
Van Houten's, 1s	80
Royal Dutch, 12 ¼s	77
Royal Dutch, 12 1s	60
Epp's, 14 ½s	38
Fry's, 12 ½s	39
Webb's, 6 ½s	23
Lowney's, 6 ½s	37
Ghirardelli's Bkfst, 6 ½s	42½
" Bkst, 12 ½s	42
" Impri, 6 & 12 ½s	54
Miner's Breakfast, 6 ½s	39½
" Breakfast, 6 1-5s	41
Van Emden's Dutch, 1-lb	65
Van Emden's Dutch, ½-lb	70
Van Emden's Dutch, ¼-lb	75

Cereal Coffee.

Postum, 24 ½'s, per doz	$1.35
Postum, 36 1's, per doz	2.25
Fig Prune Cereal, 12 1s	2.25
Caramel Cereal, 36 1s	1.20
Grains, 12 1s	2.20

Chutney.

Bombay, assorted qts	$6.25
" assorted pts	4.00
" Major Grey, qts	7.50
" Major Grey, pts	4.50

CIDER.

Mott's boiled, doz qts	3.25
Monroe's, champagne, doz	2.00
" boiled, doz	2.75
Bidwell's, " "	2.50

COCOANUT.

Baker's.

Baker's Drifted Snow, pails	14
Bbls, 126 lbs	13
Brazil shredded or Table Talk, long thread, 20-lb pails lb	14
" 150-lb bbls, per lb	13
Table Talk in parchment bgs, cases of 30's, 60½'s or 30½'s and 15 1's	14½

Schepp's.

Shredded 1-lb pkgs, per lb	23
" ½-lb pail, per lb	24
" ¼-lb pail, per lb	25
" 12 5c pkgs	47½

Dunham's.

Shredded, 1-lb ppr, per lb	27
" ½-lb ppr, per lb	28
" ¼-lb pksg, per lb	29

COFFEE SUBSTITUTES.

Postum Cereal.

No. 1, 2 dz. sml pkgs, per dz	1.35
No. 3, 3 dz, lrg pkgs, per dz	2.25
No. 6, 1 dz, lrg pkgs, per dz	2.25

EVAPORATED MILKS.

BORDEN'S

MILK CO.

All Borden's Brands Guaranteed.



Eagle Brand—	
Condensed Milk, 4 doz	7.05
Pioneer Brand—	
Evaporated Milk (Unsweetened)	
Tall Cans, 4 doz	1.15
Small Size, 4 doz	2.20
Challenge	4.75
Floral	4.60
Rose	5.00
Borden's Malted Milk	
Trial size, per doz	.90
Small Size	4.00

35

Large size	8.00
Hospital Size	33.00

Alpine Milk.

20-oz., 1 to 5 case	4.15
20-oz., 5 to 10 case	4.10
20-oz., 10 to 25 case	4.05
Gallon, 6 to case	3.50

Carnation Milk.

20-oz., 1 to 4 case	4.15
20-oz., 5 to 9 case	4.10
20-oz., 10 to 24 case	4.05
20-oz, 25 to 49 case	
Gal., 6 to case, 10c less	

HONEYSUCKLE MILK.

20 oz., 1 to 5 cases, per case	$4.15
20 oz., 5 to 10 cases, per case	4.10
20 oz., 10 to 25 cases, per case	4.05
Baby size	3.05

Miscellaneous

St. Charles, 4 doz in case	$4.80
St. Charles, 5 case lots	4.40
Jersey, 4 doz, per case	4.00
Lily	4.25
Highland	4.25
Pet, Fam., 4 doz to case	3.35
Baby Pet, 6 doz to case	3.00

Cottolene.

	Single cs	5 cs.	10 cs	25 cs
Small	7.25	7.15	7.10	7.00
Medium	7.25	7.15	7.10	7.00
Large	7.25	7.15	7.10	7.00

GELATINE.

Bromangelon.



(Straight and assorted flavors: Raspberry, Lemon, Strawberry, Orange, Cherry, Chocolate).

Large, 2 doz, per doz	1.20
Small, 3 doz, straight or assorted, per doz	.90
Silver White Keystone, per dz	1.00
Minute, per doz	1.00
Knox's, per doz	1.25
Knox's per gross	15.00
Knox, Acidulated, per doz	1.20
Cox's, per doz	1.15
Keck's, per doz	1.10
Plymouth Rock (1 doz. free with 3 doz.)	1.20
Sheet	35

Ginger Confections.

China, per case of 6 stone jars	2.50
China, Chyloong small stone pots, per doz	
Crystallized glace, ½-lb. tin, per doz	2.50

Hops.

No. 1, ¼ lb, 30-lb box, lb	.30
No. 1, 1 lb, 30-lb box, lb	.30
Less than 30-lb boxes	.31

Junket Tablets.



1½ doz in container, per dz .80

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Pure Food Colors, 1 doz. in container. Six colors: Berry Blue, Grape Green, Plum Purple, Raspberry Red, Lemon Yellow, Orange Gold and assorted.
No. 1-16 bottles, — doz..... .80

Lemon Sugar.

Gilt Edge, 24½s, per doz	1.37½
Gilt Edge, 24 1's, per doz	1.85

Lime Juice.

Tahita, 24 8 oz, per doz	$1.25
Tahita, short measure, 16-oz.	1.50
Tahita, full measure, 32-oz.	2.50
Tahita, bulk, gal	1.00

Olives.

Bottled.

Queen Olives, 10 oz, oval, pts, 2 doz	3.00
Fluted Stuffed Olives, 5 oz., 6 doz	1.10
10 oz., oval olives, pts, 2 dz	2.50
Baby Pimolas, 10 oz., 2 doz	3.65
Baby Pimolas, 24 18s	6.25
Manzanilla, 8 oz, 4 doz	1.25
Manzanilla, 5 oz, 4 doz	1.10
American Ripe, pts, tin, 2 dz	2.25
American Ripe, qts, 2 doz	3.75
Old Mission Ripe, pts, 4 doz	1.80
Old Mission Ripe, qts, 2 doz	3.25

White Label, 5-oz., Manzanillas.

	Per doz
5-oz., Manzanilla	1.30
8-oz., Queen	1.85
16 oz., Queen	2.35
14 oz., Queen	3.75
22 oz., Queen	5.75
32 oz., Queen	9.00
64 oz., Queen	16.00
5 oz., Stuffed	1.30
10 oz., Stuffed	2.65

Olive Oil.

1 doz qts (California) per dz	8.00
2 doz pts, (California) per dz	4.25
4 doz ½ pts (California) pr dz	2.25
Callon tins, " each	2.50
½ gal. (California) each	1.50

Nicelle Brand.

4 doz ½ pts, case	9.00
2 doz pts, case	8.50
1 doz 22 oz., case	9.00
1 doz qts, case	8.00

Old Mission.

1 doz qts, case	8.00
2 doz pts, case	9.00
8 doz ¼ pts	4.80

Grogan's Purity Olive Oil.

Qts., 6 to gal, 12 to cs, pr cs	7.50
Pts., 12 to gal, 24 to cs, pr cs	8.00
½ pts., 24 to gal, 48 to cs, pr cs	8.50
Gal. Can, 8 to case, per can	2.40
½ Gal Can, 12 to case, pr can	1.30

Mushrooms.

	doz.
Le Court, 100 to case	$3.50
La Forrest, 100 to cs	3.00
Hotel, 100 to case	3.00
Fancy Stuffed, pts	4.00

Peanut Butter.

Heron's 2 doz to cs, per doz 2.40



No. ¼, dz 1.10
No. ½, dz 2.10
No. 1, dz. 3.25

HOOPER & JENNINGS
Importers and Wholesale Grocers
Teas, Coffees, Dried Fruits, Provisions, Cigars and Tobaccos
462-468 Bryant St., bet 2nd and 3rd Sts.
Telephone Temporary 674 San Francisco

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Imperial, 2 dz, No. ¼,glass,dz 1.10
" 2 dz, No. ½,glass, dz 2.10
" 1 dz, No. 1, glass, dz 3.25

Peels.

Citron, 25-lb box..... .23
Citron, 10-lb box..... .23½
Lemon, 25-lb box..... .15
Lemon, 10-lb box..... .15½
Orange, 25-lb box..... 14
Orange, 10-lb box..... 14½

Plum Pudding.

Curtice, Individual, doz.....$1.10
" No. 1, doz..... 2.50
" No. 2, doz..... 4.50
" No. 3, doz 6.50
G. & D., 1s, 2 doz to cs, dz.. 2.50
" 2s, 12 to cs, doz.. 4.50
" 3's, 6 to case, doz.. 6.50
" 4's, 6 to case, doz.. 8.50
R. & R., Individual, doz.... 1.00
" 1's, per doz..... 2.65
" 2's, per doz..... 4.60
" 3's, per doz..... 7.10

Grandma's Spanish Pepper.

Large, 2 doz. to case, case.. 4.00
Small, 4 doz to case, case... 3.50

Salad Dressing.

Durkee, small, 2 dz, per doz.. 2.50
" large, 1 doz, pr doz 4.25
" picnic size, 4 dz, pr dz 1.00
My Wife's 2 doz, ½s, doz.... 2.00
My Wife's, 1 doz, 1s, doz.... 3.25

Salad Oil.

Tierces, about 50 gal., gal..$ .75
1 gal. tins, 10 to case, gal.... 1.10
5 gal. tins, 1 to case, gal.... .95
½ gal. tins, 20 to case, gal.. 1.20
Quart bottles, 12 to case, doz 2.75
Pt Bottles, 24 to case, doz.. 1.50
½ pt. bot., 36 case, doz.....

Saratoga Chips.

(Less 5 per cent.)

Bulk, 15-lb box 3.60
Cartons, 6 oz., 24 in case.... 3.00

SALT.

Cal .Table & Dairy, 75 2's, 60 2½'s, 50 3's, 30 5's, 15 10's and 8 20s, per bale..... 1.75
Do 50-lb bags, ton.....12.00
Leslie's Sterilized, 75 2's, 50 3's, 40 4's, 30 5's, 15 10's, and 8 20s, per bale..... 2.25
Do, 50-lb bags, ton.....none
Leslie's, 50s 20.00
Imptd Liverpool, 50s, ton....20.50
" " 100s, ton....19.50
" " 200s, ton....19.00
Genuine Werrington,50s,pr ton20.00

H. R. H. Liverpool.

Bales of 75, 2s, per bale....
Bales of 50 3's, 40 4's, 30 5's, 15 10s, 8 20s, per bale....
Bags, 50s, per ton.....

Worcester.

Worcester Dairy,bbl 320 lbs (5 bbls. 5.25)..... 5.25
Worcester Dairy, bbl 320 lbs, 10 bbls 4.75
Worcester Table, 140 2s, 100 3s and 60 5s..... 5.75 5.50
Worcester Table, 30 10s 5.50 5.25
Worcester Table, 50lb sacks, Irish Linen ..... .90 .85

Rock Salt.

Half-Ground, 100-lb sks, ton 9.75
" " 50s, ton..... 10.25
Stock, 100-lb. sack, per ton.. 9.75
" 50s, ton 9.50

Package Salt.

Leslie's Sterlized, 48 2's..... 2.75
" " 24 3's..... 2.00
" " 20 5's..... 2.50
" " 50 2's..... 3.60
R. S. V. P., 2s, 26 to case... 2.25
R. S. V. P., 3s, 24 to cs, pr cs 2.25
R. S. V. P., 5s, 20 to cs, pr cs 2.75
Log Cabin, 24 2s..... 1.70

Celery Salt.

Durkee's, 1 doz in box..... 1.25

SOUPS.

Anderson's 20 varieties..... .90
Campbell's, 21 varieties..... .90
Snider's, Tomato, 3's..... 2.60
" " 2's..... 1.85

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Van Camp's, 21 varieties.... .95
Libby's, 2's, assorted..... 2.35
" 1's, " 1.40
" concentrated, 1's..... 1.00

Franco-American.

	Qts	Pts
Mock-Turtle, Ox-Tail, Consomme, Bouillon,Julienne, Vegetable, Beef, Pea..	3.15	1.80
Chicken	3.50	2.00
" Gumbo	3.30	2.00
Green Turtle, thick.....7.00		3.60
" " clear 9.50		....
Mulligatawney 3.50		2.00
Tomato 3.15		1.80
Assorted 3.25		1.85

Truffles.

1-16 glass, per doz..... 3.60
1-16 tins, per doz..... 2.75
⅛ tins, per doz..... 5.25
¼ tins, per doz.....10.45
½ tins, per doz.....20.35

Yeast Cakes.

Magic Yeast, case..... 1.20
Yeast Gem, case..... 1.15
Great Western 1.00
Gilfet's Magic 1.20
Yeast Foam 1.20

Department 24.

GROCERY SUNDRIES.

This Dept. is corrected by **J. H. Newbauer & Co., Sussman, Wormser & Co.**

Axle Grease.

H. & L., per case $2.00
C. & S., 2-doz case, per case 2.00
" 5 case lots..... 1.95
" 10 case lots..... 1.85
Frazer's, 2 doz tins, per case 2.25
Frazer's, 4 doz wd, per case. 3.60
Frazers, 15-lb pails..... 1.00
Mica, 3 doz tins, per case.... 2.60
Castor Oil, 2 doz 1s..... 2.60
Universal, 2½, light..... 2.00
Universal, 2½, dark 1.75

Paper Bags.

Automatic, Self-Opening, 500 in pkg., List.

¼-lb	$1.00	8-lb, ...	4.80
½-lb	1.20	10-lb	5.20
1-lb	1.60	12-lb	6.30
1½-lb	1.70	14-lb .. .	8.30
2-lb	2.00	16-lb .	9.00
3-lb	2.50	20-lb .	10.00
4-lb	2.90	25-lb	11.00
5-lb	3.40	30-lb ..	13.00
6-lb	4.00	35-lb ..	15.00
7-lb	4.40		

Sizes 8 to 35 lbs.

Sugar Bags, broad bottom, lb 06
Discounts from above list
Cheapest, 50%.
Eagle or Equal, 50%
White bags, 50%.
Lion, 40%.
Mikado (stripped) 40%

Bluestone.

Barrels, per lb..... 12
5 bbl. lots, per lb..... 11½

BATH BRICK

Bristol, 2 doz, per case..... .85
Powdered, Large 1.40
Powdered, Small 1.60
Assorted 1.50

CANDLES.

Adamantine.

Adam, 14-oz., 20s..... .11½
" 12-oz., 20s..... .10½
" 10-oz., 20s ..... .09¾
Hotel, 40s, 12-oz..... .10¾
(Wrapped ¼c higher.)
Chippowa, 1 oz..... .07

Torchlight

Stearic Acid, 12 oz, 20s.... 10¼
" 14 oz, 20s.... 11¼
" (wrap) 16 oz 20s 13¼

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Stearic.

Schneider's 14-oz., 20s.... .14
Schneider's 14-oz., 40s.... .13⅞
Schneider's 16-oz., 20s.... .15¾

Paraffine, Etc

Per lb.
1s, 6s, in cartons of 36 lb bxs 11
12s, in cartons of 36-lb bxs.. 11½
½-lb, in cartoons of 25-lb bxs 11
1-lb cartons of 25-lb bxs.... 11
Colored, 1c higher.
Beeswax, pure for churches .35
Do No. 2..... .27½
Do No 3 ..... 22½
Christmas, all sizes..... .09
Do holders, per gross....,85
Wax Tapers, per doz pkgs.. .80
Do Per gross.....8.00
Night Lights,German,on pap & wd, per doz..... .40
Do French, on tin,doz 85, 1.25

Werks

16 oz. S. A., 40s, (wrap).. .16¼
16 oz, S. A., 20s..... .15⅞
14 oz., S. A., 40s, (wrap).. .14
14 oz, S. A., 20s..... .13⅞
14 oz, Adam, 20s..... .11¾
12 oz, Adam, 20s..... .10¾
10 oz. Adam 20s..... .09

Standard Oil Company.
Electric Light.

Per Set
6s, 16 oz., 20 sets..... .11¼
6s, 14 oz., 20 sets..... .10¼
6s, 12 oz., 20 sets..... .09¼
6s, 10 oz., 20 sets..... .08¼
12s, 12 oz., 40 sets (hotel).. .09¼

Granite Mining.

Per Set
6s, 16 oz., 40 sets..... .13¼
6s, 16 oz., 20 sets..... .13
6s, 14 oz., 40 sets..... .10¼
6s, 14 oz., 20 sets..... .11¾
6s, 12 oz., 20 sets..... .09¾
6s, 12 oz., 20 sets..... .09¾
6s, 10 oz., 20 sets..... .09
12s, 12 oz., 40 sets (hotel).. .10

Paraffine Wax.

Per Set
1s, 14 oz., 25 sets white.... .10½
2s, 14 oz., 25 sets white.... .10½
4s, 14 oz., 36 sets white.... .10½
6s, 14 oz., 36 sets white.... .10½
12s, 14 oz., 36 sets white... .11
Colored, 1 cent higher.

Radiant Paraffine Wax.

Per Set
4s, 14 oz., 36 sets ..... .10
6s, 14 oz., 36 sets ..... .10
6s, 14 oz., 20 sets ..... .09¾
6s, 10 oz., 20 sets ..... .08

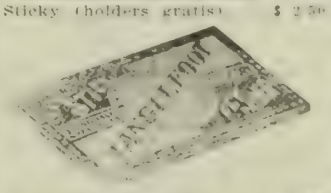
Egg Food.

Pratt's, 26-oz, 2 doz in cs...$4.50
Wellington's, 1-lb, 2 doz boz. 4.00

Fly Paper



Sticky (holders gratis) $ 2.50



Tanglefoot, per case..... 4.00
Tanglefoot Holders, per case of 50 38
Subert's 10 5c paper in box .....

Fruit Jars.

(Net cash—no discounts.)

Mason's, pts, per gross..... 6.25
Mason's, qts, per gross..... 7.00
Mason's, ½ gal., per gross..10.00

Fruit Jar Caps

Porcelain, 6 doz to box pr bx 2.50

Fruit Jar Rubbers

No. 1 White, per lb..... .60
"Gold Seal" cartons per gr ..
"Badgers" cartons per gr ..
Red Ribbon ..

10

Glue.

Le Page's, 1 oz per doz ..... .50
Le Page's, 2 oz, per doz.... 1.30
Le Page's ½ gill tins, per doz 1.00
Le Page's 1 gill tin, per doz 2.00
" " Tubes, small, gr....12.00
" big, per gr....18.00

Cordage.

Basic price Manilla 15¾. Sisal 10¾. (5,000 lbs 1c and 10,000 lbs. ½c less.) All kinds advance on base price per pound as given underneath

	Sis.	Man.
Rope, 1¼-in..(7-16 diam 6 and 9 thr. (⅛ and upwards) ..basis	basis	
½ thread (3/8 diam)	½	½
and 5-16 diam)..	..	..
" Bale, 3 and 4 strand .....½	less	basis
" " 2, 6, 8 strand	½	½
Lath Yarn .....basis	basis	
Hop Twine, tarred....	1	.
Grape Vine Twine.....	1	1
Spring Twine	..	2½
Paper Twine, unoiled ..	½	2½
Whale Line and Bolt..	..	1
Hawser laid rope for well-boring	..	1
Transmission of Power ..		5
Lanyard and Tarred ..		basis
Larlat Rope, hd tw, unoiled, 3 & 4 st'd..	1	1
Sash Cord [illegible]		

Cuttle Bone

Birds', per lb 30

Insect Powder

Eureka, 10c size, per doz.... .75
Eureka, 25c size, per doz.... 1.75
Eureka, 60c size, per doz.. 4.50
Eureka, $1.00 size, per doz.. 8.00
Buhach, 2-oz., per doz..... 1.15
" 4-oz., per doz..... 2.15
" 8-oz., per doz..... 3.75
" 16-oz., per doz..... 6.80
" 6-lb. per lb 60

Matches

Tins 1.65
Boys, doz boxes..... .12
Swedish Safety, per gross.... .65
Sweden, Wood [illegible] .60
Vulcan Paraffine, 65s per gr .55
Do 50 grs lots..... 50

Diamond Match Co's

Anchor, 200s 1.70
Do, 500s 4.00
Bird's Eye, 500s, gr..... 2.75
Nons Safety, 1000 ..... 7.75
Bees Wax, 100s..... 4.50
Globe, 100s 5.00
Domino, case 7.00
Red Top Safety 2.75
S & C, Eastern Parlor 50's.. 4.00
S & C, 100s 2.00
S & C., 300s..... 3.25
S & C, 1000s 4.00
Press, 100s, 5-gross case.... 4.75
Parlor Stop, per case 3.00
Search Light, 1000 sticks per gr 4.00

Paper, Wrapping

Butter, White, per ream.. .....
Do Waxed, per ream .. .25
Manila, No. 1, rolls or flat.. .06
Manilla, No. 1, rolls or flat .05
Straw, per cwt ..... .60
Do rolls, any size, per lb .02½
Drab, per ream..... .60
Do rolls any size per lb .02¾

Paper, Toilet

Royal, 100 rolls of 500 shts.. 4.00
Royal, 1000 sheets per case 7.00
Royal, 500 sheets per case 4.00
Royal, 250 sheets per case 2.00
Royal, 100 sheets per case 1.00
Royal, 1000 sheets per case 7.00
Royal, 500 sheets per case 4.00
Royal, 250 sheets per case 2.00
Astoria, pkgs 450 shts, per cs 2.90
Windsor,pkgs 500 shts, per cs 4.00
Universal, pkgs 700 shts, pr cs 6.00
Royal Emerald, pkgs 1000 sheets per case 7.00
Paper Rolls 2 oz 140 rolls per case 2.00
Daisy Rolls, 9 oz, 100 rolls

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per case 4.50
Express Rolls,10 oz, 100 rolls, per case 5.00
Asbestos Rolls, 11 oz, 100 rolls, per case 5.25
Mammoth Rolls, 16 oz, 100 rolls, per case 7.50
Pyramidal, 2000 sheets, 50 rolls in case..... 7.5

Seeds.

Anis ..... .15½
Canary ..... .07
Caraway ..... .15
Celery ..... .17½
Coriander ..... .11
Cumin ..... .18
Flax, ground ..... .06
Flax, whole ..... .06½
Hemp, sacks ..... .06½
Millet ..... .06½
Mustard ..... .10
Poppy ..... .15
Rape, Cal..... .06
Bird gravel, 2s, per doz.... .85
Bird Seed Mixed, 48 1s, doz .80
Red Ribbon, 60 1s..... .6½

Original sacks ½c less

Sheep Dip

Little', 10-gal tins, per gal.. 1.20
Little's, 5-gal drums, per gal 1.20
Smith's, 10 ½-gal tins, gal .95
Smith's, 5-gal drums, per gal .95

"No-Meds"

(Cereal Laxative.)

48 cartons to case, per case.$12.00
Less 30 % discount to trade
Varying cash discount dependi on quantity purchased.

Mason's Stove Polish.

	Doz.	¼ Gr.	Gr.
.....	..... .45	1.20	4.80

Polish, Stove.

Rising Sun, large pkg., per gr 6.25
Do 5-gross lots..... 6.00
Do Small pkg., per gross.. 3.85
Sun Paste,lrg, ¼ gr bx per gr 5.00
Enameline, No. 4 tins, per gr 5.00
Do No. 6 tins, per gr.... 8.25
Do Liquid, pt-tins, bx 3 dz 2.25

X-Ray Stove Polish.



Small, 3 doz. to case, per cs 1.50
Large, 3 doz to case, per cs 2.50
(½ doz. free with each case.)

Polish, Metal

Electro Silicon, 1 gr in case per doz ..... .80
Brilliantshine, ½ pts, per doz .95
Brilliantshine, pts per doz.. 1.80
Brilliantshine, qts, per doz.. 3.15
Do, ½ gal., per doz..... 6.00
Do 1 gal tins, per tin ... .85
U. S. Metal Polish, qts..... 3.67
" " pts 2.00
" " ½ pts..... 1.25
U. S. Metallic Polish paste, lb. package, doz..... 3.35
½-lb. package, doz..... 1.67
3-oz package, doz..... .50
Barkeeper's Friend, pwdr, gr. 21.60

Polishes, Shoe.

Day & Martin's.

Large, 6 dz to case, doz.... 3.0
Medium, 6 dz to case, doz.. 2.25
Small 10 dz to case, doz .. 1.0

Mason's Russet Polish.

	Doz.	¼ Gr.	Gr
No. 2	.40	1.20	4.80
No. 3	.70	2.0	8.00

Comb Black Dressing.

	Doz.	¼ Gr.	Gr.
Large	1.50	4.50	18.00
Small		2.30	9.20

Combination Russet.

	Doz.	¼ Gr.	Gr
Large	1.50	4.50	18.00
Small	.80	2.30	4.80

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Shoe Blacking.

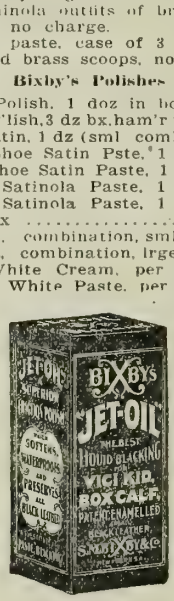
	Doz.	¼ Gr.	Gr.
No. 1	.25	.75	2.80
No. 2	.30	.85	3.25
No. 3	.35	1.00	3.85
No. 4	.45	1.40	5.45

Shoe Dressing.

Boss, 3 dz to cs, per gr . . . 9.00
Russian, 3 dz to cs, per gr .12.00
Shinola, per gross.....10.00
16 Shinola outfits of brush and dauber, no charge.
Shinola paste, case of 3 doz 2.50
3 solid brass scoops, no charge

Bixby's Polishes

Royal Polish, 1 doz in box. .85
Royal P'lish,3 dz bx,ham'r free 2.55
Shoe, Satin, 1 dz (sml comb'n) .75
No. 5 Shoe Satin Pste,1 doz .80
No. 5 Shoe Satin Paste, 1 doz .40
No. 10 Satinola Paste, 1 doz .80
No. 10 Satinola Paste, 1 doz in box ..... .80
Satinola, combination, sml, dz .75
Satinola, combination, lrge, dz 1.25
Shoe White Cream, per doz .85
Ermino White Paste, per doz .80



Jet Oil, doz..... .85
Jet Oil, 3 dz bx, 5 Bixola free 2.55

Bixby's.

"BBB," size M., ¼ gr. box.. 1.25
"BBB," size B, per ½ gr. box 2.50

Twine.

Cotton, 4-ply, 100-lb bales, lb .26
" 3-ply, 100-lb bales.. .26
" 2-lb cones, per lb.. .26
Hemp, 8-oz balls,pr 3-lb pkg.. .26
" 4-oz balls, per 3-lb pkg .26
Sack, 4-ply, 12-lb pkgs, lb.. .29

Binder Twine.

Pure Manila,650 ft to lb,pr lb .14½
Manila, 600 ft to lb, per lb. .13½
Standard, 500 ft to lb, pr lb 11½
Sisal, 500 ft to lb, per lb 11½

Wax.

Fruit, 25 1-lb pkgs, per box.. 1.50
Mint Wax, per box..... 1.50
Japan, per lb.....19½
Beeswax ..... .38
Pure Ref. Paraf., 40 1s, lb.. .10
Pure Ref. Paraf., 20 1s, lb.. .10

Wax Strings

12-in., 10 pkg, 100 stgs each. 1.75
14-in., 10 pkg, 100 stgs each.. 1.90

Department 24.

WOOD AND WILLOW WARE

AXE HANDLES.

This Dept. is corrected by **The Heyman-Weill Co., Sevenson Co.**

Ex, 36-in., doz $2.50
No. 1, 36-in., doz 1.75
No. 2, 36-in., doz..... 1.35

Baskets.

	Per doz
Cal., Open, Spruce, No. 3....	.85
Cal., Open, Spruce, No. 4....	.90
Cal., Open, Spruce, No. 5....	1.25
Cal., Satchel, Spruce, nest,0-5	1.35
Cal., Satchel, Spruce, nest,1-5	1.00
Cal.,Satchel, Spruce,nest, 1-41	.71
German Market, nest of 4....	1.25
Clothes, Oval, Wil., No. 2..	8.00
Clothes, Oval, Wil., No. 3..	9.25
Same, nest of 5 sizes.....	3.50
Japanese Telescopee, nest of 5, size 18x12x7.....	1.30
Same, size 20x13½x7.....	1.60
Same, size 24x15x10.....	2.00

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Bowls, Wooden.

	Per doz
Maple, No. 1, 11-inch.....	.80
Do No. 2, 13-inch.....	1.75
Do No. 3, 15-inch.....	3.00
Do No. 4, 17-inch.....	4.75
Do No. 5, 19-inch.....	6.50
Do No. 6, 21-inch.....	8.50

Brooms.

	Per doz
No. 7 Special.....	4.00
Little Lady	3.65
Dandy	3.10
Cooks' Choice	2.35
Ladies' Pride, No. 1.....	2.85
Toy, string	1.00
Common Whisk.....	1.00
OO Whisk.....	1.20
Leader	2.40
Flyer	2.90

Brushes.

	Per doz
Dust	2.25 to 2.00
Scrubbing	.55 3.00
Dandy	1.50 5.75

Shoe Brushes.

No. 415 black tampico No. 59	.95
No. 25 Mixed Center.....	1.75
No. 173, all black.....	2.25
No. 141, black and white.....	4.00
No. 413, bristles.....	4.50

Stove Brushes.

	Per doz
551 tampico, handles	.90
No. 41, Black Bristle.....	1.90
No. 411, Black Bristle.....	2.25

Ox Fibre Brushes.

	Per doz
No. Cat, 10½x2½ in face..	1.50
Do Rat, 8½x2½ in face..	1.25
Do Mouse, 6¼x2½ in face	1.00

Can Openers.

King, doz ..... .75
Sprague, doz ..... .45

Carpet Sweepers.

Bissell's, per doz, 25.00 to 27.00
Standard, per doz..... 23.00

Cheese Safes.

Round, 22-in. each..... 2.25
Square each 4.00

Clothes Lines.

Sisal, 40-foot, per doz..... .90
Sisal, 60-foot, per doz..... 1.25
Cotton, 40-foot, per doz..... .80
Cotton, 60-foot, per doz.... 1.20
Sash Cord, 60-foot, per doz.. 1.75
Sash Cord, 90-foot, per doz.. 2.5
Wire Cord, 50-foot, per doz.. 1.30
Wire Cord, 75-foot, per doz.. 1.75
Wire Cord, 100-foot, per doz.. 2.15

Clothes Line Pulleys.

Galv Iron, with eye.....19.50
" " with hook ..... .60

CLOTHESPINS.

Common, per box of 5 gross.. .70
U. S. Patent Spring, per gross .55

CORKS.

Demijohns.

(Discount of 40% and 10%)

½ gal $5.75
1 gal 7.50
2 gal 13.50
3 gal 16.00
5 gal 24.00

Dust Pans.

No. 1 Japan, doz..... .75
Covered, doz 1.30
Janitor, doz 2.25

Dusters.

	Per doz
China, fancy colored.....	.80
Standard Turkey, No. 10....	2.25
" " No. 12....	3.10
" " No. 14....	3.80
" " No. 16....	4.85
" " No. 18....	5.60

DOOR MATS, COCOA.

	Per doz
Light, No. 1, 14x24.....	4.40
Do No. 2, 16x27.....	6.00
Do No. 3, 18x30.....	7.75
No No. 4, 20x33.....	9.50
Medium, No. 1, 14x25.....	5.50
Medium No. 2, 16x27.....	7.00

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Medium, No. 3, 18x30.....	8.75
Medium, No. 4, 20x33.....	10.50
Extra, No. 2, 16x27.....	10.00
Extra, No. 3, 18x30.....	13.00
Extra, No. 4, 20x33.....	15.50
Extra, No. 5, 22x36.....	19.00
Keystone Steel Mats, sq. ft..	.30

Faucets.

	Per doz
Cork Lined, No. 0.....	.45
" " No. 2.....	.45
Cork lined, No. 3, doz.....	.90
" " No. 4.....	.60
" " No. 6.....	.75
" " No. 8.....	.90

Ironing Boards.

1-ft., per doz.....	4.70
4½-ft., per doz.....	5.40
5-ft., per doz.....	6.35
5½-ft., per doz.....	7.50

LAMP BURNERS.

Opposition.

0 or E, per doz.....	.65
1 or A, per doz.....	.75
2 or B, per doz.....	.85

LAMP CHIMNEYS.

Electric—In Cartons.

No. 2, 6 doz in case, per doz 1.10

Lantern Globes.

Packed 5 doz in case. .

Aurora Rochester.

	Per doz
No. 1, 6 doz in case.....	.75
No. 2, 6 doz in case.....	.90
No. 3, 6 doz in case.....	2.00

Macbeath Pearl Top.

No. 1 or A, 6 doz in case..	.8
No. 2 or B, 6 doz in case..	1.05

La Bastie.

	Per doz
No. A, plain bulk, 6 doz in cs	1.22
No. B, plain bulk, 6 doz in cs	1.55
No. A, crimp bulk, 6 dz in cs	1.32
No. B, crimp bulk, 6 dz in cs	1.63

Common Chimney.

	Per doz
No. 0 or E, 6 doz in case..	.40
No. 1 or A, 6 doz in case..	.45
No. 2 or B, 6 doz in case..	.65

LEMON SQUEEZERS.

Ball, per doz.....$0.90	
Glass, No. 1, per doz.....	.75
Class, No. 3 (for oranges) dz	1.25

MOPS AND HANDLES.

	Per doz
9-lb. Mops 1.35-1.65	
12-lb. Mops 1.80-2.20	
Patent Mop Handles.....	1.0
Plain Mop Handles.....	.90

PAILS.

	Per doz
Wood, painted, 3 hoops.....	2.65
Wood, varnished, 3 hoops....	2.50
White Cedar, 3 galv. hoops..	3.25
Fibre	3.60
Galvanized, 8 quarts.....	2.00
" 10 quarts.....	2.20
" 12 quarts	2.50
" 14 quarts	2.90

SHELF PAPER.

	Per gross
Narrow, assorted colors.....	.1
Lace paper, per box.....	.20

TUBS.

White Cedar—No .0, 13.00; No 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Fiber—No. 0, $19.00; No. 1 $15.75; No. 2, $13.75; No. 3 $12.25.

Galvanized—No. 0, $8.85; No. 1 $6.95; No. 2, $7.95; No. 3, $8.85.

WASHBOARDS.

	Per doz
California, regular size.....	2.2
Little Lady, glass.....	1.8
Little Lady, zinc.....	1.1
Peerless, double	3.5
North Star	3.6
Crystal Glass	4.4

Washing Machines

Waverly	6.7
Matchless	5.8
Western	4.2
Majestic, family size, each....6.0	
Snowball, family size, each.. 7.0	
Leader, family size, each....7.0	
Shelby, family size, each.... 7.7	

45

WICKING.

	Grs
Lamp, 0 or E, ⅜-inch	$0.30
Lamp, 1 or A, ⅝-inch	.40
Lamp, 2 or B, 1-inch	.60
Lamp, 3 or D, 1½-inch	.85
No. 1, Rochester	1.50
No. 2, Rochester	2.25
No. 3, Mammoth	7.50
Junior Rochester	2.00
Stoves, 3-inch	1.50
Stoves, 3½-inch	1.90
Stoves, 4-inch	2.00
Stoves, 4½-inch	2.00

WRINGERS.

Wood Frame.

Two top screws; iron tub clamps.

	Per doz
Royal, 10x1¾ inches	37 50
Challenge, "	21.00
King Special "	22.50
Empire "	30.00
Century, 10 inches	28.50
" 11 inches	31.50
" 12 inches	35.00

Iron Frame.

Superior, 10 inches	29.50
" 11 inches	33.00
" 12 inches	37.00
Crescent	27.00

Ball Bearing.

Hitchcock	33.00

MISCELLANEOUS.

Barrel Covers, 17-in. (flour barrel size), per doz	1.80
Barrel Covers, 21-in. (sugar barrel size), per doz	2.70
Brownies, per doz....75	1.00 1.25
Butter Ladles, plain, doz	.45
Butter Ladles, clays, doz	.85
Butter Spades, doz	.40
Dishes, oval, ½-lb., per M	1.50
Dishes, oval, 1-lb., per M	1.75
Dishes, oval, 2-lb., per M	2.25
Dishes, wire end, ½-lb., per M	1.60
Dishes, wire end, 1-lb., per M	1.75
Dishes, wire end, 2-lb, per M	2.25
Egg Beaters, Dover	1.00
Measures, fiber, 4 pieces (Set pt., qt., ½ gal and funnel)	1.25
Lanterns, O Tubular, doz	5.50
Lantern globes, in bbls....70	@95
Mouse traps, 1 to 5 holes, doz	45@60
Mouse traps, "Sure Catch," dz	.35
Traps, rat, "Blizzard," doz	.90
Nest Eggs, per doz	.20
Oil cans, glass, wire cover, 1 gal, per doz	4.50
Oil Cans, gal., glvnzd iron	2.15
Oil Cans, 5 gal., glvnzd iron	7.50
Porato Mashers, per doz	45@75
Rolling Pins, per doz....1.40	@1.60
Spoons, wooden....30c, 37c	.65
Step Ladders, each per ft., 15-22-40	
Tacks, steel, asstd, 2 14-oz	.25
Tacks, Common, 2 oz., doz	.11
Tapers, gas, 30 17-in. tgs.dz	.25
Toothpicks, box 2.50,	2.75
Twine Holders, hanging, doz	2.00
Spittons, fiber, 13-inch	6.25
Spittons, fiber, 12-inch	5.00
Spittons, fiber, 9-inch	4.15
Whips, per doz, from 90c to	18.00
Window Screens, 12-inch, doz	2.45
Window Screens, 18-inch, doz	2.90
Window Screens, 24-inch, doz	3.25

Department 25.

STATIONERY.

Corrected by the
Schwabacher-Frey Stationery Co.
42-44 Sutter St., San Francisco.

Blank Books.

Counter, 72 leaf, per grs	5.00
Counter, 90 leaf, per grs	6.00

Day and Ledger.

Cap, canvas, 200 pp., each	.30
Cap, canvas, 500 pp., each	1.00
Crown Cloth, 150 pp., each	.75
Crown Cloth, 300 pp., each	1.00
Cap, Im. Leather Bnd, 600 pp	3.20

Writing Paper.

Tanglewood.	Ream
Commercial Note, 5lb	.60
Commercial Note, 6lb	.72
Letter, 10-lb ex	1.20
Cap, 12-lb ex	1.44

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Envelopes

	Per M
XX, 5-in	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX,4-in.,Baronial cream or white	1.40@1.80
XX,5-in.,Baronial cream or white	1.60@2.00

Inks—Carter's or Diamond.

Black, 2 oz cylinder, p. gr	4.50
Red, 2 oz, 3 dz to box, pr bx	1.25
Black, 4 oz, per gr	7.20
" or Blue Blk, ½ pt,dz	2.17
" or Blue Blk, pt, dz	3.50
" or Blue Blk, qt	6.00

Lead Pencils.

	Gross
Cedar, rubber tip	1.25
Red plshd, mtl rbbr tip,I.X.L	1.65
Matchless	3.00
Yellow, pshd, rbr tip, round	4.00
" plshd, rbr tip,hexagon	4.00
Black, plshd, rbr, tip, Nos. 1, 2, 3, 4, "Office" Hex	4.50
Carpenters, 3 dz to bx, pr bx	1.00

Steel Pens.

	Gross
Railroad, 1 gross in box	$0.40
Stub, ex fine, sml, mdn lrg	.40
Falcon	.40
Bank	.40
School, fine	.40
Spencerian Nos. 1, 2 or 3	.85
Gillott's, No. 404	.50
Gillott's, No. 303	.90
Pacific Mail, cinkle plate	1.00
Tuxedo	1.00

Department 26.

This Dept. is corrected by
Wellman, Peck & Co., Tillmann & Bendel.

AMERICAN TOBACCO CO.

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb Cases)	
Seal of N. C. 1⅜ oz foil	68
" 3½ "	61½
" 8 "	58¼
" 16 "	56⅛
" 1⅜ oz cloth	68
Seal of N. C., 3½ oz clth pchs	63¾
pouches	68
Seal of N. C. 16 oz decorated tin canisters	58¼
Old Eng. Curve Cut, 1⅜ oz curved tins	75½
Old Eng. Curve Cut, 3½ oz curved tins	75½
Old Eng. Curve Cut, 8 oz	75
Old Eng. Curve Cut, 16 oz	75
Continental Cubes,1⅜-oz tins	75½
Monte Cristo Slabs, 3½-oz tins	75½
Van Bibber, slcd plg, 1⅜ oz tins, 2½ lb cartons	70
Three Feathers, 1⅜ oz. 1¼ lb cartons, net	58¾
Pedro, 2½-oz foil	51½
" 2½-oz pouch	51¾
" 2½-oz assorted	51
" 16 oz decorated tin canisters	41½
Dixie Queen, 1⅜-oz foil	41¾
" 8-oz tins	41½
" 1⅜-oz	64
canisters, 6 lb cartons, 30 lb in cases	42
Duke's Mixture, 2⅜ oz sacks	40
Arlington, 2⅜ oz foil	63½
Duke's Cameo, 1⅜-oz	41½
Duke's Cameo, 2½ oz foil	47¼
Melrose, 1⅜-oz foil	66⅜
Fragrant Vanity Fair, 1½ oz foil	93
Red Indian Plug Cut, 1⅜ oz and 3½ oz foil	39
Fashion, 1⅜ oz	38¾
" 16 oz canisters	42½
Fashion Pail	42½
Bull Durham, 1 oz	62
" 1⅜ oz	62
" 3½ oz	59
" 8 oz	57
" 16 oz	53
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb	24
Echo Plug Cut, 1⅜ oz(16-oz, 49)	47¾

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Red Bell, 1⅜ oz	10
16-oz pails	11
Cornell Mixture, 3½-oz tin	83¼
Oriental Mixture, 3½ oz tin	93
Honey Dip Twist, 10 lb	43½
Grizzly, 16 oz, 24-lb cases	54½
Five Bros. Pipe Smoking, long cut,paper pkgs, 3½ oz, 5 lb cartons, 30, 50 & 100 lb cases	38
Pride of Virginia, 1⅜-oz, 3½-oz and 8-oz tins, 2½-lb boxes, 10 & 25-lb cases	75
Golden Cupid, 1⅜ oz foil, 25, 50 & 100-lb cases	60⅞
Sure Shot, 2s	33
Union Leader, 1⅜-oz foil	41½
" 3-oz pouch	41
" 8 and 16 oz canister	41
Union Leader, 16-oz milk can	41
Plaza, 1⅜-oz cloth, 5-lb cartons, case of 25 lbs, net	37¼

Fine Cut Chewing.

Hiawatha, 2 oz, b'ght or d'k, 1-lb cart, 10-lb cs, per lb	59
Hiawatha, 5-lb cs, 1-lb carts	59
Hiawatha, 16 oz, b'gt or d'k, 5-lb pails, lb	59
Hiawatha, b'gt or dark, 10-lb pails, per lb	56
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb pails	44
Rose Leaf, 10 to lb, bright or dark, 1-lb cart, 5-lb drums	67
Tiger, 1⅜ paraffine bags, 5-lb moisteners	41

Cheroots and All Tobacco Cigarettes.

Old Vir. Cheroots, 5 in bundle	13.25
$12 in less than 1M lots.	
Old Vir.Cheroots,5 in bundle	13.95
Bet. the Acts Little Cigars, 10s tin	.25
Bengal little cigars, 10s, (10 per cent in free goods)	7.30
Royal Bengal, 10 in pkg, 100 in carton	11.50
Van Bibber Little Cig., bundles of 10, boxes of 100	16 20
Sub Rosa cigarros, 10s, cartons of 500, per M	4 00

Stogies, Etc.,

Less 2% for cash

Star Pittsburgh stogies 1-10s, 5 for 10c	15.00
Florodora little cigars, 1-10s, 3 for 5c	12.25
Red Top Stogies, 1-10s, 3 for 5c	12.25
Red Label Stogies(Jenkinson)	11.65

Cigarette Paper.

Vanity Fair, 50 pkg in box	.97½
Wheat Straw,50 pkg in bx,net	1.30
Wheat Straw, 100 pkg in bx net	2.65
Wheat Straw, Interlock, 50 pkg in box	1.35
Wild Oats, 40 pkg in box	.90
Red Seal, 50 in box	.25
Zig-Zag, 100 in box	2.50
Riz la croix	1.95

Plug Tobacco.

(Subject to discount 2%)

Battle Ax, 16 oz, 5 cuts, 12 and 24 lb bts, net	39
Big Gun, 16 oz, 3x12 smooth, bright, 6 sp, 16 lb butts	44
Boot Jack, 3x12, R & R, 5½ oz, 8 sp, 1, 4 8 and 12-lb and 2-lb fancy wooden bxs, net	87
Bullion, 1x6, D T Nines, 6 to lb, 20-lb cad's	50
Climax, 3x12, R & R 16 oz 8 sp, 6, 12 & 30 lbs (7 oz 7, 10½, & 21 lbs 48)	45
Climax, 3x12, thin, 7 oz, 7 and 14 lb	45
Cross Bow, 3x12, 14 oz, 4 sp, 14 lb butts	38
Drummond's Natural Leaf, 5½ oz, 5, 8 and 12-lb butts	63
Gold Rope, 7 to lb, 3, 6 and 12-lb boxes	56
Gold Rope, 14 to lb, 4 and 8-lb boxes	55

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Horse Shoe, 16 oz Smooth, 8 sp, 8, 12 and 24-lb butts	42
[illegible] 7 oz R & R and Smooth, 2 sp, 10½ and 21 lb butts and caddies	39
[illegible] 3x12 14 oz Smooth 4 sp, 10½ and 21-lb butts	39
Newsboy, P. P. br or bulk, 5s 8, 16 & 24 lb	40
Nobby Spun Roll, 7 to lb, 3, 6 and 12 lb boxes	57
Old Honesty, 3x12, Smth, 15 oz, 8 sp 7½, 15 and 30 lb	44
Old Peach and Honey, 6 to lb, 3 lb boxes	43
Piper Heidsieck, 5½ oz plugs 2⅜x8 Pony Panel, 3-10c cuts, 4, 7, 14 lb	69
Red Cross, 12 and 24-lb butts, 15 oz, 3x12, embrossed 4 sp	23
Salt Log, 2x12, R & R, 16 oz 6 sp, 24 lb	46
Saw Log, 3x12, R & R, 32 oz, 12 sp, 32 & 48 lb	46
Sledge, 16 oz, 4 sp, 3, 6, 12 and 24	31
Something Good, foil wrapped, R & R, 5½ to lb, 9, 13 lb butts	45
Spear Head, 16 oz, 6 sp, 6, 18 and 30 (7 oz, 48)	45
Standard Navy, 3x12, embossed 4 oz, 4 sp, 14 and 28 lb, 6 for 10, 10⅜ oz, 24 lb butts	36
Star, 16 oz, 12, 24 and 52 lb butts	45
Tinsley's Nat Leaf, 3x12, 16 oz, 8 & 12 lb	56

Twist Tobacco.

Granger Twist,hand made light pressed, 12 to lb, 12-lb half bushels and 15-lb grained pails	45
Red Ribbon Twist, 10 to lb, 16 lb ½ bushels and 8 lb pecks	40
Honey dip Twist, 11 to lb, packed 5 lb	44

Smoking Tobacco.

Master Workman plug, 3x6, 10 oz, 10 lb cad	45
Finzer's Mixed Plug, 16 oz, 3x12, 5 sp, 5 and 10 lb	32
Ole Varginy, 3 oz plugs 2x4 bright, 10½ lb boxes	42
Sickle plug, 15 oz 3x12, 5 sp 7½, 15 and 30 lb butts	46

JOHN BOLLMAN & CO

Cigarettes

Net cash.

Fragrant Vanity Fair	2 40
Duke's Cameo	3 90
Sweet Caporal	2 40
Virginia Brights	3 90
Pets (for pocket)	5 10
Richmond Straight Cuts, 10s tin and paper	6 12
Cairo, No. 27 and 27a, (cork tip 7.50)	6 50
Cairo, Cork Tip	9 00
Imperiales, 10s, 20s, 50s, 100s, with or without mouthpce	7 50
Sultans, 10s, 20s, 50s, 100s, Maze and Rose paper with mouthpiece	9 25
Abdallah, No. 3 gold tip	7 75
" No. 2	9 00
" No. 1	14 00
Princess Lillian, Cork tips	17 65
Turkish Trophies	2 25
Egyptian Deities, No. 1, 10s	25 50
" No. 3, 10s	
Pasha, tips	17 50
Egyptian Deities, cork tips	18 15
Mogul, cork tip	10 25

High Grade Smoking Tobacco

Imperial Mixture, 2⅛-oz tin	1.10
Plum, 1⅜-oz foil, net	.64⅛
Three Kings Mixture,3½-oz tins	1 30
Vase Mixture 1-oz tin, 1½ and 2½ lb cartons	1 35
" 2-oz " 2½ lb cartons	1 40
Vase Mixture 3½-oz tin, 2½ lb cartons	1 60
Lone Jack, 3½-oz bags, net	1 17½

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Wills' English Smoking.

Capstan, mild,med. or strong, 3½-oz, per lb 1.60
Capstan, mild, med or strong, 1⅔ oz, per lb 1.75
Latakia, 3½ oz, per lb 2.10

Sundry English Smoking.

Pioneer, 3½ oz, per lb 1.45
" 8 oz, per lb 1.43
" 16 oz, per lb 1.40
Lambert & Butler's Log Cabin, 3½ oz, per lb 1.30
Smith's Glasgow Mixture, 3½ oz., per lb 1.70

J. B. PACE TOBACCO COMPANY

Scroll Tag, twist, 6 to lb (other sizes, 67) 66½
" light pressed, all styles 73½
Scroll Tag, cable coil, 3 and 4 oz 76
Corduroy Spun Roll, 6-lb bxs 56⅛
Mastiff Plug Cut, 1⅔ oz pchs or tin foil pkgs 68
Mastiff Plug Cut, 3½ oz pchs or tin foil pkgs 63
Mastiff Plug Cut,16 oz decorated tin 52½
Boston Smoke, 128 (24s, 48) . 49

SURBRUG CO.

Grain, 1⅔ oz patent can .... .70
Golden Sceptre, 1-oz, 1-lb cart, per lb 1.20
Golden Sceptre, 1⅔-oz, 2½-lb cart, per lb 1.20
Golden Sceptre, 3½-oz, 2½-lb cart, per lb 1.05
Golden Sceptre,8-oz,5-lb cart, per lb 1.00
Golden Sceptre, 16-oz, 6-lb cart, per lb 95
Arcadia, 3½ oz, 2½-lb cts (1 1-lb cts 1.60) 1.56
" 1⅔-oz, 2½-lb carts 1.60
" 8 oz, decorated tin. 1.55
" 16 oz, decorated tin 1.50
Crescent Club Mixture, 3½ oz

Cigarettes.

Milo Cork Tips 18.50
" Plain " 18.00
" Ladies' mouthpieces, 20s oval box 9 00
Egyptian Arabs No. 3 Cork Tips 7 40
King William, Egyptian, net 18.00
Turkish Delight, sanitary tip 7 00

JNO. J. BAGLEY & CO.

Net cash.

Gold Shore, 2½-oz. 46¾
Lime Kiln cut plug, 2 oz.... 59¾
" " 3½ oz..... 59¾
" " 8 oz tins. 66⅔
" " 16 oz tins 64⅛
Sun cured 2½ oz foil..... 49
" 2½ oz pouch.... 51

WEYMAN BROS.

Less 2%.

Cut and Dry, 3½ oz papers.. 32¼

H. BOHLS & CO.

Fancy Mixtures.

White Navy Mixture, 1⅔ oz foil ..... .65
White Navy, 3½-oz foil, 5-lb cartons ..... .63
White Navy, 16-oz foil..... .60
London Dock, 3½-oz foil, 5-lb cartons ..... .80
Golden Gate, 3½-oz tin, 5-lb cartons ..... .85
Bright Virginia Pickings, 3½-oz tin, 5-lb cartons..... .80
Gold Bar, 3½-oz tin,5-lb cart. .90
Great Blend, 16-oz box, mild, medium and special..... 1.15
Great Blend, 8-oz box, mild, medium and special..... 1.20
Great Blend, 3½-oz box, mild, medium and special..... 1.25

Cut Plug.

Seal Rock, 1⅔-oz tins, 2½-lb cartons 25-lb ..... .74
Seal Rock, 3½-oz tins, 2½-lb cartons 25-lb ..... .74
Seal Rock, 8-oz tins..... .74

50

Peanut, 1⅔-oz foil, 5-lb cart .38
Old Chief, 8-oz and 16-oz.... .46
Seven Up, 16-oz pail, briar pipe with each tin..... .54
Seven Up, 16-oz pail, without briar pipe ..... .45
Seven Up, 2½-oz foil,5-lb cart .43
Seven Up, 2½-oz pouch, 5-lb cartons ..... .49

Long Cut.

case, per doz 1.80

R. A. PATTERSON TOBACCO COMPANY.

Less 2%.

Honest Labor, pch and tins, 2½-oz ..... .50
Lucky Strike, 1⅔ oz tins.... .75
" 3½ oz tins..... .75
Patterson's Seal, 1⅔ oz foil. .37
" 3½ oz pch.. 38
" 16 oz tin... 41

SNUFF.

America Snuff Co. .. ..

French, Rappee, 1⅔ oz bottles, per 3 doz..... 2.90
French, Rappee, 3½ oz bottles, per doz..... 1.80
French, Rappee, 16 oz jars, per lb ..... .65
Maccaboy, 16-oz jars, per lb .60
Irish High Toast, 16-oz self-sealing fruit jars, 12-lb bxs .57
Scotch Lilienthal's, in bladders, per lb..... .60
Scotch Lilienthal's, in weasands, per lb ..... .62
Horse Shoe, 16 oz glass jars, lb ..... .50
Horse Shoe, 2½ oz fibre cans .51
Horse Shoe, 8 and 16 oz cans .48
Horse Shoe, 1 oz and 16 oz cans 54

Weyman Bros.

Copenhagen, 16-oz stone jars 6[illegible]
" 2 doz, per gross..... 5[illegible]
1-oz tin [illegible]

This Dept. is corrected by **Tillmann & Bendel; Pac. Vinegar & Pickle Works.**

CATSUPS.

Snider's, qts. doz..... 3.75
" pts " 2.40
" 1½ pts, " 1.40

Griffon's.

½-pints, per doz.....1.12½
Pints, per doz..... 1.85
Quarts, per doz..... 3.25

Miscellaneous.

Campbell's, ½ pts, doz..... 1.15
Heinz, 10-oz ..... [illegible]
" 12-oz ..... [illegible]
" 17-oz ..... [illegible]
Blue Label, 25 ½-pts. to cs [illegible]
Blue Label, 25 pts to cs... [illegible]
Blue Label, 12 qts to cs... [illegible]
Golden Star, gal jugs, doz... [illegible]
" " qt. jugs, doz.. 3.65
" " pt jugs, doz. .. 2.35
" " ½ pt jugs, doz. 1.40

Long's Fruit Catsup.

Pts, 24 to cs, case... ... 4.75
½-Pts, 48 to cs 5.75
" 2, 5 and [illegible] Cans, lb 1.60

SAUCES.

Holbrook's, ½ pts..... 2.40
Lea & Perrin's, small..... 2.75
Lea & Perrin's, medium..... 5.00
Lea & Perrin's, large..... 8.25
5 cases, 5c per doz less.
Tobasco, McIlheny 4.00
Tobasco, New Iberia..... 3.50
Bengal Worcester, ½ pt..... .85
Bengal Worcester, pt..... 1.25
Pepper, sprinkle top, ½ pt.. 2.00
Superior Pepper, small..... .90
Superior Pepper, large..... 1.50
Libby's Manchester Sauce, 24½ pints, per doz..... 1.20

HORSE RADISH.

51

FRENCH MUSTARD.
(In bulk.)

	Cal. Home Brand	Stan-dard
Bbl, per gal.....	.35	.30
½ bbl, per gal.....	.37	.32
¼ bbl, per gal	.40	.34
10-Gal Keg.....	.42	.36
5-Gal. Keg.....	.45	.38
2-Gal. Pail	.50	.43
1-Gal. Pail	.60	.53

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In Glass, Cal. Home Brand.

8 oz, 2 dz to case, per doz.... .95
14-oz, 2 doz to case, per doz 1.75

Standard.

6-oz, small bbl 80

SAUERKRAUT.

Cal. Home Brand—Dry Pack

Bbl., 50- gal. $13.00
½-bbl., 32 gal..... 9.00
¼-bbl., 15 gal..... 5.00
10-Gal Kegs 3.25
5-Gal. Kegs 1.75
2-Gal Pails..... .85
1-Gal Pails..... .60
Standard Kegs, 10s..... 2.50

Department 23.

PICKLES, VINEGAR, RELISHES, ETC.

This Department is corrected each week by the Pacific Vinegar & Pickle Works.

PICKLES IN BULK

California Home Brand

	Sour			Sweet		
	Bbl 50 gals	½ bbl 32 gals	¼ bbl 16 gals	Bbls. 50 gals	½ bbl 32 gal	¼ bbl 16 gals
Midgets	30.00	20.00	10.50	42.00	28.00	14.50
Special Small Gherkins						
Bbl. 9000, ½ bbl. 6000, ¼ bbl. 3000	27.00	18.00	9.50	34.50	23.00	12.00
Special Small Mixed						
Same count	27.00	18.00	9.50	34.50	23.00	12.00
Gherkins						
Bbl. 6000, ½ bbl. 4000, ¼ bbl. 2000				31.50	21.00	11.00
Mixed						
Same size				31.50	21.00	11.00
Special Small Medium Pickles						
Bbl. 4500, ½ bbl. 3000, ¼ bbl. 1500	21.00	14.00	7.50	28.50	19.00	10.00
Special Small Medium Mixed						
Same count	21.00	14.00	7.50	28.50	19.00	10.00
Small Medium Pickles						
Bbl. 2400, ½ bbl. 1600, ¼ bbl. 800	16.50	11.00	6.00			
Small Medium Mixed						
Same count	16.50	11.00	6.00			
Bbl. 3000, ½ bbl. 2000, ¼ bbl. 1000	19.50	13.00	7.00	25.50	17.00	9.00
Chow Chow		15.00	8.00			

Package Count	Bbl 1800	Bbl 1500	½ bbl 1200	¼ bbl 600	½ bbl 1000	¼ bbl 500
DILLS	15.00	14.00	10.00	5.50	9.50	5.25

Jumbo Dills.—bbl., 1300, ½ bbls. 900, ¼ bbls. 500.

California Home Brand.

Sour and Sweet, (Plain or Mixed), German Dill, Chow Chow and Onions

	No1 Sml	No2 Mdn	No3 Lrg	Dills	Swt Mid gets	Sweet Gher-kins	Chow Chow	Pearl Onions
Barrels, 50 gals.....		.36	.33	.28	.28	.60	.46	1.00	.70
½ Barrels, 32 gals..		.38	.35	.30	.30	.62	.48	1.02	.73
¼ Barrels, 16 gals...		.40	.37	.32	.32	.64	.50	1.04	.75
Kegs, 10 gals		.42	.39	.34	.34	.66	.52	1.06	.77
Kegs, 5 gals.....		.44	.41	.36	.36	.68	.54	1.08	.79
Pails, 5 gals.....		.44	.41	.36	.36	.68	.54	1.08	.79
Pails, 2 gals.....		.55	.50	.45	.45	.77	.63	1.15	.88
Pails, 1 gal.....		.65	.60	.55	.55	.87	.73	1.25	.98

"CENTAUR BRAND"
Sour (Plain or Mixed.)

	Per Gal	No1 sml	No2 Mdn	No3 lrg slct
Barrels, 50 gals		.33	.30	.25
½ Barrels, 32 gals.....		.35	.32	.27
¼ Barrels, 16 gals.....		.37	.34	.29
Kegs, 10 gals		.39	.36	.31
Kegs, 5 gals.....		.41	.38	
Pails, 5 gals.....		.41	.38	
Pails, 2 gals.....		.52	.47	

KEG PICKLES.

	Per Pkg.
Full Measure, 5 gal. kegs, No. 3 Pickles.....	$1.10
Full Measure, 5 gal pails	1.25
Full Measure, 2½ gal. kegs.....	0.75

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PICKLES IN GLASS

California Home Brand

Pat. Top—English or Octagon	10 oz.	Pt.	Qt
Gherkins Sour	1.75	2.30	4.50
Mixed Pickles	1.75	2.30	4.50
Chow Chow	1.75	2.30	4.50
Pearl Onions	1.75	3.25	
Sweet Gherkins	1.75	2.75	5.00
Sweet Mixed Pickles	1.75	2.75	5.00
Senf Gherkin	1.75	2.75	5.00

CENTAUR BRAND

American Style—Square Bottom; English Style, Round Bottom.

	Pts.	Qts.	½ Gal	Gal.	Pt.	Qt.
Gherkins	1.20	1.75	3.00	5.00	1.75	3.00
Mixed Pickles	1.20	1.75	3.00	5.00	1.75	3.00
Chow Chow	1.20	1.75	3.00	5.00	1.75	3.00
Picalilli	1.20	1.75	3.00	5.00	1.75	3.00
Mexican Hot	1.20	1.75	3.00	5.00	1.75	3.00
Cal. Onions	1.20	1.75	3.00	5.00	1.75	3.00

TOMATO CATSUP.

	In Glass. per doz			Jugs.per Jug		1 Gal. Tins	
	½ Pt.	Pt.	Qt.	1 Gal.	2 Gal.	Scr. tp	Ft.tp
Cal. Home Brand	1.35	*2.25	3.50	1.00	1.90	.80	.75
Sunrise				.85	1.60	.65	.60
Sunset	.90	1.65	2.75	.60	1.20	.50	.45

Tomato Catsup—In Bulk

	Bbl. 50 Gal.	½ Bbl. 32 Gal.	¼ Bbl. 16 Gal.	10 Gal. Keg	5 Gal. Keg
Cal Home Brand	.50	.55	.60	.63	.65
Sunrise	.40	.45	.50	.53	.55
Sunset	.35	.40	.45	.48	.50

TABLE SAUCE.

In Glass.

	½ Pts.	Pts.	Qts.	In Jugs In 1 Gal.	In Jugs 2 Gal.	Gal. Tins.
Cal. Home Brand	1.75	2.75	3.75	1.25	2.25	...
Worcestershire	1.00	2.00	3.00	1.00	2.00	.85
Chestershire	.75	1.50	2.25	.60	1.20	.55

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Table Sauce in Bulk.

	Bbls 50 Gal.	½ bbls 23 Gal.	¼ bbl 16 Gal	10 Gal Keg	5 Gal Keg

VINEGAR

Commercial Wine, Cider, Malt or Spirit Vinegar

	40 Gr.	50 Gr.	60 Gr.	70 Gr.	80 Gr.	90 Gr
Barrels	.14	16	17	.18	.20	.22
½ Barrels	16	18	.19	.20	.22	.24
¼ Barrels	.18	.20	.21	.22	.24	.26

HIGH GRADE VINEGARS

	Barrels	½ Bbls
California Home Brand White Wine Vinegar	.26	.75
Cal. Home Brand Apple Juice Vinegar	.25	.30
California Home Brand Pure Pickling Vinegar	.25	.30

RELISHES AND CONDIMENTS

Miscellaneous.

California Home Brand.

	9 oz	½ Pt	Pt
Tomato Chutney	1.75	1.65	2.50
Chili Sauce	1.75	1.65	2.50

California Home Brand

Same, in Bulk, Per Gallon.

	8 oz.	Olympics	14 oz.	Pts.
Sweet Relish	.95	1.75	2.00	2.75
East India Relish	.95	1.75	2.00	2.75
Red Hot	.95	1.75	2.00	2.75

CREDITS AND COLLECTIONS.

An Expert Tells Ways and Means of Handling Them.

(Written Expressly for the **Advocate** by J. F. Paulding.)

The questions of credits and collections has caused perhaps more failures in the mercantile line, for want of proper knowledge, than any one branch of the bushiness. So important is this particular branch of the mercantile business, that many of our merchants are employing special credit men, and wherever possible, experienced collectors.

Small Dealers Unfortunate.

The small dealers are especially unfortunate, inasmuch as they have to act as buyer, seller, collector, as well as credit men. Where the business justifies any special man for any particular department, it should be a credit man first. Lack of attention to this one feature of the business causes many direct failures, also many indirect, because they are apt to adopt a cash plan after they have made a failure of the credit plan, only to go down to defeat in 95 cases out of a hundred.

Don't "Swap Horses, Etc."

The merchant who begins business on a credit plan and fails to make good, as the saying is, had better sell out than to change the credit to cash plan. There are a greater percentage of wrecks from the credit to cash plan than any other cause and almost invariably the man who fails to make a success of the credit business lacks the essential knowledge necessary to make a success of a cash trade.

Difference Two Per Cent.

The chief reason of non-success of a cash store after making the change is that the dealer does not take into consideration the real difference between the percentage necessary to conduct a credit store over the cash store. The real difference is approximately 2 per cent and many times a dealer in making the change will cut a ten-cent article to three for 25 cents, which makes a 20 per cent difference, which no business will stand, especially the grocery line.

Cash Plan a Science.

A cut of the real difference in percentage would make no object for the public and would go unnoticed, therefore the cash plan is a science which few have successfully fathomed and one that the credit man had better let alone. When a business is sick a study of the weak parts should be made and a system inaugurated that would tend to strengthen the weakened parts and not adopt one at complete variance with the past method of conducting the business, such as changing to cash. A careful study should be made as to why so much is being lost or why collections are slow and the best solution adopted, and nine times out of ten success would be achieved.

Careful Study Essential.

If success lies entirely with the credit end of the business and the dealer is unable to decide what to do, a more successful merchant should be questioned and perhaps he will know just what remedy to apply. If a proper study is given a credit business and the proper attention is given to the detail, the chances of success are much greater than a cash business. This is evidenced every day by the numerous stores who are making a success of this plan.

More Capital Required.

To properly conduct a credit business requires from one-half to two-thirds more capital than a cash business of the same proportions. The cash man gets his money every day and receives the same length of credit as does the cash man, therefore the credit man is compelled to have the amount he has on his books all the time, more than the cash merchant who does a like amount of business. It is safe to say that a merchant who does a credit business has on the average of $2,500 on his books all the time if he is doing say a $3,000 business per month. If he is doing a $3,00 business he muct carry at least a $4,000 stock of goods, and it is therfore necessary to have $6,500 where the cash man can along with $4,000 in trade transact the business properly (as, the interest on this additional amount should be taken into consideration as well as the losses incured in conducting the business.

An Illustration.

I do not believe a better plan of how to handle credits could be pre-

sented than to give an illustration of two dealers who were the extremes in this line. I will call them "Smith" and "Jones" for example, for there are so many of them engaged in the business they will not know which one I mean, therefore cannot get offended.

Mr. Jones was extremely careful, while Mr. Smith was extremely careless.

Mr. Jones profited by experience; Mr. Smith scarcely noticed an example.

They began business in the same neighborhood, on the same day, about six blocks apart. I will not give the name of the city in which they engaged in their calling, so as to farther mystify you as to which Smith or Jones I refer to. The consumers of that neighborhood averaged about the same, being made up mostly of working people, a few real estate men, attorneys, and a considerable sprinkling of ne-er do wells, etc.

Mr. Jones being a very careful man, bought his goods right, figured every bill himself, marked his discounts, and received full weight or knew the reason why. His motto was to pay and get paid promptly as agreed. He was always firm in his decision after he had once made up his mind, but ever pleasant and accommodating.

Soon after opening his store he went to the bank to open an account and made out his deposit slip, went to the window and asked to be allowed to take a deposit and check book, but found it was necessary to give a rrerence before he could open an account. Of course he was not compelled to tell his family history, but the teller simply asked "if he had an account there before," or "if he had an account at any other bank in the city," "what was the nature of his business," etc.

Now this was a surprise to Mr. Jones and he profited by it.

He thought that if a bank would not take a deposit without investigation, it made it all the more necessary tao get a line on your customers before you loaned them goods.

He was still more surprised after he had done business with that particular bank for about six months and wanted to borrow a couple of hundred dollars to pay for his futures. He was asked to give his family history, asked if he had ever borrowed money there before, when he wanted to pay, what he wanted to do with the money and a whole string of questions too numerous to mention.

He, of course, understood that a bank should be careful, but to question a man who had the standing he had, he thought it a very forcible lesson and again profited by it.

After that it was especially hard for an unknown party to get credit from Mr. Jones. He was always very courteous to a new applicant for credit.

Everyone who asked a time accommodation was asked the following questions:

First—"What is your name (with initials)?"

Second—"Occupation?"

Third—"Where employed?"

Fourth—"When do you wish to pay?"

Fifth—"Your address?"

Sixth—"Have you been dealing in the neighborhood?"

Seventh—"With whom?"

After receiving the replies he would immediately go to his delinquent list and see if the name was there, and if not he would take a chance on the first order and telephone to the Association office (for he was a member of the Association) to see if the new applicant was on the secretary's books. If not, he requested the secretary to call up the previous creditor and find out the standing of the party. If the reference was not as expected the debtor was asked for further reference and if he refused to give them, credit was stopped there and then.

Another feature of Mr. Jones' credit business was to have it thoroughly understood that all bills must be paid when agreed and that he could not afford to carry balances.

Of course, there were exceptions, which were allowed; but they were very few and Mr. Jones' losses averaged at the end of the year less than one-half of one per cent.

He was a prompt collector and if a debtor agreed to pay on a certain day he was there or had a clerk call and did not wait for two or three days.

He did a business of $24,000 the first year and his losses were only a little over a hundred dollars. When he was convinced that it would not pay him to run after a dead-beat, he turned the claim over to the Association collector before it got whiskers on it, well knowing that whatever he received was like finding it, and he did not worry the life out of the collector if he failed to collect the bill.

Now **Mr. Smith** was directly opposite to Mr. Jones in everything he undertook. He had the same class of trade but did not handle it right.

He went to the bank and was asked the same questions as was Mr. Jones and answered them honestly, but forgot all about the object lesson before he got back to his store.

He went to borrow money and was asked the same questions and answered them and received the loan, but he never took a second thought that it would apply to his business.

He went back to business and when a party would apply for credit maybe he would ask for the initials or perhaps not.

If he was told that the applicant's name was Hill at such a number it mattered little else to him whether any farther information was secured or not.

The clerks seeing his dilatory methods fell into the same rut, and when Mr. Hill with no initials nor occupation known moved away he would leave the bill around for six or eight months and send it in to the Association and ask to have it looked up and collected, and he would get ten times as mad, ten times as quick, if the bill was not collected as did Mr. Jones who had all the details.

He never once thought that crediting to the amount of $50.00 was like loaning two twenty dollar gold pieces without security and to people little known to him.

He did $24,000 worth of business also the first year, but his losses were more than $500.00 and he was fortunate that they were not more.

He seldom looked to his delinquent list or asked for a report from the secretary until after the debtor was gone or had beaten him out of a bill.

(Continued on page 34.)

To Introduce our Sunlit Jellies, Jams and Preserves

We are advertising them in many of the Newspapers and in other ways. The High Quality and Perfect Purity of the Sunlit products will commend them to the trade as well as to the consumers. Write or telephone for prices.

Sunlit Fruit Company

Telephone, Berkeley 4333

2438 4th Street Berkeley, California

Window Dressing.

EFFECTIVE DISPLAYS.

The most effective window displays are those which show a single line of merchandise.

There are several reasons why this is so. First, it may be mentioned that when showing a single line the whole window breathes of such goods. Everywhere in the window the eye rests on something in some way related to these goods. If it is package goods they will be shown in different sized packages. Attention is called to the quality of the goods by means of placards. The impression made is marked. The spectator goes away with that impression and it lasts.

With a single line the merchant can be more thorough in his display than he could if he attempted to show a number of varieties of goods at the same time.

Moreover, it is easier to dress a window well with a single line than it is to make a mixed display. In making single line displays another thing is of importance and that is when the merchant changes his display the contrast is so marked that the mere change of itself, regardless of the merit of the display, attracts attention.

Merchants who make displays of single lines must change them often. After showing a number of single lines it is well to show a mixed window just for sake of variety. It is variety that attracts. After the mixed window the merchant should return to the single line displays.

Where most merchants fail in their window displays is in the placards they put up.

The placard should be small, neat and so worded as to make an impression on those who read it. Some short sentences are attractive and easily remembered. In fact an epigrammatic line will cling to those who read it in spite of themselves. The merchant must not try to be funny when writing these lines, but he should make them emphatic and smooth to read.

There is no end to small notices of this kind that may be put in the window. However, the merchant should be warned against overdoing it. A few well worded neat signs will attract more attention and produce a more lasting effect than a great number will.

It often happens that a grocer is not selling as much tea and coffee as he feels he should sell. As these articles furnish a good profit he should see to it that something is done in the way of display to increase this trade. A good coffee display may be made one week to be followed by a tea display. Then the merchant may make a display of some other goods and get back to his tea and coffee displays again, being careful to vary them each time a new display is made.

It should appear unnecessary to caution the grocer against making a neat display back of an unclean window, but it happens very often that such neglect is shown in respect to this feature of window displays. When the display is put in, the window should be thoroughly washed both inside and out, and the outside should get an extra washing whenever it is needed. Clean windows are absolutely essential to effective displays.

It frequently happens that the grocer has several odd lines of goods that are a little worn out, or for other reasons he may desire to clean them all out. To make a display of these goods requires a great deal of business tact, for the high class grocer desires to avoid giving the impression that he carries cheap goods. Still he must get rid of these broken lines.

His best plan is to dump them into the window, rather in a cheap, than with the idea of any special arrangement.

Now let him put a few attractive cards in the window, telling the simple truth about these goods. He might say:

"These are all first class goods. But they are broken lots and are marked down for that reason."

(Continued next week.)

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

YOUR EVERY WANT IN

PAPER

Can Be Supplied by

A. Zellerbach & Sons

121 JACKSON STREET

San Francisco Cal.

LASH'S

Kidney and Liver

BITTERS

CURES DYSPEPSIA

1231 Mission St., S. F., Cal.

Greer's Washing Ammonia

It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse**. We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

310 Sacramento St., San Francisco

Telephone Temporary 3898

Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast.

SAN FRANCISCO, CAL.

CAUTION As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle **Robt. P. Greer** Trade Mark

Now Running Serially in this Paper.

"Art and Science of Window Dressing"

BY

A Practical Window Dresser

Edited by S. W. ROTH

Lavishly Illustrated. $2.00 Per Copy.

Retail Grocers' Advocate 1714 Webster St. San Francisco

(Continued from page 32.)

He seldom went to a meeting or helped secure better laws.

He is about read to change to a cash baiss now and does not believe the credit business pays, while you seldom hear a complaint from Mr. Jones regarding the credit business.

Know Your Man.

To handle credits I would say always know to whom you are trusting. A $25.00 grocery bill is like lending a $20.00 gold piece without security and you stand the cost of doing the business.

Never credit anyone without getting the name, with initials, and first name in full if possible. Always get the occupation, the address, and one or more previous creditors.

The honest man will not fear you will look up his record, but will be glad of it, while the dead-beat will stand and sputter and pretend to be offended, and tell you he can get credit where and when he wants it. Tell such a person just what your bank would tell you if you tried the same game on them, "Go get it."

I do not mean for any man to be abrupt in such matters, but use business judgment and horse sense and you will have less cause to complain about the credit business.

Collections.

The question of colelctions is an important one, and is closely allied to credits. If proper judgment is used in extending credit it is three times as easy to collect the bills.

First, never let a bill run longer than agreed upon without knowing the reason why.

Second, never let a customer put you off too long without trying to shorten the length of time they wish to pay in.

Many times a customer will ask for three months to make a payment when pinned down will agree to pay the same amount within thirty or forty days. If you find a customer buying houses on the installment plan, and putting off paying your bill, tell them you will not stand for it.

Then is a good time to threaten suit.

Do not run your legs off on a ten-dollar bill to save the commission of $2.00 you might pay a collector, but after you see the customer is too long-winded, put the account in the collector's hands before it gets rusty.

A bill three months old is twice as easy collected as one six or eight months old and one, one year old is twice as easy collected as one two years old.

Never let a large account outlaw as long as the debtor is strong and healthy.

Never let a bill stand on your books and allow the debtor to run a bill at some other store: put the name in the hands of the secretary, if not for collection, at least for a guide for some other poor victim who has been beaten by others of a like kind.

Be friendly with your neighbor and if a party beats you tell him, and he will reciprocate the first opportunity; and last but not least:

Join your Association and stay with it.

Every collection law on our statute books was put there by **your organization or one of a like kind.**

Never belittle the efforts of your collection agency for those who get rich at this calling are fewer even than the grocers who make a sum to retire on.

Remember you had the first trial and failed and if you judge the collector, the second party, a failure, what must he think of you who had the first chance?

Be prompt in everything you do, and all try to be Jones in action if not in name and help educate and uplift the Smiths.

SYRUPS PROTECTED.

Pacific Coast Syrup Company Takes Action of Great Value to Grocers.

The Pacific Coast Syrup Company has made the announcement to the retail trade that the retail selling prices on their Tea Garden Drips as well as all lines of their manufacture are to be maintained as per card now being mailed to the Trade.. This firm is entitled to great commendation for the action taken.. This list will be published in full in our columns next week.

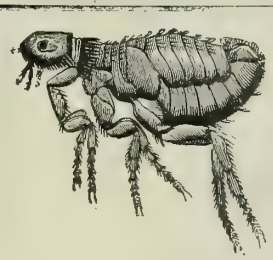
J. H. Newbauer & Co.

Importers and Wholesale Grocers

430-432 Fifth Street

Phone Temporary 3680

San Francisco California



The Eureka Insect Exterminator

is a preparation of eight different drugs and is so well compounded that it actually destroys insects, yet it is harmless to the human.

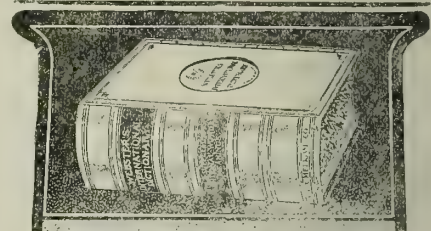
It kills Fleas, Flies, Ants, Moths, Bedbugs, Roaches, Lice, Mosquitos, Etc.

Price list, page 28.

For Sale by the Wholesale Drug and Grocery Trade
JOSEPH FUSCH, Manufacturer.

1797 Bray Ave.
Fruitvale, Cal.

Phone Merritt 2962



WEBSTER'S INTERNATIONAL DICTIONARY

THE ONE GREAT STANDARD AUTHORITY.

Can it truly be said of any other book than WEBSTER'S INTERNATIONAL DICTIONARY that it is:—
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1116 PAGES AND 1400 ILLUSTRATIONS.

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An Auto? No!

Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

WILL ORGANIZE TRADE BUREAU.

A movement is well under way by the commercial houses in San Francisco, including virtually all of the leading wholesale concerns and representing the manufacturing and shipping interests of the city to establish a traffic bureau for the Chamber of Commerce of San Francisco.

President Bentley says: "This will not be any half hearted experiment. The movement has all of the substantial interests of San Francisco back of it. A bureau will be established and maintained on a scale commensurate with the needs and growing importance of San Francisco. There is sufficient financial backing already in sight to place it in a position when the organization is completed and the proper officials are in charge to take up all controversies relating to land and sea transportation lines and to bring cases before the Interstate Commerce Commission in behalf of the community. From this it is evident that the bureau will have a large and important work to preform.

It will be unlike the old traffic association which was in existence some years ago, in that it is not formed primarily to establish competitive lines of transportation. There is need for immediate action. Chicago and St. Louis and other Eastern points are pushing farther and farther into the trade territory of San Francisco by means of favoring rates. Portland and Seattle and doing the same.

A tariff had been formulated to go into effect at once that would give Los Angeles a chance to trade as far north as Goshen, Visalia and Hanford in the San Joaquin Valley. This tariff was based on mileage and ignored the barrier of the Tehachapi Mountains The Chamber of Commerce has telegraphed to Luce and Chambers, representing the Santa Fe and Southern Pacific lines, and has obtained from them delay in putting the new traiff into force.

"The encroachment of the outside trade centers in the trade area of San Francisco has been growing more menacing ever since the disaster of 1906. The business men have seen the necessity of a strong and concerted pull together in their own interests, and they will act as soon as the plans are perfected."

DIAMOND MATCH COMPANY.

Red Bluff.—The big mill of the Diamond Match Co. at Lyonsville will be rebuilt at once, and Manager Clough of the company announces it will be in operation within 30 days from date

GRAIN TANKS.

Visalia.—The Visalia Milling Co. is engaged in the construction of two large steel tanks for the storing of grain. The tanks are located south of the mill alongside the Santa Fe track. Grain will be unloaded from the cars overhead by means of elevators, and underneath carriers will convey the grain to the mill. The tanks will each be 35 feet in diameter, and 30 feet high. Eeach will hold 12,000 sacks of grain.

THE PERFECTION CHEESE CUTTER



Is a computing cheese cutter. It is so simple that any boy can operate it. Any boy can take it apart, clean it and put it together again without a mistake.

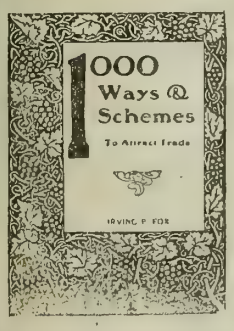
It will last a life time and we guarantee it to cut out the Retail Grocer's exact profit from every cheese. No guess work about it.

Ask one of the Thousands of your competitors using a Perfection Computing Cheese Cutter, if the Cutter didn't save its cost the first 90 days.

Then write to us.

The American Computing Co.

Indianapolis, Ind.



1000 Ways and Schemes

To Attract Trade

Gathered from Actual Experiences of Successful Merchants

By IRVING P. FOX and B. A. FORBES

Handsomely Illustrated.. Money Refunded if Not Satisfactory.

Price, Post.paid $1.00

RETAIL GROCERS ADVOCATE, 1714 Webster St., San Francisco

THE VALUE OF TACT

Salesman Who Strive to Please Win Place and Fortune

Heads of departments in large retail stores say that the most common fault with their sales-people is a marked want of tact. This, combined with an evident carelessness as to whether the customer buys or not, is said to explain why so many individulas employed in stores earn so little. "Retail salesmanship," says one man well up in a big Western establishment, "is a world in itself.

"To the man or woman who will study retail salesmanship thoroughly, find out what makes the public buy, and how to infuse enthusiasm into the public buy, and how to infuse enthusiasm into the mind of the prospective customer, there is every chance for advancement. Too many clerks get ideas about it being impossible to make progress. Those who make good selling behind the counter are the ones who take a correct view of retail salesmanship and regard it as a profession."

Nearly all of the greatest retail merchants in the country have themselves been behind the counter. There is no better training ground on earth for the future owner of a store than to sell merchandise in a big retail store.

That the contention of the storekeepers and heads of departments about a lack of interest and tact in their employees is true to a large degree can be proven by the experience of most people. Who has not been sneered at— not by word of mouth but by the manner of the clerk—when a ten cent or fifty cent purchase was made when the clerk expected it to be several times that amount? Who has not waited for several minutes looking at the backs of salespeople engaged in doing everything but waiting on customers?

"I want my clerks to be gentlemen," says one merchant who employs men. "When they can't be classified under that title they can't sell gods for me twenty-four hours. Every man, woman and child remembers the store where they have been kindly treated. I aim to make my clerks feel that everybody's call is important.

"A customer also gets grouchy if he does not get prompt attention. It's a big mistake for any store to attempt to get more people into it than can be properly waited on. Enthusiasm in the clerk begets enthusiasm in the customer. Courtesy, tact, civility and a pleasant demeanor sell goods as well as cut prices. I find men especially are keen of remembrance as to how they were treated in a certain store."

The head of a large department in one of the biggest State Street stores in Chicago vouches for the truth of the following, as told by George Brett in the Worker's Magazine: " A young man came to us three years ago and asked for a position as salesman in a certain department in this store. We asked him what his qualifications were, and he said: 'My stock in trade consists in knowing the faults of ordinary salespeople through having had to put up with them during many years of shopping.'

"He was in earnest and a man of decided intelligence. We gave him a start. It may seem incredible, but the first day he started working he sold more goods than any other clerk in the Department. He seemed to have the knack of putting customers into a good humor by laying himself out to please. He studied the customer's first remarks intently. If a man asked for a cheap article and evidently couldn't afford to pay more, he never aimed to force him into paying a higher price than his purse could afford.

"Maybe he was a good reader of human nature. Anyhow we knew him to be a star salesman. He had not been with us more than a year when a young man came in accompanied by an elderly one. The old man was the most cross-grained, obstinate and surly customer that ever walked into our store.

"But our salesman was not discouraged. He pulled down box after box, showed him one article after another with the greatest of urbanity, and ignored his rude remarks for nearly an hour. Eventually the old man seemed to get a little ashamed of his brutal speech and overbearing manner, and finally bought several articles of wearing apparel.

"While the old man was walking to another department, the young man stepped up to the counter and entered into an animated conversion with our salesman. 'Any man who can keep his temper with an individual like I brought here to-day certainly is a marvel,' was his comment to our employee.

"I've never seen anything like it. I don't care what your salary is behind that counter; I need you in my business, and whatever you're receiving here I'll give you twice as much. Put your hat and coat on and consider yourself engaged.' Our salesman told him he didn't do business that way.

"The business man then threw down his card and said: 'Well, think it over. There's no particular hurry. Look me up if you think you'd like a position at the terms named.' The upshot of the matter was that our star salesman made investigations, and being satisfied went into the young man's employ. He was getting $25 per week with us, which of course meant $50 that his new employer had to pay. I heard he made a salesman out of him. Maybe that expression is wrong.

"He may have had a few things to learn about the articles he had to sell, but on the art of salesmanship I never saw a man who seemed so thoroughly gifted by nature as the man who was with us but one short year. I understand one clerk asked him one day how he accounted for his remarkable ability to effect sales, and the crack salesman answered that the great majority of salespeople lacked tact and sympathy with customers."

LONG'S

Preserves the standard preserve of the world and absolutely pure.
Saratoga Drips pleases the palate, whets the appetite, gives hot cakes a delightful flavor.
Woodlawn Maple is superior grade of Maple Syrup, guaranteed for its purity strength and flavor.
Maraschino Cherries the finest of California's selected cherries preserved in maraschino, unequalled by any manufacturer.
Peerless Bar and **Powdered Sugar** the best and cleanest sugar sugar on the market. TRY THEM.

Long Syrup Refining Co.
SAN FRANCISCO.

THE IMPORTANCE OF SYSTEM

No Grocery Business Can Thrive For Any Time Without It.

It makes no difference who you are—you need system in your business. You may be an importer, a broker, a jobber, a wholesaler, a dealer, a salesman or clerk—without system you will be a failure.

Some people are born with system ingrained in their constitutions, but the majority have to achieve it.

System is synonymous with success. Observe the stream, whose constant dropping wears away the stone. Go study the ant or the honey bee; all nature is full of object lessons in system.

But the mere reading of the success stories of the captains of industry in the success magazines will not make of you a success if you do not learn to apply the lesson.

Briefly stated, system means getting the thing done—and quickly. Don't fritter away your time. Learn how to best conserve your energies. Study the needs of your business, and then put into it an intelligent system.

Don't start in to do a thing and then suddenly jump into something else. Make up your mind not to let anything interfere with your doing the thing that you have in hand. One thing at a time and that done thoroughly and well—that's system.

I once knew a man who could write beautiful poetry in a hall bedroom which overlooked a boiler factory There is no denying the fact that this boiler factory made noise enough to so distract the attention that nine people out of ten would have been quite unable (amid its din) to have composed a business letter—let alone poetry. And yet this poet continued to grind out verses and get good money for them. He was a success, in his way, because he had acquired the art of concentration, which is the keynote of every well organized system.

Here are some features of system which it will be well for you to bear in mind.

First. Don't be afraid of hard work. There is no royal road to success in this trade.

Second. Be honest—because it pays. There is no such thing as success in a bad business. Let your word be as good as your bond. Don't fake. Don't substitute.

Third. Learn to concentrate. The best way to achieve success is to do ONE thing.

Fourth. Cultivate cheerfulness. Look pleasant. You will catch more business with a honeyed smile than you will with a vinegary disposition. Nothing is so cheap as politeness.

Fifth. Look after the details. This does not mean that you are to let them interfere with your business. System simply makes sure that every labor and time saving device is on hand. If you are a $50 a week man, don't waste time doing things you can get a $15 a week assistant to do for you. System is helpful.

System really includes all the other business virtues, and you have got to systematize yourself before your begin to systematize your business. This means that you have got to get the right mental attitude and look after your health: and this means early to bed and early to rise. It also means allopathic doses of good light, fresh air, pure water, proper food. When you get yourself adjusted along these lines, you cannot help but be cheerful and sunshiny, and this means that you will attract others instead of repelling them. It will also get you down to your business early and give you a good foundation to start with.

Next you will proceed to systematize the place in which you work along the same lines. If you have an office, supply it with good light and fresh air, and it too will become cheerful. If you work at desk or a counter, put them in order and keep them orderly. If you are a salesman on the road, you may have already noticed that it is the neat-appearing, healthy, cheerful and well-ordered salesman who gets the order. If your are the head of a business and inculcate lessons of system in your business life, you will achieve success. If you do not, you will sooner or later achieve failure.

In conclusion, it might be well for you to bear in mind this truth: You have got to get out or get in line. In this maelstrom of our modern business life, system is of paramount importance. You have got to get out or get in line.(W. G. in "Tea and Coffee Trade Journal.)

BANKRUPTCY SALE.

Notice is hereby given, that by order of the District Court for the Northern District of California, I have been authorized to sell at private sale, subject to the confirmation of said Court, the lease-hold and factory building of the Golden Gate Cracker Co., bankrupt, situated at Cedar and Taylor Sts., Oakland, California, together with the machinery appliances and stock therein for the manufacture of crackers and cakes. Pursuant to said order, I will receive written bids for said property at the office of the Golden Gate Cracker Co., Cedar and Taylor streets, Oakland, California, on or before October fifteenth, 1907. The right is reserved to reject any and all bids. For further details address J. P. Edoff, Trustee, at the office of said Company.

Dated Oakland, Sept. 30th, 1907.

J. P. EDOFF, Trustee

U. S. Metal Polish

POLISH.

Qts. .....$3.00 per doz
Pts. ..... 2.00 per doz
½ Pts. ..... .90 per doz

PASTE.

1 lb. .....$3.00 per doz
½ lb. ..... 1.75 per doz
3 oz. ..... .50 per doz
Barkeeper's Friend Powder, gross.....$18.00

U. S. METALLIC POLISH PASTE

is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit Twenty years in the Markets of the World For sale by all dealers. Also the Savoy Alkali Floor Powder, containing no grease

J. T. WILSON.
Pacific Coast Agt., 2871 16th St. S F

Cracker Jack

"The More You Eat
The More You Want"

The World's Greatest 5 Cent Seller

Dodge, Sweeney & Co.

Agents

San Francisco California

COLD STORAGE PLANT.

It is announced that within sixty days ground will be broken at Eighth and Townsend sts. for one of the largest cold-storage and ice-making plants in the country, at a cost of $800,000. The plant will have a daily ice making capacity of 80 tons, and will contain many spacious chill rooms for the storage of perishable products. The plant will contain a total storage capacity of 1,249,200 cubic feet. The building will be constructed of concrete and is to be six stories high, with separate building for engines, boilers, ice plant, etc. The machinery will consist of an 80-ton ice plant and 270 tons refrigeration and to be operated by Corliss compound condensing engines, and to be in units so that the compressors can be operated independent of each other. C. E. Paige, with T. G. Walker, will have personal supervision of the construction of the plant. Evarts I. Blake and W. A. Cavanagh are the financial agents of the corporation.

TO SHIP OATS EAST.

Portland.—Dealers in oats are figuring on the possibility of making large shipments from Oregon and Washington to the Eastern markets this fall. Oats prices in the East are soaring, because of a partial crop failure, and values have practically reached the point now where shipments can be made across the Rockies with profit. When the new railroad rate goes into effect next month, the movement will probably begin. The new rate, which will be effective Oct. 15th, will be equivalent to a reduction of $2 per ton. The local demand for oats for general feed and milling purposes, is very strong now and prices have had a further advance, white being quoted at $26 and gray at $25 per ton. Farmers are not ready sellers and this adds to the firmness of the market. The crop in the Northwest is now figured by some dealers to be less than that of last year.

THE SKYSCRAPPER MENACE.

Does it threaten New York with a greater disaster than San Francisco?

A CATASTROPHE that will eclipse the destruction of San Francisco is the cheering prospect offered for the contemplation of New York by the president of the Board of Fire Underwriters. And it is not New York alone that is threatened, but every great city that permits the construction of skyscrappers. The underwriters think that there is not only a possibility but a very strong probability of a blaze starting in the top stories of a nest of these aerial hives and leaping across the canyons that separate them, raging aloft like a fire in the upper branches of a forest, and sweeping unchecked out of reach of the helpless firemen in the street. When office-buildings go higher than the Washington Monument all the ordinary methods of protection become obsolete. No hose can carry a stream half-way to their roofs. No street mains can furnish pressure enough to send water up in standpipes. Of course there are satisfactory methods of supplying the upper floors in ordinary times, but they would count for nothing in a conflagration. The experience of San Francisco has shown in the opinion of President Babb, that "so-called 'fireproof' buildings can not withstand the attack of a wave of flame. If a fire should sweep the financial district of New York it would cause a loss of from one to two billion dollars; the insurance companies would be hard pressed to pay twenty or twenty-five cents on the dollar, title guaranty companies, mortgage concerns, savings banks, and all other financial institutions would suffer, and the city would feel at once the loss of revenue from the destruction of taxable values.

Another menace that hangs over the skyscrapper districts of great cities is the danger of panic. It is said that if a sudden shock should send the swarming cliff-dwellers all surging to the streets at once the highways would not hold the human flood. The streets of our older cities were designed to match buildings three or four stories high. When ten such buildings are piled one on top of another, and the same thoroughfares are expected to accommodate the people from all of them, the results are likely to be startling.

BELIEVES IN EXPANSION.

Palo Alto Merchants Make Many Changes in Their Store and Give an Optimistic Report.

This office was favored with a call from the proprietor of the Compton Tea and Coffee Store of Palo Alto, during the week. During the course of the conversation we learned that business has picked up so much with Mr. Compton during the past few months, that he has been compelled to remodel his entire plant, putting in an entirely new front and doubling the width of the doorway, so that the large number of customers could come in and out without too much inconvenience. The partition between the store door and the original location was knocked down, doubling the floor space, and the rear partition was moved back 20 feet. When the store opened, it measured 25x12. It now measures 32x50, or the difference between 300 square feet and 1700 square feet. This certainly speaks well for Palo Alto and the enterprise of Mr. Compton and his employees.

Cable Address "CLUFFECK." Telephone Temporary 2860

William Cluff Company, Inc.

Wholesale Grocers

Importers and Exporters of Cigars and Tobacco.

Spear and Mission Sts.

San Francisco, Cal.

HAAS BROS.

Wholesale Grocers---

Importers and Commission Merchants

100 CALIFORNIA STREET

(Corner Davis)

San Francisco California

WAGES AND FOOD.

Labor could buy a little more to eat last year than before

For the past ten years the incomes and expenses of the masses of the American people have been running a race. As a rule the expenses have had the best of it. Wages have increased since 1896, but by no means in proportion with the increase in the cost of living. In effect, therefore, wage-earners have been in a worse condition on the crest of a wave of prosperity than they were in the depths of hard times. But in the important item of food there has been a pretty steady gain for income over outgo, and a report just issued by the Bureau of Labor shows that this gain continued at a slackened rate last year. The average weekly earnings of each employee in the country increased by 3.9 per cent, while the cost of food used in representative workingmen's families increased by only 2.9 per cent. There was a margin of one per cent, therefore, as compared with 1905, for saving or for purchase of more comforts. As compared with the average for the cheap ten-year period, 1890-1899, wages per week were 18.5 per cent higher in 1906 and food 15.7 per cent higher.

Unfortunately man does not live by bread alone, and the increases in the cost of rent, clothing, and other necessaries have swallowed up much more than the little gains on food. And even on food the report discloses the disquieting fact that the cost was rapidly increasing through 1906, so that while the average for the whole year was less than the gain in wages the increased cost in the closing months of the year was much greater. In December, 1906, for instance, the price of food was higher by 5.1 per cent than in the same month of 1905. And is is a matter of common knowledge that prices are higher in 1907 than they were in 1906.

Out of the forty-one industries investigated by the bureau, there was only one that did not show some increase of wages in 1906. That was the manufacture of paper and wood pulp, where there was a decrease of 1.1 per cent —a decline not reflected, so far as consumers of paper are aware, in any corresponding decline in the price of the products.

TEN CENT GOODS.

The present era of high prices is likely to bring certain striking reflections in the retail trade, which as yet are not apparent to the average retailer. Both the consumer and the retailer might as well wake up to the fact that the so-called "ten-cent goods" will virtually disappear from the market until prices are lower. Goods which retail for 10 cents are as a rule sold by the jobber at from 70 to 85 cent sa dozen. They are now respectively sold at from 90 cents to a dollar. It is manifestly impossible for the retailer to market them at $1.20, paw his own expenses, and get a new dollar for an old one. Retailers who are trying are treading on dangerous ground. If they continue, their only hope is in inferior goods or bankruptcy.

The demand for 10-cent goods has forced a form of deception in the salt fish trade which the average retail grocer has not yet detected, but which is causing considerable annoyance to the jobbers. The usual multiple in which retailers buy Irish mackerel is the quarter-barrel. Jobbers buy the fish in full barrels and then repack, the popular demand being for fish counting 60-65 to the tub of 50 pounds. But since the price went up certain fish packers have been extra busy pushing fish, guaranteed to count the desired number to the tub, at prices the jobber cannot match. Considerable trade has been lost thereby and comparatively few retailers appear to have waked up to the fact that the fish are undersized and frequently do not weigh more than 40 pounds to the tub. The lower price for a tub doesn't always mean the equivalent in fish. And when the consumer today buys a ten-cent mackerel he gets less for his money than he formerly did.

FOR SALE.

FOR SALE—FORTY POUND CAPACITY, COKE, COFFEE ROASTER, IN GOOD CONDITION. APPLY OR WRITE, COMPTON TEA & COFFEE STORE PALO ALTO, CAL.

FOR SALE.

THE GENERAL MERCHANDISE BUSINESS OF PRATT & McLEAN, AT GRIMES LANDING, COLUSA COUNTY, CALIFORNIA, CONSISTING OF A FULL AND COMPLETE LINE OF GENERAL MERCHANDISE, STORE FIXTURES, STORE BUILDING AND LOT, SITUATED IN ONE OF THE RICHEST FARMING COMMUNITIES IN THE STATE. ALL MUST BE SOLD NOT LATER THAN SEPTEMBER 20TH, 1907. FOR FURTHER PARTICULARS SEE F. G. McLEAN AT GRIMES, COLUSA COUNTY, CALIFORNIA.

AN OLD ESTABLISHED, WELL-PAYING GROCERY, FEED AND POULTRY SUPPLY BUSINESS IN PROSPEROUS INTERIOR TOWN. NATIONAL CASH REGISTER; DAYTON SCALES; HALL SAFE; SHOW CASES, ETC., GO WITH THE BUSINESS. STOCK ALL CLEAN AND NEW. THIS IS AN EXCEPTIONAL OPPORTUNITY FOR A LIVE UP-TO-DATE MAN OR FIRM. OTHER BUSINESS INTERESTS REQUIRE THAT THIS BE SOLD WITHIN THE NEXT 60 DAYS. ABOUT $3,000 CASH REQUIRED. ADDRESS INQUIRIES TO G. B V., CARE "ADVOCATE," 1714 WEBSTER ST., SAN FRANCISCO.

TERMS, STRICTLY CASH.

LOCATION—WITHIN 2 HOURS RIDE OF SAN FRANCISCO.

BUSINESS DOING $40,000 PER ANNUM IN A PROFIT PAYING MANUFACTURING TOWN, WHERE THERE ARE NO CUTTERS. PLANT IS DIVIDED INTO TWO PARTS—ONE A FIRST-CLASS BRANCH DOING A BUSINESS OF ABOUT $1,000.00 PER MONTH. MAIN STORE BUILDING IS 25x80 FEET AND NEWLY FITTED UP. THERE IS AN ANNEX, STORAGE ROOM, BARN AND COAL SHED. REASON FOR SELLING GIVEN ONLY TO BONA-FIDE INQUIRER. EXCEPT TO SAY THAT REASONS ARE PERFECTLY LEGITIMATE. AVERAGE MONTHLY PAY-ROLL OF FACTORY EMPLOYEES IN THE TOWN EXCEEDS $65,000. BUSINESS EMBRACES GROCERIES, FEED, HARDWARE, CROCKERY AND DRY GOODS, AS WELL AS COAL, LIME AND CEMENT. ADDRESS "SQUARE DEAL," CARE "ADVOCATE," 1714 WEBSTER ST., SAN FRANCISCO.

FOR SALE—AN ALMOST NEW LAWSON CASH CARRIER SYSTEM OF STATIONS, COMPLETE IN PERFECT WORKING ORDER. PRICE $75.00 CASH, F. O. B. ADDRESS, THE FAIR CO., SAN JOSE.

OLD ESTABLISHED GENERAL MERCHANDISE BUSINESS FOR SALE, LOCATED IN LIVELY MINING TOWN IN NORTHERN PART OF STATE. SALE BEING MADE BECAUSE PRESENT OWNER HAS HAD THE BUSINESS FOR FORTY YEARS. APPLY J. H., CARE "ADVOCATE 1714 WEBSTER ST., S. F.

BUSINESS CHANCES.

NOT A BETTER PLACE ON EARTH FOR A WHOLESALE GROCERY HOUSE THAN ASTORIA, OREGON. LIVE WIRE COULD CONTROL ALASKAN TRADE. TWO-THIRDS OF THE PEOPLE OF THE WORLD LIVE ON THE PACIFC SHORES; THEY ALL MAKE REGULAR BUSINESS OF EATING. YOUNG HUSTLER OUGHT TO START CO-OPERATE COMPANY OR PROMOTE AND LOCATE IT HERE. YOU WOULD DOUBLE YOUR DOLLARS IN THIS BUSINESSFIRST YEAR. WRITE CHAMBER OF COMMERCE, ROOM 200, ASTORIA, OREGON, FOR PARTICULARS. REMEMBER, ASTORIA IS ONLY DEEP-WATER PORT ON COLUMBIA RIVER AND IS ONE OF ONLY FIVE ON PACIFIC COAST.

CALIFORNIA PECANS.

Remarkable Adaptability of the Tree Promises Success.

"'It seems to be a question in the minds of many persons whether the pecan will become of value commercially to California or not," says the San Francisco "Chronicle," "doubtless due to the occasional discovery now and then of an isolated pecan tree which either has borne no nuts, or nuts of small size. The fact is that there is no more uncertainty about the success of the pecan in California than there is with the walnut. and, taking into ac- the matter of the ' bacterlosis' of the latter not so much risk.

"A Government bulletin says "the pecan is probably destined to become the leading nut of the American market." The pecan is bearing good crops in 25 States, no other nut being capable of successful cultivation over so large an area. Mr. George K. Holmes Chief of Division of Foreign Markets, says: "I regard the pecan as having a a greater future than any other nut raised in this country."

"For the encouragement of those who may contemplate planting pecans I can say that I have seen very large pecan trees bearing the finest quality of soft shell nuts in profusion from Butte County to Tulare, and no doubt they can be found just as prolific both further north and south. I remember particularly trees in Oroville, in Vacaville and in Grangeville, soil and conditions in every case being different but the trees all of immense height, and full of nuts as good as those usually seen in the markets.

"The pecan is being improved by selection like the walnut, and with the strong probability of seedings being raised in California that will be better suited to our conditions than the imported varieties.

"I have gathered pecans in rocky soils on rolling land in Missouri, the ground being covered with the nuts. It thrives still farther north, and down into Florida and through southern Texas. Surely, with a crop so adaptive as that, we need not fear for its success here. The walnut and pecan industries can never suffer by over-production; their uses for oil will always keep the market firm."

10,000 UNDER ONE ROOF.

Hudson Company's Terminal Will Equal a Small City.

New York's latest skyscrapper will hold two world's records, combining the largest office building with the greatest railroad passenger terminal. This city under one roof will have thirty-nine avenues in the shape of elevators, interesting twenty-two sts. in the shape of floors. The number of business persons who are to occupy offices and shops in the Hudson Company's Terminal will equal the total population of either Portsmouth, N. H.; Helena, Mont., or Middletown, Conn., and will be greater than the population of the largest town in four States, namely, Arizona, Idaho, New Mexico and Nevada.

It is estimated that 182,000,000 persons per year will pass through the station in entering and leaving trains. The new Grand Central Station is designed for a capacity of 100,000,000 passengers per year, the new Pennsylvania Station for 146,000,000, while the great South Station in Boston only handles 30,000,000, and the Broad Street Station in Philadelphia 20,000,000 people per year. From this terminal a man can go to any corner of the country through direct connection by subways with the Pennsylvania, New York Central, Lackawanna and Erie railroads.

Each floor offers an available area of about one acre for offices and the entire building will total over 22 acres of useful space above the curb line.

England and Scotland together are not as large as Indiana and Illinois combined. The state of Texas is of 265,780 square miles area; so much larger than Germany with 208,830 square miles, that the state of Illinois and a slice of Lake Michigan could be added to Germany before that country would equal Texas in size. Texas is more than three times larger than England and Scotland combined.

HANDLE
SPERRY FLOUR
and make a Good
PROEIT!
The most popular brand on the Market.

OAKLAND ROSTER.

Retail Grocers' and Merchants' Association of Alameda County.

H. D. Cushing, President, 528 13th St., Oakland.
H. Hauch, Vice-President, 1411 Park St., Alameda.
Jas L. Woodworth, Treasurer, 551 East 12th St., Oakland.
T. L. Fleming, Sunset Grocery, Oakland.
John Mitchell, Gardner-Mitchell Co., Oakland.
Andrew J. Nor, 1572-74 7th St., Oakland
S. J. Sill, President S. J. Sill Co., Berkeley
Geo. A. tum Suden, 1277 13th Ave., Oakland. **W. T. Rancel,** Sec'y

OAKLAND NEWS.

H. D. Cushing returned from Los Angeles after brief trip. (some people see in a day what it takes others months to take in.) If you want to know how the grocers do things in Los Angeles call him up.

A. J. Nor (one of our stand-bys) has gone on a vacation. If you know anyone who desires a rest more than he let us know and we will fix it so he can get away. Mr. Nor is a very enthusiastic member of the Grocer's Association. He will always put himself out to get new members. A committee of 25 such men would work wonders for Association work.

The Retail Grocers and Merchants Association of Alameda County with the personel of its officres will have the strongest organization in the country in a short time.

D. H. Mathes has returned from his vacation, looking fine.

OUR DWINDLING FORESTS.

Can we make a bedstead in fifteen Years?

Mr. Wilson, the Secretary of Agriculture, sounds an alarm bell over the danger to our forests. It is literally a fire alarm, for the Secretary says that "forest fire is the one great thing to be guarded against." He predicts that if better care is not taken, and a more general propagation is not carried out, our forests will practically disappear within the next ten years. The pine timber of Michigan, Wisconsin, and Minnesota, he asserts, is already substantially wiped out, and unless we do something we shall not have enough hard wood in fifteen years "to make an old-fashioned bedstead with." Possibly that may stretch strict accuracy a trifle, but the case is serious enough even if we have wood enough left for a whole bedroom set.

Secretary Wilson observes truly that President Roosevelt has done much for the preservation of our forests—"more, I might truthfully say, than all of our Presidents combined." A glance at the map of the National Forest in 1907 and at another of the forest reserves in 1901 is sufficient confirmation of this statement.

Neverthless, there is one thing which neither President Roosevelt nor Secretary Wilson has done, and which would be very decidely worth doing. It is known to all that our intelligent government offers large rewards for the destruction of our forests, coupled with fines upon all who try to check that destruction by supplying part of our timber-needs from abroad. The American people think they must use so much lumber every year. The more they can get from foreigners, the less they need to cut at home. But our enlightened tariff provides that everybody who brings a pine board into the country shall pay a heavy tax on it, and that anybody who cuts one out of our dwindling forests shall be entitled to collect a premium out of the pockets of the domestic consumer equivalent to the tax levied on the person who taps the foreign supply and saves our own. President Roosevelt and Secretary Wilson have not shown as much energy in attacking this wrong as in some crusades. Perhaps its turn may come.

FT. SMITH REFRIGERATORS SAVE ICE.

SELL

CARNATION

MILK

And be

"The Modern Milkman"

Carnation Quality
makes it sell.

Pacific Coast Condenced Milk Co.
Seattle, Wash.

JOHN H. SPOHN CO.

Agents, San Francisco, Cal.



IN TWO YEARS THE

Royal Electric Mills

Have grown into the Largest Line of its kind in the World

WHY?

BECAUSE—

1st. A ROYAL MILL cuts the Coffee into even granules, without crushing or grinding.

2d. A ROYAL MILL is self-cleaning, not a grain of Coffee is left in the mill to mix with the next lot.

3rd. ROYAL MILLS will Pulverize Coffee Without Heating, no other will do this.

Beck Hardware Co.

73-75 Clementina St., Near 2nd and Folsom Sts San Francisco.

AMUSEMENTS.

NEW ALCAZAR.

"When Knighthood Was in Flower" has held the attention of large audiences all this week. By special request the management will play all of next week a dramatization of Frank Norris' masterpiece **"The Pit."** The week following **"The Heart of Maryland"** will be the bill—don't forget the grocers' theatre party on Tuesday, Oct. 29th. See notice elsewhere.

CENTRAL.

"The Amatuer Detective" gained the results expected of him this week at the Central. Next week **"Bertha, the Sewing Machine Girl"** will entertain the patrons of this home of melodrama.

AMERICAN.

"Little Johnny Jones" has entertained big houses throughout the current week. Next week comes **"The Isle of Spice."**

MILK SUPPLY IN DANGER.

The milk situation is one which ought to be looked into by someone, else there will shortly be a real famine in that valued comodity of food. Not that eventually the supply of milk will not respond to the intensity of the demand as reflected in price, but the needs of today are sadly jeopardized.

Milk was never in so general demand, or used in so many ways, as at present. Yet at the same moment there are indications that the supply is growing rapidly less. First of all, milk is more generally drunk than ever. Take into consideration the domestic consumption at Soda fountains, the rapid multiplication of dairy lunches and lunch carts, the great demand with the immense variety of breakfast foods and the increase in its use as a factor in bar drinks. Then count in the tremendous demand for milk for condensing, in which form milk is used more generally day by day, and in that form stored up for months ahead. Factories for powdering milk are also coming into existence everywhere. In fact, milk is today in greater and more varied demand than ever before.

As against this consider the way the supply is being reduced. This particular season has been one of flat failure in the grass and hay crop throughout the Eastern States. The dry weather of the summer has made milk producing very questionable from the standpoint of the farmer. The yield of milk has been small and his expenses, especially for help, never so high. If he keeps his herds he sees ahead immense expense for hay during this winter, and in his extremity he is, in scores of instances, reducing his herds by selling to the slaughter houses Then again the recent regulation of the health authorities, however designed and jusutified they may be, impose extra expense and burdens on the milkman. In disgust he quits milking.

All in all, both the producing and the consuming phases of the milk industry need attention from some serious, broad-minded, thinking men. There is no time to be lost.

SHORT WEIGHT EVIL.

The campaign which a number of grocery trade papers are booming against the practices of putting up short-weight goods is producing interesting results all along the line. Nor is it probable that the evil is confined to the West, and grocers elsewhere will do well to pay attention to the advice: "Measure, weigh, count everything." Since the agitation commenced, shortage has been detected in about every kind of package goods shipped to the West and South. Sugar in barrels, mackerel in kegs and barrels, pickles, package groceries of all kinds, preserves and tobacco have all been found guilty. The latest, and perhaps one of the worst deceptions, appears to be on cheese. A writer in one of the Western papers, tells his experiences with a carload of cheese, which illustrates the situation. The shortage may have been small in proportion, but at present prices it was vast in the aggregate and was a disgrace to the shipper as an honorable merchant.

"I was in Little Rock last week," he says, "when a car of cheese came in. I told the consignee to weigh it. He laughed, but finally did so. Then he threw up his hands in horor. The whole car ran two and a half pounds short to the hoop. Think what that means! The car was shipped from Chicago. I know one jobbing house that sends out literature denouncing short-weight cheese. They are shipping out short weight cheese all the time."

Butter men who have been investigating the causes of the falling off of the milk supply from Western creameries are advised from some sections of the West that so discouraged are the milk producers that they have commenced selling their cattle for slaughter. Usually this thinning of the herds does not take place till later in the fall, but high prices for meat and low yield of milk have discouraged the cattlemen.

Carter, Macy & Co. are now located at 7 California Street.

P. C. ROSSI, President A. SBARBORO, Secretary

ITALIAN SWISS COLONY

Fine Wines AND BRANDIES

1235-1267 Battery Street

Phone, Temporary 412

San Francisco, Cal.

Grocers Attention!

On Tuesday Evening, October 29th

The California "Boston Club"

Will give a theatre party at the New Alcazar. Every merchant owes it to himself to be present. The proceeds will be used to maintain headquarters in Boston during thc Grocers' National Convention.

"Your Dues will Pay Your Fare."

California Should Be Strongly Represented at the Next Annual Convention of the

National Retail Grocers Association

Which is to be Held at

BOSTON, MASS., MAY, 1908.

Join the California "Boston Club."

Full details will be forwarded to anyone who may be interested on application. ADDRESS

FRANK B. CONNOLLY

Director, National Association of Retail Grocers.

Secretary, Cal fornia Retail Grocers and Merchants Association.

901 Stanyan Street **San Francisco**

Port Costa Flour

(28 per cent Gluten)

Golden Poppy Oat Flakes
Golden Poppy Cereals

ENCORE PANCAKE FLOUR

PORT COSTA MILLING CO.

210 Battery Street San Francisco

THE RETAIL

GROCERS ADVOCATE

E. D. EDDY, EDITOR. SAN FRANCISCO, CALIFORNIA, OCTOBER 18 1907. VOL. 12, NO. 41.

PHOENIX FLOUR

The Whitest **The Best**

Made in Sacramento, Cal.

Up=to=date Machinery

Modern Ideas Coupled with the Thirty Years Experience at the same Location Has Taught Us What Kind Of Wheat To Blend.

RESULT: = PERFECTION

Agencies at Oakland, Eureka, Placerville, Red Bluff and Reno.

PHŒNIX MILLING CO. Sacramento, Cal.

B. E. BRYAN, Oakland Agent, 17th and Wood Sts.
Phone Oakland 8254



Forgotten Charges

Disputes Profits.

WOULD YOU BE INTERESTED in having a System that would stop your clerks from FORGETTING TO CHARGE GOODS going out of your store?

WOULD YOU CARE to have a System that would STOP ALL DISPUTES AND QUIBBLING over ERRORS in Accounts?

WOULD YOU LIKE to have a System that would DRAW TRADE to YOUR STORE?

WOULD YOU LIKE to have a System that would COLLECT YOUR ACCOUNTS Automatically and Promptly?

IF SO, investigate the McCASKEY ACCOUNT REGISTER SYSTEM.
The Only COMPLETE, ONE WRITING System on the Market.
SPECIAL AUTOMATIC INDEX.
INSTANTANEOUS REFERENCE TO ACCOUNTS.
A 64-page Catalog FREE. WRITE TODAY!

WE CAN SHOW YOU
How Our Register Quickly Pays for Itself, and Continually Earns You a Profit

W. A. HAWLEY, General Agent Pacific Coast,
237-38 BACON BLOCK, OAKLAND, CAL.

BRANCH AGENCIES: Los Angeles, Cal.; Sacramento, Cal.; Spokane, Wash.; Portland, Ore.; Seattle, Wash.; San Jose, Cal.
THE McCASKEY REGISTER CO., 34 Rush St., Alliance, Ohio, Manufacturers of the Celebrated Multiplex Duplicating Carbon Back Counter Pads, also Single Carbon and Folding Pads.

The Advocate Endorses the McCaskey Account Register.

RUMFORD

The Wholesome

Baking Powder

It satisfies the grocer's most particular customers.

It enables him to sell the Best of the High-Grade baking powders at a reasonable price.

He is sure of its Quick Sale and a Good Profit.



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Rice!

From MILLS
Direct to YOU

Send for Samples

W. T. Welisch & Co.

RICE FACTORS

Monadnock Bldg. S. F.

New Sauerkraut

Orders
Promptly
Delivered

REED PICKLE WORKS

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Bet. 11th and 12th

Phone Market 228.

Do You Sell Our

Y-E-A-S-T

Golden Gate Compressed Yeast Co.

Washington and Fillmore Sts.

THE
RETAIL GROCERS ADVOCATE
Published Every Friday by the

CALIFORNIA
RETAIL GROCERS
AND
MERCHANTS
ASSOCIATION

EARL D. EDDY, Editor and Manager
Paul A. Carew, Assistant.
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Missing Numbers.—Should a number of the **"Advocate"** fail to reach a subscriber, he will confer a favor upon the Publishers by notifying us of the fact, upon receipt of which notice the missing number will be sent.

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Index to Advertisers.

The firms listed below are using the columns of The Advocate in the cause of publicity. We urge our friends and members to remember them in placing orders.

AGENTS, MNFRS.

R. A. Holcombe & Co., 50 Clay St.
W. A. Hawley, 237-38 Bacon Blk., Okd.
Beck Hardware Co., 73-75 Clementina.
Kelly-Clarke Co., 23 Market.
John H. Spohn Co., 50-52 Clay St.
Fred F. Hobbs Co., Hansford Bldg.
The C. B. Jennings Co., 41 Clay St.
Johnson-Lock Mercantile Co., 213 Sansome St.
P. E. Lenfesty, 49 Hartford St.
Castle Bros., 1444 O'Farrell St.
Hughson & Merton, 438 Market St.
Mailliard & Schmiedell, Front and Sacramento Sts.
M. L. Wooley, 628 Third St.

AMMONIA.
Pacific Ammonia Bottling Co.

BAKING POWDER.
"Royal," Johnson-Locke Mercantile Co., Agts., 213 Sansome St.
A. Schilling & Co., 2nd and Folsom.
"Rumford," Mailliard & Schmeidell, Agts.
Crescent "Egg-Phosphate." John H. Spohn & Co., Agts.

BANKS.
Swiss-American Bank, 1452 Fillmore.

BEER.
California Bottling Co., 1255 Harrison.

BITTERS.
Lash's Bitters Co., 1721 Mission.

CATSUPS.
Pacific Vinegar & Pickle Works, 161 Sacramento St.
"Snider's John H. Spohn Co., Agts., 52 Clay St.
"Griffon's," California Fruit Canners' Association.

CHEESE CUTTERS.
"Perfection," Levenson Co., Distributors, Front and Pine Sts.

COFFEE, ETC.
J. A. Folger & Co., Spear & Howard.
M. J. Brandenstein & Co., Mission near Spear
A. Schilling & Co., 2nd and Folsom.

COFFEE MILLS.
F. F. Wear, D. S. A., Pacific Coast.
Hobart Mills, 137-139 Telegraph Ave. Oakland.
"Royal," Beck Hardware Co., Agts., 604 Mission St.
"Enterprise," 438 Market St.

COLLECTORS.
American Collection Agency, Grant Bldg.

COMMISSION MERCHANTS.
Dodge-Sweeney & Co., Hathaway Wharf, San Francisco.
Scatena, L. & Co., 104 Washington. Phone Temporary 243.
Scheer, Morehouse & Grandi, Hathaway Wharf and 33 Clay St.
Monotti-Larimer & Co., 707 Grove St.

CONFECTIONERY.
"Hunky-Dory," Dodge-Sweeney & Co., Agts.

DELICACIES.
Rathjens, P. F., 1315-1319 Pacific.
Wieland Bros., 309-311 Davis St.

EVAPORATED MILK.
Carnation, John H. Spohn Co., Agts. 50-52 Clay St.
Alpine, F. F. Hobbs Co., Agts., Hansford Bld.
Borden Condensed Milk Co., Johnson-Locke Co., Agts., 213 Sansome St.
"Honeysuckle, Kelley, Clarke Co., 23 Market St.

FLOUR.
Crown Mills 416 JJackson St.
Del Monte Milling Co., Lombard and Montgomery. Phone, Temporary 1089.
Globe Grain & Milling Co., Chestnut and Montgomery. Phone, West 1616.
Port Costa Milling Co., Battery St., near California.
Bay City Mills, J. C. Westphal & Sons, proprietors, 1st and Clay St., Oakland.
Phoenix Milling Co., Sacramento.
Sperry Flour Co., 112 Spear St.

GINGER ALE.
D. Steimke & Co., Union and Octavia.

INSECT POWDER.
"Eureka."

LYE.
"Red Seal"

MAPLEINE.
John H. Spohn Co., Agts., 52 Clay St.

McCASKEY ACCOUNT REGISTER.
W. A. Hawley, Agt., 237-38 Bacon Block, Oakland.

MINCE MEAT.
"None Such Condensed" Merrell-Soule Co.

MEAT CHOPPING MACHINES.
"Enterprise," 438 Market St.

OIL TANKS, ETC.
Beck Hardware Co., 604 Mission St.
F. F. Wear, "National" 137 Telegraph Ave., Oakland.

PAINTS, OILS AND GLASS.
W. P. Fuller & Co., Mission and Beale. Phone Temporary 940.
Whittier, Coburn & Co., Sansome St.

PAPER.
A. Zellerbach & Sons, 421 Jackson St.

PASTE.
Cleveland Macaroni Co., Golden Egg Brands

PEANUT SELLERS.
Kingery Mfg. Co., 106 E. Pearl St., Cincinnati, Ohio.

PICKLES, ETC.
Pacific Vinegar & Pickle Works, 161 Sacramento St.
Reed Pickle Works, 1507 Folsom.

POLISHES.
X-Ray Stove Polish, R. A. Holcombe Co., Agts., 50 Clay St.
U. S. Metal Polish, J. T. Wilson, Agt., 2871 16th St.

PROVISIONS.
Cudahy Packing Co., Union St
Western Meat Co., 17th and Harrison Sts
Swift & Co., 5th and Townsend Sts

PRUNES.
Los Gatos Cured Fruit Co., Los Gatos

ROOT BEER.
Chas. H. Hires Co., Philadelphia

RICE.
W. T. Welisch & Co., Monadnock Bldg
New Orleans Rice Co., 111 Front St

REFRIGERATORS.
[illegible] Refrigerator Works, Beck Hardware Co., 73 Clementina St

SAFES
Parcell's Safe Co., 522 Market St
Richardson Bros., 131 Fifth St

SOAPS.
"Sapolio" [illegible] Agt.
Babbitt's Brands, C. B. Jennings Co., Agts., 41 Clay St.
Cudahy Packing Co., 45 Clay St.
[illegible]
Grandpa's Wonder.
Swift & Co., 5th & Townsend Sts
Peet Bros., 628 Third St.

SODA WATER.
D. Steimke & Co., Union and Octavia Sts

SYRUPS, ETC
Long Syrup Refining Co., 8th and Brannan

STATIONERY
Schwabacher-Frey Co., 42 Sutter St

WHISKEY.
The Rothenberg Co., 7th and Franklin Sts Oakland.
[illegible]

TEA AND COFFEE BAGS (Air Tight)
[illegible]

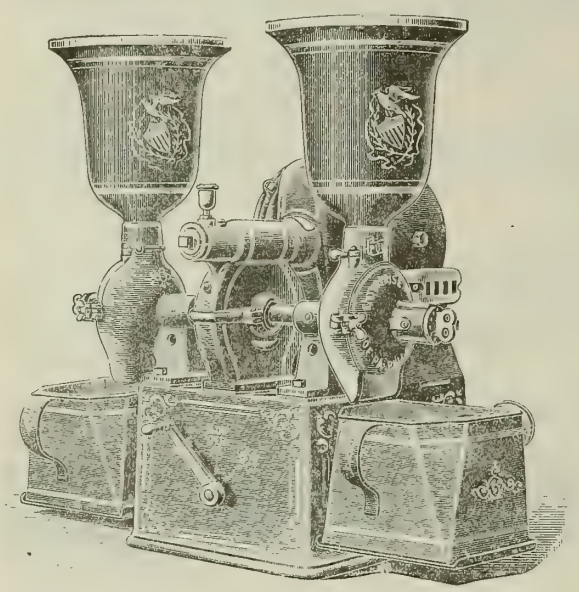
VINEGAR WORKS
[illegible] Vinegar & Pickle Works, 161 Sacramento St.
Western Yeast & Vinegar Works, 603 11th
[illegible]

WHOLESALE GROCERS
[illegible]
Lennon, John A., 918 Eddy St. Phone, Temporary 53
[illegible]

YEAST
Golden Gate Compressed Yeast Co., Washington and Webster Sts.

DO YOU KNOW HOW CHEAP ELECTRICITY IS? EVER THINK OF USING IT TO GRIND COFFEE? ASK THE MANAGER OF THE NEAREST POWER HOUSE. HE WILL POST YOU ON THE CONVENIENCE AND ECONOMY OF ELECTRICITY IN YOUR BUSINESS. AN

"Enterprise" Electrically Driven Coffee Mill



will save your clerks' time, your customers' time, and advertise your store. Write for catalogue describing our various Electric Mills, with capacities for granulating from four ounces to nine pounds of coffee per minute.

The illustration shows our double mill, No. 08712, with motor for direct current; one mill fitted with grinders for granulating, and the other for pulverizing. Each iron hopper holds six pounds of coffee. There are two speeds, fast and slow, which can be instantly changed from one to the other; at fast speed this mill granulates three pounds of coffee, or with ½ H. P. motor for alternating current. The latter for slow speed only Can be regulated while running for grinding either fine or coarse.

We will gladly give any information desired about these mills.

It isn't so much a question of "Getting Along"--the other fellow may get along so much faster that you won't be in the race--
What you want to do is to "Get Ahead"
Your best asset is "ENTERPRISE"

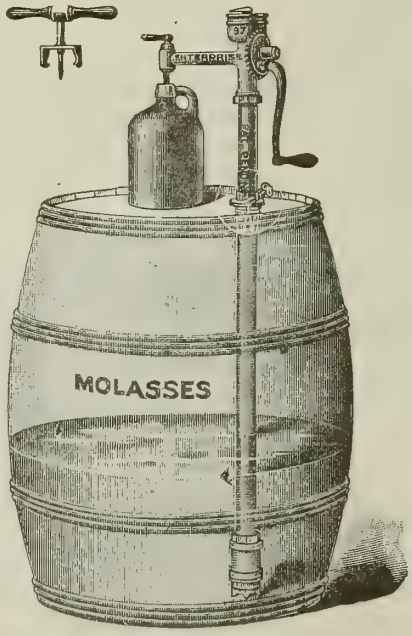
"ENTERPRISE"

With New Total Registering Device

The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent absence of flies and dirt.



SELF PRIMING and MEASURING PUMP

Accurately measures molasses, heavy oils, tar and other thick liquids. Has total registering device showing when stock is low in barrel.

No. 97 Pump costs $6.00; Auger, 75 cents; Extension Tube, 50 cents a foot.

Write for illustrated catalogue of all the Enterprise Specialties

THE ENTERPRISE MFG. CO. OF PA., Philadelphia, U. S. A.
San Francisco Office, 438 Market St.

THE RETAIL GROCERS ADVOCATE

EARL D. EDDY, EDITOR. SAN FRANCISCO, CAL., OCTOBER 18 1907. VOL. 12. NO. 41.

Earning Fair Profits.

How Every Dealer Can Help Himself By Helping His Association.

Many dealers, when a neighbor cuts on a protected article sit down and howl: **"The Association is no good. My competitor is cutting!"**

This is a mistake.

The Association is all right. The fault is with him. He has not used the organization.

Each dealer is a part of the Association. As soon as he knows of a cut, he should phone the Association headquarters. This is not "squealing" nor "tale bearing." It is simple common sense.

That is what his organization is for.

If he fails to report the cut promptly, he interferes with the work of the Association by just that much.

The price of flour, today, is $1.60. If a competitor is selling for less, it can't be stopped unless the Association knows about it. The only way we can know is by being told. TELL US.

No word is given as to the source the information. The cutter is seen and the cutting will be stopped.

Do your share.

Come to the Association meetings.

Talk things over with your neighbors.

GET TOGETHER. That is the secret of success. YOU can help make the Association a success. Without YOUR help the Association is a failure.

Grocers must get better margins now than ever before. Everything costs more. Many dealers are losing money who do not know it. Do not be one of the losers.

Are you in business for fun or because you want to work for your neighbors and the millionaire manufacturer for nothing?

Of course not.

Then "stand in" with your fellow dealers, as the scavengers do, as the bootblacks do, as the carpenters do, and get **"a fair day's pay for a fair day's work."**

BEER BOTTLERS DECIDE.

Three Concerns Take Action to Protect Retail Dealers in Their Profits.

TACOMA.
OLYMPIA.
RAINIER.

These beers cannot be sold for less than 2 for 25c. after Monday, Oct. 21st, and this price holds for Olympia beer today.

The other beer bottlers say: **"If the grocers want a 2 for 25c. price, we will give it to them. We think they want a 10c price."**

It is now up to you, Mr. Grocer.

There is only one way that you can show your desire to get a 2 for 25c price. It is this:

"SELL ONLY SUCH BEERS AS CAN NOT BE SOLD FOR 10c BY YOUR COMPETITORS."

Concerted action by the grocers in refusing to handle 10c. beers will show the bottlers of those beers the action the trade want them to take and they will take that action inside of 30 days. **If enough of the grocers refuse to handle 10c beers.**

Time for Action at Hand.

For nearly six weeks the management of the Associated Retail Grocers have sought to show the local bottlers why they should protect the selling price of their beers. With great patience and conservatism the matter has been gone over in all its phases.

The first contention of the bottlers was that as many grocers wanted a 10c price as wanted a 2 for 25c price. It took nearly a month to gather the data that showed that only one dealer in 100 wanted a 10c price, although many were selling at that price because they had to.

Then several of the bottlers said: "We want to protect the grocers in their profits, but if we do, certain bottlers will at once make a raid on our trade and take it from us by letting the dealers sell at 10c per bottle.

At last, it centered to the Wreden Brewing Co. Then Henry Wreden said: "I want to see the grocers get a profit." When Mr. Wreden was willing to maintain prices, his competitors backed down.

War Is Now On.

The local bottlers have declared that if the grocers support the men who protect them in their profits, they will cut the price of beer to a figure that will mean a loss to everybody.

It is up to the grocers now to see that the goose that lays the golden eggs is not killed.

Every dealer who is a business man knows that beer at 10c does not give the merchant a margin that leaves a profit after the store expenses are accounted for.

Why Action Is Necessary.

Every man who sells a 10c beer makes it harder to sell beer for 2 for 25c.

Every man who refuses to sell a 10c beer makes it harder for the bottlers not to put a fair price on their product.

The people most anxious for a 10c price are the Greek and Italian fish markets and fruit stands. These men keep no clerks, their places are cheap rent. The proprietors live so cheaply that their expenses are almost nothing.

The bottlers who force self-respecting American citizens to meet this competition do them a great injustice.

Do you think they treat you fairly when they consider these men before you?

There are certain other dealers who get an inside price from the bottlers. They think they can afford to sell at 10c.

Do you think the bottlers treat you fairly when they supply your competitor with the means to buy your trade away?

Certain other grocers say: "Our trade demands a 10c beer. We must sell it.

This is only true when there **IS** a 20c beer. If all beer sold at 2 for 25c, nearly all these people would pay the price. The extra profit on the trade that would remain would more than make up for what would be lost.

The Direct Sale Bug-a-Boo.

Some bottlers say: "We will go direct to the families."

Their success will be very limited. The great mass of families who drink 10c beer do not want a dozen bottles in the house at once. They know that if they have that quantity of beer in the house, they will drink more than they can afford to.

They buy one or two bottles at a time because that is enough for one meal. They get it cold. They don't drink too much.

What Grocers Should Do.

Every dealer should put big signs in his window naming the protected beers and with a big sign, **"2 for 25c."**

When customers say: "I can get beer for 10c," they can say: "We found the 10c beers were not satisfactory. Our beer is the best on the market. We only handle the best."

Every grocer should say to the 10c beer men: "When you refuse to let my competitors sell your beer for 10c, I will put it in gladly."

About the 10c. Trade.

In some neighborhoods there will be a great demand for 10c beer. The dealers there will feel that they must meet this competition to keep their customers.

Dealers who feel that they MUST keep 10c beer in stock, should **keep it under the counter.**

They should **put only two for 25c beer in their ice chests.**

To customers who ask for beer **they should offer the two for 25c beer first.** When the cutsomer insists on a 10c beer, they should explain that, while they have it, **it is not on the ice and that the two for 25c beer is much better in quality.**

They should complain to the salesmen of the 10c beer and ask him to protect the price. If enough men selling at 10c do this, they will get the results they want.

The Dealer Who Is Tied.

Some dealers are tied by circumstances to some particular local bottler. These dealers should tell that bottler that they think he ought to protect the price, for if every bottler did it—and all said they were willing once—there would be loss of trade to nobody. They should AT LEAST put the two for 25c beer in stock and push its sale.

Beware of Schemers.

The bottlers of 10c beer will be offering their product at cut prices.

BEWARE! Even at 75c per dozen, there is less profit in 10c beer than in $1.00 beer at two for 25c.

As soon as they break up the movement for a two for 25c price, beer will go back to the old 95c and $1 price again.

..Be loyal to your friends. **This will gain you MORE friends.**

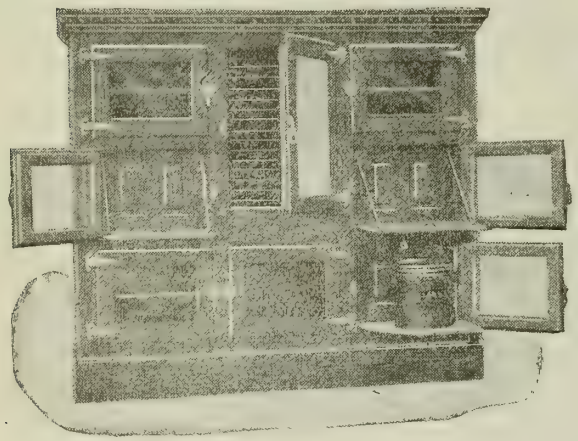
Next week we will tell of the plans perfected at the big meeting of Thursday night.

STORE BURGLARIZED.

Eureka, Cal. — The little grocery store of W. W. Shipley at Trinidad was burglarized a few days ago and goods to the value of between $25 and $30 were taken. Entrance was gained by forcing a rear door which was fastened with an ordinary rim lock, but even in doing this the thief showed himself a novice and did a very bungling job. His plunder consisted of provisions, cigars and dry goods. The money drawer, which however contained only a few dimes and nickles, was not molested. There is no clue to the robber. Sheriff Ferrill, who went from here to investigate the case reports that "he has his suspicions but they are scattered."

FORT SMITH REFRIGERATORS—COLD and DRY.

FORT SMITH REFRIGERATORS.



STYLE No. 7686

E. Broderick	715 Fillmore St.,	S. F.
Rathjen Co.	Lombard and Fillmore	S. F.
H. Hellberg	Ninth and Bryant	S. F.
McCarthy Bros.	Bush and Baker	S. F.
Kohn Bros	1201 Turk St.	S. F.
F. Stuermer	18th and Danvers St.	S. F.
C. Stelling	29th and Church	S. F.
J. M. Hanley	2300 Sutter	S. F.
Maxwell & Streckenbach	1302 18th St.	S. F.
Fred Pielhop	249 Courtland Ave.	S. F.
Fay Gro. Co.	3rd Ave. and B St.	S F.
J. Vennekohl	1839 Eddy St.	S. F.
Southern Heights Gro. Co	1471 18th St.	S. F.
W. A. Rogers	900 I St., corner 10th Ave.	S. F.
H. Heitman	2248 Misison St.	S. F.
H. Dinslage	3375 Sacramento St.	S. F.
Miller & Lawlor	Guerrero & Clinton Park	S. F.
C. F. W. Miller	239 Brighton Ave., Ingleside	S. F.
J. Straub	101 De Montford Ave., Ingleside,	S. F.
J. Soltaro	Park and Central Ave.	Alameda
Martin Eggers	Fruitvale Av. & Boulevard,	E. Oakland
W. Zeller		Palo Alto
Sonoma Co. Fruit and Produce Co.	Santa Rosa	Drury & Bartholomew Stockton
C. D. Fontana	Copperopolis	J. Rohrer Stockton
Rossi Bros.	Stockton	Hall Bros. Stockton

The Following Well-Known GROCERS are Using the Above Style Refrigerator

We make all Styles and Sizes for the Grocery Trade.

REMEMBER - - - - - - - - - - If We Make It It's Made Right

BECK HARDWARE CO.

SAN FRANCISCO
73-75 Clementina St Near 2d and Folsom

Phone Temporary 978

LOS ANGELES
47 Central Avenue.

A DEAD BEAT IS?

A First Class Definition of That Pest of The Retailer.

This office this week received a letter from A. D. Jordan, the clever secretary of the Retail Dealer's Association of San Diego, Cal. which reads as below:

"I find on Page 35 of the Advocate of October 4th some pertinent remarks headed "The Cash Buyer Pays Bills of Dead Beats."

"The language therein used is good and forcible but not strong enough.

"A sneak thief and petty larcenist is a gentleman in comparison with the dead beat, as the larcenist has some courage, some manhood, while the dead beat is a coward by nature and a thief at heart.

"The law does not designate him as a thief, but that is the fault of the law and not of the principle.

"The suggestion in your article contained that there should be an enactment of the legislature making the crime of obtaining goods, necessaries of life, without intent to pay therefor, come under the head of "obtaining goods under false pretenses," is good.

"I would suggest to you, and pledge myself to do all in my power to assist in the passage of a law placing "dead-beating" under the same heading as "obtaining goods under false pretenses," and the failure to pay a reasonable amount within six months after contraction of a debt for the necessaries of life prima facie evidence of obtaining goods under false pretenses, with a corresponding penalty.

"The merchant and taxpayer is called upon to support through the medium of taxation, the county farm and the poor house, but it is unjust, inequitable and an indefensible imposition to allow the cowardly dead beat to exact farther tribute from the merchant and the taxpayer to supply his artificial wants or his corrupt desires.

"I do not hesitate to say that in my opinion, (the result of many years experience), the professional dead beat is the most contemptible of all nature's creations.

"There are exceptional cases in which an honest man may become temporarily embarrassed for finances, but upon a proper showing no jury would ever find him guilty of a crime, consequently there would be no miscarriage of justice; but by placing dead-beatism in a class of legal crimes, which it really is, with a fair prospect of punishment a more healthy financial condition must prevail.

"There was in the no distant past a time in the history of San Diego when her retail financial credit was almost at low tide, to-day she is rated amongst the best on the Pacific Coast.

"This I honestly believe, (and my belief is concurred in by many responsible and practical business men of this city), is the result of eight years of tireless and relentless prosecution of dead beats, regardless of their standing in society, or of their financial responsibility, and I firmly believe that the enactment of a properly worded anti-dead-beat law would result in inestimable benefit to the State of Cailfornia.

"Such a law need not be in the nature of the ancient English anti-debtor law. Your Field Secretary, with his experience, and I with mine, can produce evidence that in the cities where the dead beat is treated as he justly should be—a common thief—the retail merchant is prosperous, and bankruptcy is the exception and not the rule as it is in cities where the dead beat is without opposition."

A. D. JORDAN.

EVERDING BUILDING.

J. Everding has bought the lot adjoining the present location on Clay street, near Drumm. He will erect a fireproof building of three stories, and also add two stories to his adjoining building and connect the two.

PAYING THE COST.

At this time of unprecendented high prices one hears a great deal of complaint, designed to indicate that everyone connected with the grocery trade is a robber or a highwayman, whose chief aim in life is evidently to extort the last possible penny out of the poor consumer. And yet people who indulge in talk of that sort are not as a rule prepared to point out just who is the chief buccaneer or to show how the "robbery" may be brought to an end.

It is eminently unjust to charge the grocer with extortion, be he jobber or retailer. As a matter of fact, both are running dangerously near the road to bankruptcy in their efforts to protect favored trade and what advances in charges they have made have been actually forced upon them by sheer self-preservation. At the recent convention of New York State retailers one of the speakers said:

> "It will not do for the retail grocer to argue himself into the belief that he is making ten cents a dozen on tomatoes when he pays $1.10 for them and sells them for $1.20. But it is in fact a loss. If a man sold one hundred dozen cans a day his profit would only figure $10. It would keep two men and a cashier pretty busy to handle that many tomatoes, in ten-cent lots, in a day. They would all have to work nights and Sundays, taking care of the store. If they dealt in nothing but tomatoes and paid rent and other expenses, there would be nothing left for the laborers."

The fact of the case is that an unprecedented combination of circumstances surrounds the grocery trade and the sooner grocers and consumers alike appreciate it the better it will be for all concerned. On the part of the retailer there is imperative need for his facing the issue squarely for him-

Schilling's Best

is at home wherever

grocers are

alive to their interests.

self, irrespective of what his neighbor is doing. The persistent way, for instance, in which the retailer seeks to preserve the "ten-cent" line, is vastly dangerous, not to say pathetic.

The whole truth is that every element of cost which enters into the grocery product is high. Most of the crops are this year short and that in addition to the fact that the preceding year was alike short. The packer starts the wail with a complaint of high labor, scarcity of workmen, high cost tin plate, food laws which forced him into the purchase of new labels, high cost packing cases, increased freights, high insurance rates and a shortage of cars to transport his goods, involving demurrage charges, etc. Next comes the jobber, with the complaint of high cost clerks, high rents, high storage rates, high freight charges, heavy insurance, high rates of interest on borrowed money, new labels if he owns private brands, high taxes, extra transportation charges due to his forced shipment in small, rather than large, lots, and various readjustments due to the pure food law.

These are all very real facts and no one can deny that they have added materially to the cost of the goods in the wholesaler's hands. The average jobber is wise enough to know that he cannot do business unless he makes a profit. Some, however, persist in doing business for the fun of the thing, selling certain lines—notably sugar—at cost and then expecting to come out at the end of the year with money in the bank. The average wholesaler, however, admits the truth and regretfully raises his charge to the retailer. It is the retaler who, as a rule, fails to understand the situation and cannot comprehend why goods are so high. He tries to maintain the old schedule. The fight for the "ten-cent" goods is a case in point. And the end is clear. It is sad that 95 per cent of those who start out as retail grocers fail in business eventually.

It cannot be denied that the cost of carrying on the retail grocery business has increased immensely, especially in this city, within a few years. Rents which were two or three years ago $25 a month are now $45 or $50. Clerks cost more; so do telephones. Insurance is higher and so is the cost of maintaining a delivery outfit, thanks to the added cost of grain, feed, hay, etc. This year the grocer has had less chance for making money because he has had less green fruit and vegetables to handle, usually a profitable crop In his effort to keep prices at the old level, or somewhere near it—for the retailer comes into actual contact with the frugal housewife and fears to offend her—he has either lost money or run dangerously near the cost. In either event he has neglected to count in the actual expense of doing business as a part of the cost of his goods. Then, again, being a good-natured, kind-hearted grocer, he has been lax in his collections, though the wholesaler, and especially the butcher, has had no mercy in pressing him for collections. The sum total of the retailer's lack of hard-headed, calculating business judgment is that he comes out with no money in the bank or with a balance on the wrong side, as certified by sundry 'I. O. U's."

This may appear a somewhat gloomy view of the situation, but in the eyes of the grocers who do a deal of serious thinking it is absolutely true. First look on that picture and then on that of the complaining consumer. Then take an honest view of the facts. The conclusion is inevitable If wages must be high, if money lenders will be conservative or exacting, if crops will fail and if people will demand everything the market affords, the consumer must pay the cost. And no known system of sympathetic ethics can beat it.—"N. Y. Journal of Commerce."

PORTLAND POPULATION.

Portland.—Portland's population today, according to the lowest possible estimate which can be furnished at this time by Mrs. Ella J. Clinton, manager of the Polk Directory Co., is 215,000. This figure includes 200,000 within the city proper and 15,000 in the suburban districts which lie within the corporate limits.

FT. SMITH REFRIGERATORS SAVE ICE.

Malta-Vita.

$2.85 per case of three dozen.

2 Cases free with a purchase of five cases.

The best breakfast food, and the best profit to the retail trade. Obtainable from all jobbers.

CASTLE BROS., Brokers,

Pacific Coast Agents.

WORDS OF CHEER.

Southern Editor Writes Advocate Letter of Much Interest.

This office is in receipt of the following letter from the Editor of the "Memphis Journal of Commerce" published in Memphis, Tennesse, and the official organ of the Retail Grocers' and General Merchants Association of Tennessee:

"Your highly appreciated letter of September 25th was duly received along with two extra copies of the Advocate, for which we wish to thank you for your kindness. We have read much of the proceedings, besides having loaned them to Secretary George E. Dunn, of our Retail Merchants' Association, who is a close reader of trade papers and a most successful manager of the organization.

"You are due great credit for the able manner in which you handled your State Convention, both in arousing interest in the large attendance in advance of the meeting, as well as furnishing a most elaborate and comprehensive report of the three days' highly important proceedings, comprising the addresses, discussions, ideas and suggestions so thoroughly educative to the members present, as well as for the edification of all good retail grocers and retail merchants who do not fail to read trade journals, and very especially the reports of their regular, more particularly their annual meetings...Every retailer who did not get to the convention has a fine opportunity of learning of what transpired at the three days' sessions from a consistent perusal of your many pages containing the annual report of the California Convention, to their great individual information and benefit.

"We have a very interesting letter from Secretary John A. Green, written us on his and Mrs. Green's return home from your City and State meetings, which we have written him that it shows the broad scope of his thought and excellent work for the National Association, that we shall run the letter in our November issue for the stimulation of organization in the South.

"We note your reference to the article referring to the question of the manufacturer maintaining the retail selling price of his goods. We have had ths question under consideration since the Dallas convention in January, but as yet the trade papers in the South and East have not gone far in regard to the advocation of that measure owing to the rigidity of the anti-trust laws, etc. However, the question of maintaining prices is being made more thoroughly understood and guarded against by retailers in their association meetings in this country, which is practically systematizng retal trade conditions, especially in the cities and large trading points. That has very much remedied the evil of price cutting among retailers in the different lines of trade.

"Congratulating you on your successful publication in the promotion of the valuable work of your organization, hoping it will ever prove continuous and grow in power and usefulness to the retailers of the Golden West, as a sustaining arm of the National Retail Grocers' Association, we remain

Yours very truly,

W. S. HEMBY,

Pub. Memphis Journal of Commerce.

There were 2,258 cars of green fruit shipped this season amounting to 54,192,000 pounds costing $1,516,000. The railroads share was $1,516,000 while the orchardists' was $3,000,000



Absolutely Pure

A Cream of Tartar Powder, free from alum or phosphatic acid

Makes Home Baking Easy

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

Now is the time to run on

HUMBOLDT COUNTY BUTTER

GIVE YOUR CUSTOMERS

ALPHINE OR GOLDEN GLOW

And you will not have to listen to Kicks.

MONOTTI-LARIMER CO.

Phone Market 3006. **32-36 Page St., S. F.**

California's Best Advertised Product

GHIRARDELLI'S

Chocolates and Cocoa Satisfies Everybody

THE DEALER
Because it Cannot be Sold for Less than a Fair Price:

THE CONSUMER
Because it is always Pure, Fresh and of Full Strength.

In order to protect our Trade Mark and Also Protect the Dealers who Distribute our Goods, we have fixed the following as the minimum prices of the goods listed below:

GHIRARDELLI'S Ground Chocolate, 1-lb. tins 35c.
" Ground Chocolate, 3-lb tins 90c.
" Cocoa, 1-2 lb. tins - - - 25c.
" Eagle Chocolate, 1-lb. - 30c.

(More may be charged when the dealer finds it necessary.)

We sincerely trust that the Retail Trade will appreciate our Good Will and will lend their aid in our efforts to maintain the above prices

D. GHIRARDELLI CO.

M·J·B·Coffee

WHY PACKED IN TINS ONLY?

P.C.TOMSON'S RED SEAL LYE P.C.TOMSON & CO PHILA PA.

RED SEAL LYE.

Disinfectant, Water Softener, Cleanser. The Sifting top Can

P. C. TOMSON & CO., Makers, Philadelphia, Pa.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

POINTS TO WATCH.

CANNED CORN—
Reports from East confirm statements regarding short pack.

EVAPORATED MILKS—
Said to down for further advances.

GAUGING RODS—
A set of Advocate Gauging Rods will save you money on syrups and vinegar.

ADVANCES
Sugar, 20 cents
Rose Milk, 20 cents
Carnation Milk, 10 cents
Alpine Milk, 10 cents
Beef Extract, Liebigs, 2-oz, doz. to 4.55
Beef Extracts, Liebigs, 2-oz. doz. to 8.50
Baker's German Sweet Chocolate to 26 cts
Venard's Chocolate, 1-lb. to 24 cents.
Venard's Chocolate, 3-lb. to 24½ cents.
Miners Chocolate, 1-lb. to 26 cents
Miners Chocolate, 3-lb. to 25 cents.
Miner's Breakfast Cocoa, ½s, to 4½ cents
Miner's Breakfast Cocoa, one-fifths, to 45c
Baker's Drifted Snow Cocoanut to 15 cts
Lemon Sugar, Gilt Edge, doz. to $2.00.
Mushrooms, Le Court, 100 to cs. to $3.60
Linseed Oil, Raw, to 59 cents in bbls
Linseed Oil, Boued, to 61 cents in bbls
Linseed Oil, Raw, to 65 cents in case.
Linseed Oil, Boiled, to 67 cents in case.
Cheese, New York State Factory Cheddars, June make to 19½ cents
Cheese, New York State Factory Twins, June make to 19½ cents
Cheese, New York State Factory, Triplets, June make to 20 cents
Cheese, Cal. State Factory Flats to 19-20 cents
Cheese, Cal. State Factory Young Americas, to 20 cents
Cheese, Jack or Monterey to 24 cents
Cheese, Brick Cream to 19-20 cents
Cheese, Limburger, Eastern, to 18-19 cts
Mackerel, Norwegian; No. 3, 300-350 fish to $30.00
Mackerel, Norwegian; No. 3, 150-175 fish, to $16.00
Mackerel, Norwegian; No. 4, 400-440 fish, to $27.00
Mackerel, Norwegian; No. 4, 200-220 fish, to $14.50
Port Casta Flour to $5.40
Globe, A 1 flour $5.40
Sperry flour to $5.40.
Golden Gate flour to $5.40
Drifted Snow flour to $5.40
Crown flour to $5.40
Peacock flour to $5.40
Banquet flour to $5.20
Royal flour to $5.20
Starr's Choice Extra flour to $5.20
Colonial flour to $5.20
White Navy flour to $5.20
Success flour to $5.20
Mission flour to $5.20
Triumph flour to $4.80
Bear flour to $4.80
Bonanza flour to $4.80
Eagle flour to $4.80
Capitol flour to $4.80
Caledonian flour to $4.80
Silver Star flour to $4.80
Mayflower flour to $4.80

DECLINES
Salad Oil, quart bottles, doz. to $2.50
Saratoga Chips, 15 lb. box, to $3.00
Citron, to 18½ cts (25-lb. box
Citron, to 19 cents (10-lb. box
Lemon Peel, to 12½ cents (25-ib. box)
Lemon Peel, to 13 cents (10-lb. box)
Orange Peel, to 13 cents (25-lb. box)
Orange Peel, to 13½ cents (10-lb. box)
Russian Caviar, 1-lb. cans, 2 doz. to cs, to $17.00
Russian Caviar, ½-lb cans, 2 doz. to cs, to $9.00
Russian Caviar, ¼-lb cans, 2 doz. to cs. to $5.00
Russian Caviar, ⅛-lb cans, 6 doz. to cs. to $2.75
Cheese, Swiss (Imported), to 29 cents

OUT OF STOCK
Seeded Raisins
Rose Milk

AGAIN IN STOCK
Shrimp
Tomatoes
Lobsters

FREE DEALS.

Peet Bros. Mfg. Co. One case Borax Washing Powder free with each ten cases, or, one half case free with each five and one-half cases purchased at the following regular list prices: 5½ cases $3.55; 10 cases $3.50; 30 cases, $3.45. Effective Sept. 30 and subject to withdrawal without advance notice.

Peet Bros. Mfg. Co., one case A-B Naptha Washing Powder free with each ten cases, or, one half case free with each five and one half cases purchased at the following regular list prices:..5½ cases, $4.20; 10 cases, $4,15; 30 cases, $4.10. Effective July 20 and subject to withdrawal without advance notice.

Dr. Price's Cereal Food—½ cs free with five; 1 cs free with 10; freight paid.

Fairbanks Gold Dust.
With five and a half boxes at 4.65 one-half box free. Size 24x72. With

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo County

ten boxes at 4.60 one box free. With 25½ boxes at 4.55 two and one-half boxes free. With fifty boxes at 4.55 fiv boxes free. Above deal is good for but a short period.

Rumford Baking Powder—Five per cent discount in five case lots; one case free in ten case lots.

Jello—One case free with each 12 cases. Deal limited to 48 cases. Ice cream powder made by the same company may be assorted with Jello in making up orders.

Parsons Ammonia.—½ case free with 5½ cases, 1 case free with 10 cases.

Cal. Home Brand Catsup.—5 case Lots, $2.25 per doz. and one case free; 10 case Lots, $2.20 per doz. Two cases free 25 case Lots, $2.15 per doz. and 5 cases free; 100 case Lots, $2.00 per doz. and 20 cases free.

Murdoch's Starch—10 case lots assorted or straight at list, one case corn starch free. Crates of sixes count for two cases.

X-Ray Stove Polish—5c size, 3 doz. $1.50 with 6 free; 10c size, 3 doz., $2.50 with 6 free.

Bromangelon—One dozen free with each gross ordered. No free goods with orders for less than one gross.

Frazier's Axle Grease.—One case free with ten

Malta Vita—One case free with five.

Rex Lye—One case free with five cases.

SUGAR.

This commodity has again advanced, showing an advance of 10c since our last report.

New York, Oct. 10.—Willett & Gray report:

The week.—Raws: Unchanged. Refined: Unchanged. Net cash quotations this date are: Molasses, 3.00c; Centrifugals, 3.95c.; Granulated, 4.65c.

Raws.—There has been no change in quotations for Centrifugals during the week.

The influence of the weather in the United States on the domestic cane and beet crops has not been quite as favorable in some sections for high results and possibly somewhat less Louisiana and domestic best sugars will be made than anticipated.

Weather reports from Cuba indicate a decided lack of the necessary rains to produce satisfactory crop results, and definite advices begin to come to hand of special difficulties on many estates.

The visible supply of sugar in the world at last available dates is 61,912 tons less than last year.

Refined.—The demand has been good throughout the week. The country is on hand to mouth basis as to carrying stocks and must constantly replenish.

All indications point to a firm steady market, with a fairly large distribution for the month of October.

The notable feature of the week in refined sugars is an advance of 20c. per 100 lbs. in San Francisco to 5.10c. for cane and 4.90c. for Beet Granulated. This is full recovery of the recent declines in the market and indicates a renewal of harmonious action on a normal basis, whic hwill prove favorable for the beet sugar industry, especially at this time of the largest movement of domestic sugars.

RICE.

M. Phillips & Co. say under date of Oct. 14:

"The market still continues firm on Fancy Heads and prices show no change. There are more new crop Japans being offered but all lots are held for stiff prices.

New York, Oct. 8th.—Dan Talmage's Son's Co., report:

"Demand for the week has been active. Assortments are not as full as might be desired, and buyers find some difficulty in filling bare spots of medium sorts. Receipts are light. As a result of light supply and brisk demand, prices are well sustained.

"Advices from the South note moderate receipts on the Atlantic Coast, and sufficient demand to take all offerings at full figures. Planters are

Folger's Golden Gate

Coffees, Teas, Spices

Baking Powder, Extracts.

The mission of the retail grocer is to please his customers and to make money. Folger's Golden Gate goods will help. So completely do they satisfy that dealers and consumers refer to them as

"The Satisfaction Line"

J. A. FOLGER & CO., San Francisco.

Specialists in High Grade Goods.

taking great care in threshing, which so far has yielded good results both as to quantity and quolity. At New Orleans demand is active and market strong. The strike of the freight handlers has put an embargo on the shipments via the Southern PacificCo. and interfered greatly with the distribution of all products.

"In the Interior—Southwest Louisiana and Texas—demand is reported as active. Constant rains have interfered with harvesting and threshing. The strike on the Southern Pacific has held up shipments from Southwest Louisiana, and the plethora of freight from the far West (dried fruits etc.) is taxing the capacity of transportation companies to the full, and delaying shipments of rice to Northern and Eastern points.

CANNED CORN.

Corn appear to be good property. The talk about a reduced pack appears to have been founded on fact, instead of hot air. The output of the middle western corn packing states, it is said, will not exceed 75 per cent of the average pack. In New York state they only promise a delivery of 40 per cent. With regard to the Maine pack, the following dispatch explains the situation there.

Portland, Me., Oct. 9.—Corn packing is practically over in Maine, and nearly all the canners have shut down their shops. There are a few still running, but to all intents and purposes the season has ended. Packers are figuring up the percentages they will be able to deliver on their future contracts, and it is likely that only a small number will make full deliveries. Deliveries will run between 50 and 80 per cent, perhaps the average in the near neighborhood of 70 per cent.

SUCCOTASH.

For some reason or other, eastern packers have neglected this favorite vegetable combination this year. The new pack will be limited in supply and the price will go up in sympathy with that condition.

BEANS.

It now appears that the total crop of pinks, small whites and Lady Washingtons is less this year than for many seasons and prices are in accordance therewith.

EVAPORATED MILKS.

The standard brands have again advanced as predicted in our **"Points to Watch"** not long since. There may be still further advances, however, ere long.

CHEESE.

The various makes of cheese, both state and eastern, are advancing rapidly.

MACKEREL.

Reports from Europe are to the effect that fishing in Norway is very poor, making it certain that high prices will prevail. Similar conditions rule with respect to Irish mackerel.

CANNED SALMON.

As forecasted for several months previous to the actual knowledge of the size of the pack, it is constantly becoming more difficult to secure goods in this line. This condition, of course, applies to jobbing quantities, but the retailer must feel the effect of the exisiting conditions in advancing prices very soon.

SARDINES.

The market in this line continues to advance with no prospect, whatsoever, of any cessation in the movement. This applies to both domestic and imported goods. This week quotations on domestic sardines were advanced by the packers 15c per case for quarter oils, and 50c per case on three quarter mustards. This advance is attributed to a shortage due mainly to the scarcity of cans. While waiting for a settlement of the label and decoration question under the pure food law, packers were deterred from making their contracts for cans until such a late date that they were unable to get anywhere near what they wanted from the manufacturers. The destruction by fire of practically the only factory equipped to supply the trade with key opening cans further complicated their difficulties. Fish appear to have been as plentiful as usual, but the packers have been unable to avail themselves of the supply to anything like the extent that the demands made upon them for goods would have suggested. The situation in three-quarter mustards is said to be practically complicated not only by the can question, but by the heavy increase in demand for that grade this season. For some reason the canners have allowed the quality of mustards to depreciate and as their indifference to quality extended over a number of years it resulted in a large accumulation of stock in their hands and a corresponding slump in prices. The last of this accumulation was disposed of not very long ago and now the packers find themselves not noly without stocks, but on account of the great improvement that has been mode in the quality of the goods their popularity is restored, greatly increased in fact, and the factories are all much behind their orders.

KELLEY-CLARKE CO.

23 Market St., San Francisco

IVORY SOAP

LENOX SOAP

P. & G. NAPTHA SOAP

K. C. BAKING POWDER

PROCTOR & GAMBLE CANDLES

ORANGE CITY RUSKS

PEARL GUM

HONEYSUCKLE MILK

BANKING INSTITUTIONS.

LOCARNO PARIS NEW YORK SAN FRANCISCO

Swiss American Bank

Of Locarno, Switzerland

San Francisco, Main Office 1452 Fillmore St.

CAPITAL $600,000

Branch 611 Montgomery St

SURPLUS AND UNDIVIDED PROFITS, $220,000

TOTAL ASSETS, $5,500,000

San Francisco Officers

HENRY BRUNNER, President. ALFRED MONOTTI, 2nd Vice-Pres.

T. C. TOGNAZZINI, 1st Vice-Pres. A. A. MICHELETTI, Manager

OTTO OTTESEN, Asst. Cashier.

ACCOUNTS OF BANKS, FIRMS AND INDIVIDUALS RESPECTFULLY SOLICITED.

RICE

Buy Right Direct from the Mills

Save Jobbers Profits

Largest Exclusive Rice Dealers on the Coast

NEW ORLEANS RICE MILLING CO., 104 Front St., San Francisco

Samples Mailed on Request

HAY.

Somers & Co. report under date of Oct. 15:

"Only 2930 tons of Hay have been brought to market for the week ending to-day in comparison with 3740 tons for last week. This quantity was hardly sufficient to supply the demand with the result that city stocks have been called on to a considerable extent. To within the last day or two prices continued along about at the old range, although the market showed an under-current of great strength. Now, however, there is a marked advance in prices and this will continue unless it is possible to bring n more country stocks rght away. In our opinion the market will continue to advance until a range is reached that will worrant the unloading of the Bay wharehouses which will probably begin by the first of November.

Town trade is fairly active, about as much so as is ever experienced this time of the year. This would seem to indicate that in spite of the discouraging reports of conditions here that there is nevertheless something going on. At the moment we see nothing to discourage the outlook for a firm healthy market throughout the winter. Present quotations we give as follows:

Choice Wheat Hay	$19.00 to $22.00
Good Wheat Hay	17.00 to 18.00
Other grades same	12.00 to 16.00
Wheat & Oat	12.00 to 17.00
Tame Oat	11.00 to 16.50
Wild Oat	10.00 to 13.50
Stock Hay	8.00 to 9.50
Alfalfa	9.00 to 13.50
Straw, per bale	.45 to .85

PROTECT THEIR PRICES.

Big Syrup People Show Their Friendlil ness For The Retailer By Action Noted Below.

Another manufacturer has become satisfied that the retail grocers who operate their stores in a businesslike manner and for an honest profit, are entitled to protection from the tactics of cutters who care not who or where they strike.

In a letter received by the Secretary of the State Grocers Association, the **Pacific Coast Syrup Co.**, the manufacturer referred to, says:

"In view of the fact that some of the staple articles handled by the retail grocers of San Francisco have been handled without the amount of profit that the merchants are entitled to, we have taken this method of protecing them, making a uniform retail price which allows them the profit they should receive.

"It is our intention to see that these prices are maintained, on Tea Garden Dips as well as all lines we manufacture.

"Any assistance you might give us regarding anyone who does not maintain these prices would be greatly appreciated.

"If you would kindly publish this new schedule in your paper, the "Grocers' Advocate," it would undoubtedly refresh the minds of the grocers, as we will notify each and every one of them."

The card now being distributed reads as follows:

On and after October 10, 1907
TEA GARDEN DRIPS
will retail as follows:

1 GALLON TINS .....90 cts
½ GALLON TINS.....50 cts
¼ GALLON TINS.....30 cts

Pacific Coast Syrup Co.

The prices named above are effective in the Bay territory and will be put in effect throughout the State very shortly.

The action of the Pacific Coast Syrup Co. entitles that firm to the heartiest support of the retail grocery trade of California.

NATIONAL WHOLESALERS GROW.

New Members Coming in Despite Increased Dues.

That the National Association of Wholesale Grocers is steadily growing in favor is shown by the steady accessions of members received by Secretary Beckman. In June the association performed the unusual action of increasing its dues from a basis of $10 a year to a sliding scale of dues based on the member's rating in the commercial lists, running from $10 to $200. Despite this tremendous increase in dues, only eight of the 500 members have resigned and over 30 new houses have applied for membership. The association is becoming more and more national in its scope and gradually wholesalers in the South are coming to realize that the national body does not compete with or antagonize the purposes of the Southern association, which has members in sixteen States of the South. The National Association now has members in Alabama, Arkansas, Oklahoma, Texas and Maryland, some of whom are members of both organizations.

ALPINE CONDENSED MILK CO.

Gonzales.—Messrs. Patrick & Meyenburg of Hollister were here this week with Donald Davies and a survey of the land they will need for the site of the company's milk factory, which will be located on the Gonzales estate's lands across the railroad track opposite D. L. Rodriguez' place of business. The sum of $50,000 will be invested in the new enterprise.

CARDBOARD BOXES TO REPLACE WOOD.

According to the local freight agents wooden boxes for packing purposes are doomed. Cardboard cases in carload lots are arriving daily from the East consigned mostly to wholesale grocers. This substitution for wooden boxes is due to the recent advances in price and scarcity of lumber.

Of course San Francisco has troubles and some of them look pretty large in print. But as a matter of the city's business is growing larger and greater all the time. Take a week in September for instance. In a certain week the city's bank clearings aggregated $43,969,000 against $30,316,-113 of last year. The total clearings for the same period of Los Angeles, Seattle, Portland, Spokane, and Tacoma put together were only $41,292,000. San Francisco therefore did more business than all the other cities of the Pacific Coast combined.

Junket Tablets Always Reliable In Any Climate Always Salable At Any Season

They Make Delicious Ice Cream and Exquisite Desserts

Your Jobber Sells Them.

Chr. Hansen's Laboratory,
Little Falls, N. Y.

AGENTS
Maillard & Schmiedell
300 Front St.
San Francisco.

ASSOCIATION ROSTER

NATIONAL RETAIL GROCERS' ASSOCIATION OF THE UNITED STATES.

President, Charles J. Kramer, Little Rock, Ark.

Vice-President, Simon Clark, Duluth, Minn.

Secretary, John A. Green, Cleveland, Ohio.

Treasurer, Henry W. Schwab, Milwaukee, Wis.

Director, for three years, F. B. Connolly, California.

Director, for one year, A. W. Farlinger, Georgia.

Senior Director, L. F. Padberg, St. Louis, Mo.

Membership and Annual Dues—Two classes of members are recognized by the by-laws of the Association—delegates from local or State Associations, and individuals from cities or towns where there are no local associations or when existing associations do not affiliate with National Association.

The dues of Associations are 25 cents per capita of local membership.

PACIFIC COAST.

Retail Grocers' Association.

President.

F. B. Fancher—Sacramento, Cal

First Vice-President.

J. R. Newberry—Los Angeles, Cal.

Second Vice-President.

Fred Dresser—Portland, Ore.

Secretary

H. Hauch, Alameda, Cal.

California Retail Grocers and Merchants' Association.

President, Geo. B. Doyle, San Francisco.
1st Vice-President, F. N. Aubry, Stockton.
2nd Vice-President, C. A. Mottaz, Los Angeles.
3rd Vice-President, H. E. Jones, San Jose.
Treasurer, C. B. Pearson, Stockton.
Secretary, F. B. Connolly, San Francisco.

Directors:

A. A. Jost, Sacramento.
W. C. Longstreth, Los Angeles.
J. R. Newberry, Los Angeles.
J. J. Hughes, Nevada City.
J. F. Limpinsel, Placerville.
L. Warnke, Alameda.
H. K. Duncan, Oakland.
L. R. Eccleston, Fresno.
F. B. Connolly, San Francisco.
E. Kilgore, Sacramento.
John W. King, San Francisco.

ASSOCIATION RETAIL GROCERS OF SAN FRANCISCO.

PRESIDENT—John W. King, 22nd and Valencia Sts.

1st VICE-PRESIDENT—A. L. Zett, 2807 Mission St.

2nd VICE-PRESIDENT—Jesse W. Trask, 339 Devisadero St.

TREASURER—John F. Schomer, 3119 24th St.

SECRETARY—Frank B. Connolly, 901 Stanyan St.

DIRECTORS—M. Brock, 3325 Sacramento St.; **James S. Irvine,** Bush and Franklin Sts.; **George B. Doyle,** [illegible]; **Gus Lehrke,** 627 Tennessee St.; **Antone Zeitlich,** 1995 Union St.

Grocers' Theatre Party—"Alcazar"—October 29th.

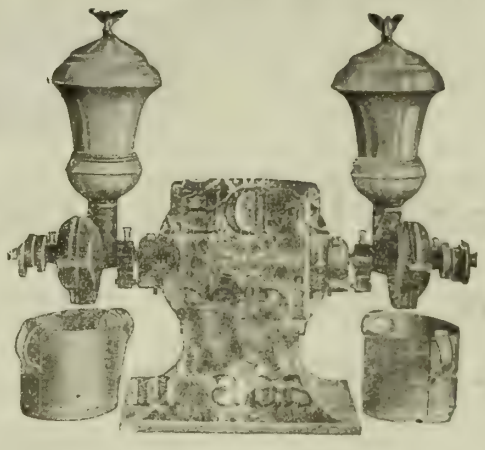
A KING would buy a Hobart Mill on account of its **Appearance**

A **Mechanic** would buy a Hobart Mill on account of its **Mechanical Perfection.**

A Wise Grocer

Buys it for both reasons :

The First makes money for him
The Second saves the money made.



For Granulating.
For Pulverising.

FRANK F. WEAR, D. S. A.

For Pacific Coast

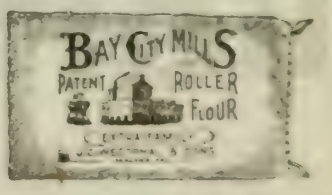
Office: 137-39 Telegraph Ave.,

OAKLAND, CAL.

BAY CITY MILLS

GROCERS!

TRY OUR PATENT (Extra Family) ROLLER FLOUR
YOUR CUSTOMERS WILL THANK YOU.



Bay City Flour Mills, First and Clay Sts., Oakland

POTATO PENCILS.

The fact that cedar wood suitable for making lead pencils is expensive and the supply growing rapidly less has led some German scientists to invent a process for making lead pencils and it is said that in a short time the wooden pencil will be driven out of the market. The new product is slightly heavier than the cedar wood article, but is the same in size, form and appearance, admits of sharpening more easily, and can be made at a nominal price.

A company has been founded in Berlin to manufacture the article. The cost of manufacture is estimated at $0.00928. The second quality pencil can be made at a cost of only $0.00595.

At the estimated production of 48,000 pencils a day, the yearly production would be 14,000,000 pencils. Exports of these pencils from Germany to foreign countries for a year equaled 15,166 tons, or a total of 3,033,200 pencils.

Willows.—Glenn County will have 1000 acres in rice next year. A. C. Henshaw, the pioneer rice grower came to Willows last week and leased 400 acres of land from the Sacramento Valley Land Co. and will begin at once to prepare it for next spring's planting. He also entered into a partnership with a second party, whose name has not been disclosed, and the two will put in a 600-acre field. There is great interest taken here in this crop and many more fields may be planted. The Government party which which is to experiment with rice on what is known an our "goose land" is expected to arrive within the next month, and this experiment will be watched with great interest. If it is found that rice will thrive on this land it will make Glenn the greatest county in the State.



PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but SAPOLIO goes on steadily. That is why you should stock

HAND SAPOLIO

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Wholesale Price List.

EACH DEPARTMENT OF OUR PRICE LIST IS CHECKED UP AND CORRECTED EVERY WEDNESDAY BY M. J. BRANDENSTEIN & CO., A. SCHILLING & CO., J. A. FOLGER & CO., SUSSMMAN, WORMSER & CO., J. H. NEWBAUER & CO., GUGGENHIME & CO., TILLMANN & BENDEL, WELLMAN, PECK & CO., CUDAHY & CO., WIELAND BROS., ROETHLISBERGER & GRASSOFF, WILLIAM CLUFF CO., WHITTIER-COBURN CO., W. P. FULLER & CO., STANDARD OIL CO., HOOPER & JENNINGS, M. PHILLIPS & CO., PACIFIC COAST BISCUIT CO., PACIFIC VINEGAR & PICKLE WORKS, HEYMAN-WEILL CO., AND SCHWABACHER-FREY CO., LEVENSON & CO., SWIFT & CO., EACH FIRM TAKING THE DEPARTMENTS ASSIGNED, AS LIST INDICATES

No claim is made that this Price List contains an ironclad schedule of rates—good for a week. No such schedule could be obtained, even on actual cash sales. These prices are solicited for publication, and represent, at the time of going to press, the average prices demanded by the general run of jobbing houses for average amounts of goods on average conditions of purchase. Persons with cash, or undoubted credit, always get special low rates.

Subscribers will confer a favor by pointing out to us any particular error or omission.

COL.	COL.	COL.	COL.
Abalones 17	Clam chowder 18	Ham 11	Paper, Shelf 44
Ammonia, Laundry 25	Clothes Lines 43	Herring 16	Paper, Toilet 40
Anchovies 17	Clothes Line Pulleys....43	High Grade Smoking To-	Paper, Wrapping 10
Asparagus 10	Clothes Pins 43	bacco 48	Paprika 18
Ax Handles 42	Coal Oil 29	Honey 8	Paraffine Candles 38
Axle Grease 38	Cocoa 34	Hops 35	Pastes 24
Bacon 11	Cocoanut 34	Horseradish 50	Peanut Butter 36
Bar Sugar 3	Codfish 15	Ink 46	Peas (canned) 11
Barrel Covers 45	Coffees 1	Insect Powder 40	Peels 37
Baked Beans 11	Coffee Extracts 1	Ironing Boards 44	Pens, Steel 16
Baking Powder 19	Condensed Milk 34	Jams 7-8	Pencils 46
Bags (paper) 38	Condiments 50-56	Jars 39	Pepper 19
Barley, Pearl 23-24	Corks 43	Jellies 9-10	Pepper Sauce 50
Baskets 42	Cordage 40	Lantern Globes 45	Pickles 51-56
Bath Brick 38	Corn, Canned 11	Lamp Burners 44	Pigs' Feet 12
Beans, Canned 10	Corn Starch 29	Lamp Chimneys 44	Pineapples (canned) 9
Beef, Barreled 12	Cottolene 35	Lamp Wicks 45	Plug Tobacco 47
Benzine.....29	Crackers 32	Laundry Starch 29	Plum Pudding 37
Beef, Extracts 33	Cream of Tartar 20	Lard 12	Polish, Metal 42
Binder Twine 42	Currants 5	Laundry Materials 25	Polish, Shoe 41
Blacking, Shoe 42	Cuttle Bnoe 40	Lard Oil 30	Polish, Stove 41
Bloaters 15	Demijohn 43	Lead Pencils 46	Pork and Beans 9
Bluestone 38	Dishes, Wooden 45	Lemon Squeezers 44	Pork, Barreled 11
Bluing 26	Door Mats 43	Lemon Sugar 36	Potato Mashers 45
Boullon Capsules 33	Dried Fruits 5	Lemon Juice 36	Potted Fish 16
Bowls 43	Drops and Lumps.....31	Linseed Oil 30	Preserves 9-10
Brooms 43	Dry Paints 30	Liquid Bluing 26	Provisions 11
Breakfast Foods 21-24	Dust Pans 43	Lobsters, canned 18	Prunes 6
Brushes 43	Dusters 43	Lozenges 30	Raisins 6
Butter Ladles 45	Eels 17	Lubricating Oil 30	Relishes 51-56
Candies 30	Egg Food 39	Lye 26	Rice 24-25
Candles 38	Egg Beaters 45	Macaroni 24	Rolling Pins.....45
Canned Fish 17	Envelopes 46	Mackerel (salt) 15	Rope 40
Canned Fruits 5-6-7-8	Evaporated Milk 31	Mackerel, tins 17	Sago 24
Canned Meats 13-14	Extracts, Beef 35	Maple Sugar 4	Salad Oil 37
Canned Soups 37	Extracts, Flavoring ..19-20	Maple Syrup 3	Salad Dressing 37
Canned Vegetables 10	Extracts, Syrups 4	Matches 40	Saleratus 20
Can Openers 43	Farin. Goods ..21-22-23-24	Meals 21-22-23-24	Salmon (salt) 16
Capers 33	Figs 5	Meats (canned) 13-14	Salmon (canned) 17
Castle Soap 28	Fine Cut Tobacco.....47	Milk (condensed) 34	Salsoda 26
Castor Oil 30	Fish and Cheese 14	Mince Meat 8	Salt 37
Catsups (bulk) 53-54	Fish (canned) 17	Mixed Candy 30	Sardines 17
Caviar, Russian 14	Fish, Smoked 16	Molasses 2-3	Salt Fish 15
Cereal Coffee 34	Fish, Potted 16	Mops and Handles.....44	Salt Meats 11
Cereal Laxative 41	Flavoring Extracts ..19-20	Mouse Traps 45	Saratoga Chips 37
Cereals 21-22-23-24	Flour 21	Mushes 21-22-23-24	Sauces 51-56
Cheese, for & dom.....14	Fly Paper 39	Mushrooms 36	Sauces (bulk) 51-56
Cheroots 47	French Mustard (bulk) .51	Mustard (dry) 18	Sauerkraut 09
Cheese Safes 43	Fruits, canned 5-6-7-8	Mustard (bulk) 51	Seeds 11
Cigarette Papers 47	Fruits, dried 5	Neatsfoot Oil 29	Steel Pens 46
Chewing Gum 32	Fruit Wax & Strings....42	Nest Eggs 51	Sheep Dip 41
Chicory 1	Fruit Jars 39	Nuts 7	Shelf Paper 44
Chimneys 44	Faucets 44	Oil Cans 45	Shell Fish 17
Chloride of Lime 25	Fruit Jar Caps 39	Oils 29	Shoe Dressing 42
Chocolate 33	Fruit Jar Rubbers 39	Olives 36	Shoe Blushes 43
Chutney 34	Gasolene 29	Olive Oil 36	Shrimps 18
Cider 34	Gelatine 35	Oysters 18	Smoked Fish 16
Cigarettes 48	Ginger, preserved 35	Pails 41	Smoking Tobacco 46
Citron 37	Glue 40	Paints, Dry 30	Snuff 50
Clam & Clam Juice.....17	Gum, Chewing 32	Paper Bags 38	Soda and Saleratus 20
			Soap, scouring 28
			Soups .....[illegible]
			Spices 19-20
			Spittons 45
			Spoons, Wood 45
			Sprats 17
			Starch 28
			Stationery .....[illegible]
			Stick Candy 30
			Stogies 45
			Stove Polish 41
			Sugar 2
			Sugar, Maple 4
			Syrup 3
			Syrup, Extracts 4
			Tacks .....[illegible]
			Tapers, Gas 45
			Tapioca 24
			Teas 1
			Tobacco 46
			Tobasco Sauce 50
			Tomatoes 11
			Tomato Catsup (bulk).....53
			Tooth Picks 45
			Traps 45
			Truffles .....[illegible]
			Tubs .....[illegible]
			Turpentine 29
			Twine .....[illegible]
			Twine Holders 45
			Twist Tobacco .....[illegible]
			Vegetables (canned) 9
			Vermicelli 24
			Vinegar .....[illegible]
			Washboards .....[illegible]
			Washing Powder 28
			Wax 42
			Wax Strings 42
			Whips 45
			White end .....[illegible]
			Wicking 45
			Willow Ware, etc 42
			Window Screen 45
			Wringers 45
			Writing Paper 45
			Wooden Ware, etc 42
			Yeast Cakes .....[illegible]

Department 1

COFFEE, CHICORY, ETC.

This Dept. is corrected by M. J. Brandenstein & Co.; A. Schilling & Co.; J. A. Folger & Co.

Green Coffee.

	In bags	In drums
Mocha, Gen. Arabian	23	25
No. 2	21	23
No. 3		
Mocha Liverato	23	....
" Aden	21	....
Kona (Hawaiian)	12	16
Mexican	12	18
Java, Common	15	18
Java, brown pln'tion	20	25
Java Mandheling	26	....
" Kroe	17	....
Caracol, prime w'shd.	13	16
Caracol, ordinary	12	13
Guatemala Prime	15	..
" Choice	14¼	..
" Good	12½	..
Costa Rica Prime	13	..
" Choice(La G'nd)	13	..
" Good	11¾	..
Salvador Washed	13	..
" Unwashed	11½	..
Caracola Guatemala	15	..
" Salvador	13½	..

Roast Coffee.

Salvador	20
Java	31
Mocha Aden	31
Prme w'shd. C.A.blnds	24
Good C. A. Blends	20
Ordinary Blends	13
Java Fncy Mndheling	33¼
" Kroe	26¼
Mocha Liverato	31¾
" J. S.	31¾
Java & Mocha Fancy	32¾
" No. 2	26
Guatemala No 1	18¼
" No 2	16¼
Costa Rica No. 1	18¾
" No. 2	18¾
" No. 2	17¼
" No 3	16
Kona Fancy	20¾
No 1	18¾

Private Brands.

Lion, 100-lb	
Hills Bros. Arabian Roast	.26
Arbuckle's 100-lb	17.37½

"M. J. B."

"M.J.B.," 60 1's in case	.28
"M.J.B." 30 2's in case	.27
"M.J.B." 24 3's in case	.25

Schilling's Best Coffee.

In 1-lb cartons, in 25, 50 or 100-lb cases. Can be assorted as required.

5-star	26¼	1-star	18¾
4-star	23¼	2-star	22¼
3-star	25¾		

Folger's Golden Gate Coffee

100 or 60, 1-lb tins	31
50 or 30 2-lb tins	30
40 or 30, 2½-lb tins	30
20 or 12, 5-lb tins	30
Never sold in bulk	

Chicory

California	08½
Belgian No. 2	07
Belgian, No. 1	07½

Coffee Extracts.

Bulk, per lb	07
Vienna, ¼'s, 10-lb. bx	25
Vienna, 1's, 10-lb. bx	25
Ackermann's, ½-gross bxs	
gross	09

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Department 2

This Dept. is corrected by M. J. Brandenstein & Co., A. Schilling & Co., J. A. Folger & Co.

Japan.

TEAS.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	.56	74
Fancy	.44	55
Choicest	.39	43
Choice	.34	38
Fine	.28	35
Fair	.25	30

Green China

(Gunpowder Imperial or Young Hyson)

Extra Fancy	.56	76
Fancy	.38	46
Choicest	.35	37
Extra Choice	.32	34
Fine	.25	31
Fair	.20	25

English Breakfast.

Extra Fancy	.67	80
Fancy	.51	66
Choicest	.35	50
Choice	.24	30
Fine	.20	22
Fair	.15	20

Oolong.

Extra Fancy	.58	$1 50
Fancy	.50	57
Choicest	.36	48
Extra Choice	.33	35
Fine	.27	32
Fair	.22	26

Ceylon and India.

Broken Orange Pekoe	.36	65
Broken Pekoe	.33	56
Orange Pekoe	.31	53
Pekoe	.27	46
Pekoe Souchong	.24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz, Cartoons. Never in bulk)

Japan, per lb	$0.45
do. 1 crown	.90
do. 2 crown	1.80
English Breakfast	.45
do. 1 crown	.90
do. 2 crown	1.80
Ceylon	.45
do. 1 crown	.90
do, 2 crown	1.80
Oolong	.45
do, 1 crown	.90
do, 2 crown	1.80

TREE TEA.

(Full weights only.)

Packed in 1 lb. and ½ lb. cartons.

Japan	37½	E. B Congou.	37½
Oolong	.50	Gunpowder	.45
Ceylon	37½	Or'ntal Blnd.	37½

Folger's Golden Gate Tea.

	6-oz.	8-oz.	12-oz.	16-oz.	5-lbs.
Japan	43	42	41½	41	41
English Breakfast	43	42	41½	41	41
Ceylon	46	45	44½	44	44
Oolong	48	47	46½	46	46
Gunpowder	46	45	44½	44	44
Black and Green	43	42	41½	41	41

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Department 3.

This Dept. is corrected by William Cluff & Co., Wellman, Peck & Co.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c; half barrels, 25c; boxes, 50c; 50-lb. bags, 10c.

Standard Granulated—Fine,	
Fruit or Coarse	5.45
Beet Granulated	2.25
Confectioners A	5.45
Cube	5.70
Cubes (A) Crushed	5.70
Powdered	5.55
Candy Granulated	5.55
Magnolia A	5.05
Extra C	4.95
Golden C	4.85
"D" Sugar	4.75
H. & E. Crystal Dominos	8.85

California & Hawaiian Sugar Refining Co. Additional per 100 lbs: In bbls. and 50-lb bags, 10c more; half bbls. 25c more; boxes 50c more; for all grades:

Granulated Basis	5.45
Bar	5.80
Powdered	5.55
(A) Crushed	5.70
Berry	5.45
Extra Fine Granulated	5.45

3

Coarse Dry Granulated	5.40
Confectioners' (A)	5.45
Confectioners' Crystal	4.55
Cubes	5.70
Bricks	5.70
XXX Granulated (100-lb bags only	5.25
Excelsior (A)	5.05
Extra (B)	4.95
Golden (C)	5.05
Yellow (D)	5.05
C. and H. "Higrade" Bar.	
In 100-lb. sacks	5.65
30-lb. boxes	6.15
10-lb. tins, 10 in case	8.00
35-lb. tins	7.30
40-lb. tins	7.30
Barrels	5.75
Half Barrels	5.90
Long's Peerless XXXXXX	
Do. bbls.	6.95
Do. ½ bbls.	7.20
Do. 4-lb. tins, cases	8.50
Do. 35-lb. tins, 10 in case.	8.50
Do. 10-lb. tins, 10 in case.	9.15
Do. 8-lb. tins, 8 in case.	9.15
Do. 30-lb boxes	7.80
For Bakers' and Conrections' Use.	
Barrels	6.35
Half Barrels	6.60
Boxes, 20 lbs. each	7.20

MAPLE SYRUP.
"Old Manse."

Gal. tins, ½ dz to case, dz	$14.00
½ Gal tins, 1 dz to case, dz	7.50
Quart tins, 2 dz to case, dz	4.25
Pint tins, 4 dz to case, dz	2.50
Jacket Cans, bulk, per gal	1.00
Glass Qts, 1 dz to case, dz	4.50
Glass Pts, 2 dz to case, dz	2.75

4

Log Cabin Maple Syrup.

Gallons, per doz	$15.00
Cans	
Half-gals, per doz	8.00
Quarts, per doz	4.50
Pints, per doz	2.60
Bottles	
Quarts, per doz	4.75
Pints, per doz	3.00
Jackets, per gal	1.10

Log Cabin Pen-O-Che Syrup.

Cans	
Gallons, per doz	$12.00
Half-Gals., per doz	6.50
Quarts, per doz	3.75
Pints, per doz	2.25
Bottles	
Quarts, per doz	4.00
Pints, per doz	2.50
Jackets, per gal	.85

MAPLE SUGAR.

Toboggan Brand Maple Sugar.

30 1-lb blocks (cases)	$4.50
60 ½-lb blocks (cases)	4.80

Maltese Cross Brand Maple Sugar.

Ass't'd ¼s, ½s, 1s, per case.	$3.00
Scalloped Cakes, 100 to case.	2.85

Syrup Extracts.

Crescent Mapleine
Makes Syrup better than Maple

2 oz, doz..	3.00	16 oz, doz..	18.00
4 oz, doz..	5.25	32 oz, doz..	36.00
8 oz, doz..	9.75	Gals, each..	11.00

Crescent Oil of Mapleine.

1-oz., doz...	2.70	2-oz., doz ..	4.75
8-oz., ...	15.00	4-oz., doz ..	8.25
16 oz, doz..	27.00	32 oz, doz..	48.00
Gals, each..	15.00		

Hardesty's Maple Extract.

1 oz, doz...	$1.10	2 oz, doz..	1.75

MOLASSES.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS 5 G	¾ G	4 G	CASES 10 G	20 ½G	24 ¼G
Fancy Molasses									
Pickaninny	.57	.59	.67	3.30	3.02	2.73	7.50	8.30	5.82
Belmont	.52	.54	.62	3.05	2.79	2.53	7.00	7.80	5.52
St. Claire	.46	.48	.56	2.75	2.52	2.29	6.40	7.20	5.16
Medium Grade									
Oak Grove	.42	.44	.52	2.55	2.34	2.13	6.00	6.80	4.92
St. Mary's	.34	.36	.44	2.15	1.98	1.81	5.20	6.00	4.44
Import	.28	.30	.38	1.85	1.71	1.57	4.60	5.40	4.08
Baking Molasses									
Hawaiian Genuine	.19	.21	.29	1.40	1.30	1.21			
Island	.17	.19	.27	1.30	1.22	1.13			
Cane Black Strap	.15	.17	.25	1.20	1.13	1.05			

Old Fashioned Molasses, 2 doz. 2-lb tins to case, per doz, $2.40.

TABLE SYRUPS.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl 17 G	JACKETS 5 G	4½ G	4 G	3 G	KITTS 2 G	1 G	2 G	1¾ G	CASES 1½ G	20 1-G	20 ½G	
High Grade Table Syrups															
Humming Bird	.51	.53	.61	3.00	2.75	2.49	1.93	1.32	1.42	1.29	1.17	6.90	7.70		
Peerless Sugar Drips	.50	.52	.60	2.95	2.70	2.45	1.90								
White Castle Drips	.49	.51	.59	2.90	2.65	2.41	1.87	1.30	1.40	1.28	1.15	6.80	7.60		
Perfecto	.46	.48	.56	2.75	2.52	2.29	1.78	1.28	1.38	1.26	1.14	6.70	7.50	5.35	
Table Syrups															
New Butter Scotch	.47	.49	.57	2.80	2.57	2.33	1.81	1.22							
Victor	.42	.44	.52	2.55	2.34	2.13	1.66	1.24	1.34	1.22	1.11	6.50	7.30	5.22	
Golden Gate	.40	.42	.50	2.45	2.25	2.05	1.60	1.14	1.24	1.14	1.03	6.00	6.80	4.92	
Cooking Syrups								1.02	1.12	1.03	.94	5.40	6.20		
Carnation Drips	.36	.38	.46	2.25	2.07	1.89	1.48	.94	1.04	.96	.88	5.00	5.80		
Golden Drips	.32	.34	.42	2.05	1.89	1.73	1.36	1.10	1.20	1.10	1.00	5.80	6.60		
Special Table Syrup															
Heliotrope	.40	.42	.50	2.45	2.25	2.05	1.60								

Cases: Round Friction Top Pails: 6 10-lb. tins, per case, $3.48; 12 5-lb. tins, per case, $3.96; 24 3-lb. tins, per case, $4.80

MAPLE AND CANE SYRUPS.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS. 5 G	4½ G	4 G	CASES. 10 1-G	20 ½G	24 ¼G
Woodlawn, made from pure maple sap in the groves at Beauce, Canada, and 1's also packed: Cases: 12-1's, $14.00; 6-1's, $6.72; 12-½'s, $7.14; 24-¼'s, $8.10; 24-⅛'s, $5.10. Bottles: 12 qts., $4.60; 24 pts., $4.90.	.95	.97	1.05	5.13	4.50	4.00	11.20	12.50	8.50
Deer Lodge	.85	.87	.95	4.70	4.28	3.85	10.30	11.10	7.50
New England	.77	.79	.87	4.30	3.92	3.53	9.50	10.30	7.02
Canada Maple Syrup and Cane Syrup	.67	.69	.77	3.80	3.47	3.13			

5

Department 4.

DRIED FRUITS, NUTS AND HONEY.

This Dept. is corrected by **Guggenhime & Co., Wm. Cluff Co.**

(Add ¼c for 50-lb. boxes and ½c for 25-lb boxes).

Apples (crop 1907.)

Sundried, sacks 7
Evap. Fancy, 50-lb boxes.... 9½
Evap. ex. choice, 50-lb box.. 9
Evap. choice, 50-lb box..... 8½

Apricots.

1907 Crop
Choice Sacks 22
Fancy Sacks 23
Fancy, 25-lb. boxes..... 25

Blackberries.

In boxes, per lb.....none

Cherries.

Pitted, in boxes, per lb.....35
Unpitted, in boxes, per lb.12½

Currants.

In bbls 09½
Recleaned, in bbls.....10½
Recleaned, 25-lb boxes.....11¼
Recleaned, 50-lb boxes.....11
Recleaned, 1-lb carts.....11¾
Recleaned, 12-oz carts..... 10¾

Dates.

Fard, 14-lb, per lb.....11
Persian, 65-lb case.....07

FIGS (California)

Black, sacks 04½
Black, 25-lb boxes, per box..1.25
White, bags 04½
White, 10 1-lb. brks., pr box ..... .90
White, 50-½s 1.90

FIGS (Imp. Smyrna.)

box ..... .90
Choice, 5-lb. bx., per lb....16

6

Nectarines.

1907 Crop
White 16
Red 16

Peaches.

Choice, sks..11 | Fancy, sks..12½
Ex Ch'ce,sks11½

Pears.

Choice, ¼s, in sacks.....10½
Ex. choice, ½s, in sacks.....10
Fancy, ½s, in sacks.....13

Plums.

Unpitted ... Pitted,black.11
Pitted, blchd11½|100s-110s ..

Prunes.

	Sks.	bx. 25-lb.
30-40s	8¾	9¼
40-50s	7¼	7½
50-60s	6	6½
60-70s	5½	6
80-90s	5	5½
90-100s	4¼	5
in cases of 125-lb tins		..
in cases of 12 5-lb tins		..

Raisins.

	Box	½s	¼s	50lb.
6 Cr. Layers	3.50	2.75	....	....
5 Cr. Layers	3.00	3.25	3.50	....
4 Cr. Layers				1.90
3 Cr. Layers				2.00
2 Cr. Layers				2.25
4 Cr. Loose				.10½
3 Cr. Loose				.10
2 Cr. Loose				.09½

Fancy Clusters, 1-lb cart per doz .....
Fancy Clusters, 5-lb cart per case .....
Unbichd Sultanas, 50-lb.... 8
Thompson's bleached Sult. seedless, 50-lb 11
Bleached Sult., sdlss..... 9
Seedless Muscatels, 50-lb cases 7¾

7

Red Ribbon, 36 16s.....11½
Blue Bell, 50 1s (seeded).....11
Seeded, 12 oz. cartons.....10½
Seeded, 12 oz cart..... 9
Seeded, bulk, lb.....11

1907 Crop F. O. B.

Clusters and Layers	20-lb bxs
Imperial, clusters, 6 c.	3.00 3.50
Dehesa, clusters, 6 c..	2.50 2.75
Fancy clusters, 4 c....	2.00 2.25
London Layers, 3 c.....	1.60
London Layers, 2 c....	1.50

Seeded	Per pkg
Fancy, No. 16, 36 to cs	9¼ 9½
Fancy, No. 12, 45 to cs	7½ 7¾
Choice, No. 16, 36 to cs	8⅝ 8
Choice, No. 12, 45 to cs	6⅞ 6¼

	25-lb bxs
Fancy bulk, per lb....	8½ 8¾
Choice bulk, per lb....	8⅛ 8¼

Loose Muscatels	50-lb bxs
Standard, 4 c.....	7½
" 3 c..7.....	7 .¾
" 2 c.....	6¼ 6½
Seedless	6¾

Seedless Sultanas	
Unbleached	7¼ 7½
Bleached, standard	8½
" choice	9
" ex. choice.. ...	9½

Thompson Seedless	
Unbleached	7½ 7¾
Bleached, standard	
" Choice	10
" fancy	10½
" ex. fancy.. ...	11

NUTS.

Almonds, Fancy, I. X. L....19
Almonds, choice soft shell Drake 16
Almonds, shelled, No. 1.....45
Almonds, shelled, No. 2.....35
Almonds, shelled, Jordan Imported .....
Almonds, Jordan, Dom....

8

Brazils, 160-lb sacks.....18
Chestnuts, Italian 20
Cocoanuts, per 100.....4.50 5.00
Filberts, 175-lb sack.....14
Peanuts, California 07
Peanuts, Japanese .....
Peanuts, Eastern h'nd pick'd..09
Peanuts, roasted .....
Pecan, polished 18-20
Pine .....
Walnuts, soft shell, bleached.19

HONEY.

Pure white sage, 2 5-gal tins, per lb 8
Light Amber, 2-5-gal tins .... per lb 7½

White Clover (stained)

5-gal. tin, per lb..... 07½
2 dz 2-lb jars, per case.... 3.00
2 dz 1-lb jars, per case.... 4.25
24-qt. cans, per case..... 7.00
12 ½-gal cans..... 6.60
6 1-gal. cans..... 6.00

Glass.

Per Doz
Tumbler, 8 oz., 4 doz in case 1.25
Oval pints, 4 doz in case 1..
1-lb glass jars, 2 doz in case 2.25
1-lb glass jars (with comb.. 2.50

COMB

Water White, 24 1-lb frames. 16
Light Amber, 24 1-lb frames. 14
Water White, 24 1-lb frames 15

BEESWAX.

Pure 30 31

DEPARTMENT 7.

Prices should be figured on a basis of 5 per cent above those quoted hereinbelow.
This Dept. is corrected by **J. H. Newbauer & Co., Tillmann & Bendel.**
Canned Fruits

No. 3 Extras	No. 2½ Special	No. 2½ Extras	No 2½ Ex. Standards	No. 2½ Standards	No. 2½ Second	No. 2½ Water	No. 2½ Pie	VARIETY	No 8 Ex. No. 3 Grade	No 8 Ex No. 2½ Grade	No 8 Ex. Standard	No 8 Standard	No 8 Water	No 8 Pie
2 00	1 85	1 70	1 40	1 30	1 20	1 10	1 10	Apples	.....	4 50	4 25	3 75	3 [illegible]	[illegible]
3 00	2 75	2 50	2 10	1 80	1 50	1 40	1 25	Apricots	8 00	7 00	6 50	6 00	5 [illegible]	[illegible]
3 50	3 25	2 80	2 60	.....	.....	.....	.....	" peeled	9 50	8 50	8 00			
3 50	3 25	2 80	2 60	.....	.....	.....	.....	" sliced	9 50	8 50	8 00			
.....	.....	.....	.....	.....	.....	.....	.....	Assorted	.....	.....	.....			
2 25	2 00	1 75	1 60	1 50	1 40	1 30	1 30	Blackberries	.....	5 00	4 75	4 [illegible]	[illegible]
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (Royal Anne)	10 00	9 00	8 00	7 00	[illegible]	[illegible]
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (White)	10 00	9 00	8 00	7 00	[illegible]	[illegible]
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (Black)	10 00	9 00	8 00	7 00	[illegible]	4 50
2 50	1 75	1 60	1 35	1 25	1 10	1 05	1 05	Grapes (White Muscat)	.....	.....	3 75	3 50	[illegible]	[illegible]
2 50	2 25	2 00	1 80	1 65	1 45	1 30	1 10 unp 1 20 pld	Peaches (Yelolw Free)	7 00	6 00	5 50	5 00	4 25	[illegible] 3 25 unp
3 00	2 60	2 40	2 15	1 85	1 65	1 40	1 10 unp 1 25 pld	Peaches (Lemon Cling)	8 00	7 50	6 50	6 00	4 50	4 25 pld [illegible]
3 00	2 60	2 40	2 15	1 85	.....	.....	.....	Peaches (Lemon Cling Sliced)	8 00	7 50	6 50	6 00	4 50	
3 00	2 60	2 40	2 15	1 85	1 65	1 40	1 10 upd 1 25 pld	Peaches (White Heath)	8 00	7 50	6 50	6 00	4 50	
3 00	2 60	2 40	2 15	1 85	.....	.....	.....	Peaches (White Heath Sliced)	.....	.....	.....			
3 00	2 60	2 40	2 15	1 80	1 65	1 40	1 05 unp 1 20 pld	Pears (Bartlett)	8 00	7 50	6 50	5 50	4 50	[illegible] [illegible]
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Green Gage)	5 50	[illegible]	4 00	3 75	[illegible]	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Egg)	5 50	[illegible]	4 00	3 75	3 25	[illegible]
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Gold Drop)	5 50	4 50	4 00	3 75	3 25	[illegible]
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Damson)	5 50	[illegible]	4 00	[illegible]	[illegible]	3 00
3 25	3 00	2 75	2 50	2 35	2 25	.....	.....	Raspberries	.....	.....	.....			
3 25	2 75	2 60	2 50	2 25	2 15	.....	.....	Strawberries	.....	.....	.....			

No. 1 Tall Cans sliced L. C. Peaches, Ex. $1.35; Ex. Standard, $1.25.

If shipped 6 cans to the case, figure Gals. —10c per dozen higher.

All No. 3, No. 2 and No. 2½ cans, 2 doz en in a case; No. 1 cans 4 dozen in a case; gallon cans, 1 dozen in a case.

A Profitable Investment

Swift's Pride Soap is a profitable investment for the Dealer, because:
It is made of the purest materials obtainable.
Well seasoned before leaving factory.



Useful for any part of the house—an all around family soap.

Once tried it becomes a household necessity.

If you are not already deriving benefit from the extensive advertising and wide popularity of Swift's Pride Soap, send in your order today.

Swift & Company, U. S. A.

9 10

Department 5.

This Dept. is corrected by J. H. Newbauer & Co., Tillmann & Bendel.

JELLIES, JAMS AND PRESERVES.

	Griffon 16-oz. Jars		Cutting 16-oz. Jars		Rose No. 2 Tins.		Rose Picnic Tins		Tumeler Jelly 4-doz.Case
	Preserves	Jam Pure	Jam Pure	Jelly Blended	Jam Pure	Jelly Blended	Jelly Pure	Jelly Blended	Jelly Blended
Apple	....	2 35	....	2 00	....	1 60	....	92½	90
Apricot	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Apricot Marmalade	2 35	....	....	....	1 85	....	....	....	.....
Blackberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Currant	2 35	2 35	....	2 00	....	1 60	97½	92½	90
Fig	2 35	....	2 00	....	1 85	....	97½	....	.....
Gooseberry	....	2 35	....	2 00	....	1 60	....	92½	90
Lemon	....	2 35	....	2 00	....	1 60	....	92½	90
Loganberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	....	90
Orange	2 35	2 35	....	2 00	1 85	1 60	97½	92½	90
Orange Marmalade	2 35	....	2 00	....	1 85	....	97½	....	.....
Peach	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Damson	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Green Gage	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Quince	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Raspberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Strawberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Assorted Regular	2 35	....	2 00	2 00	1 85	1 60	97½	92½	90
Assorted Berries	2 35	....	2 00	2 00	1 85	1 60	97½	92½	90

PINE APPLES

	Per Doz
Johnson's Columbia	
2's sliced, 2 doz. in case	2 30
2's grated, 2 doz. in case	2 30
1's sliced, 4 doz. in case	1 15
1's grated, 4 doz. in case	1 15
Gal. coreless, 4½ lb to tin, ½ doz. in case, per lb	16
Gal., grated, 7lb to tins, ½ doz. in case, per lb	16
2's sliced, Baltimore, 2 doz case	2 25
1's cocktail, Baltimore ovals, 4 doz. case	1 25
Hawaiian.	
Extra sliced, 2 doz, 2½	2.50
" " 4 doz, 1s	none
" grated, 2 doz, 2s	2.25
" " 4 doz, 1s	1.40
	Per doz
Standard, sliced, 2½s, 2 doz	2.00
" " 3s, 4 doz	none
" " 1s, 4 doz	1.35
Chunks, 2s	2.25
Whole, 2½s, 2 doz	2.00
Grated, 2s, 2 doz	1.75
" 1s, 4 doz	1.25
" gals, ½ doz	8.25
Singapore.	
2 lb sliced, 1.7522-oz., doz	48.00
1-lb sliced, 952½ whole	2.25

Mince Meat.

Merrell-Soule Co.'s None Such Condensed Mince Meat, cases (6 doz. each), per case, $6.25.

Department 7.

This Dept. is corrected by Sussman, Wormser & Co., William Cluff Co.

CANNED VEGETABLES

Asparagus.

Mammoth	5.25
Large White	4.75
Medium White	4.50
White Tips	4.25
Beans	
Stringless Extras	
Blue Lake	1.35
Blue Lake, gal., none	
String, 2 lb Standard	1.25

11 12

String, gal., Standard	4.50
Lima, soaked	1.00
Baked Beans	
Fancy Eastern	$
1-lb Tall tins	50
2-lb Tall Tins	80
2½-lb Tall tins	1 00
3-lb Tall tins	1 10
Van Camp's; Pork and Beans (Tomato Sauce.)	
No. 1 cans, 4 dz. in cs., dz.	.95
No. 2 cans	1.40
No. 3 cans	1.90
Same (Plain) No. 3	1.75
Kidney Beans, No. 2	1.20
Lima Beans, No. 2	1.20
Corn	
1s Maine, per doz	$1.50
Gallon, cut, Maine, per doz.	none
Gallon, cob, Maine, per doz.	6.50
Iowa, per doz	.90
5 case lots, Iowa	.85
Succotash.	
Standard Maine	1.35
Peas	
Petit Pois	2.00
2s Extra Fine Sifted	1.75
Standards	1.35
2s, Soaks	.90
Tomatoes	
3s, Solid Pack	1.50
3s, with peppers	No quotation
2½s, Solid Pack	1.35
2½'s, Solid Pack with peppers	No quotation
2½s, Standard	1.00
Gallon, Standard	2.85
Gallon, Solid Pack	No quotation
Gallon Puree	No quotation
Miscellaneous	
Artichoke 2½s	$
Carrots, 2s	1.
Cabbage, 2s	1.1
Turnips, gal	4.00
Spinach, 2s	1.35
Spinach, gal	4 00
Beets, 2s	1.05
Hominy, Great Western, 3s	1.15
Pumpkin and Squash, gal	2.50
Van Camp's Strawberry Beets, No. 3.	
Cans, 2 doz to case	1.90
Hominy, Van Camp's	1.15
Van Camp's Golden Pumpkin and Marrow Squash; No. 3, 2 doz. in case.	
Per doz	1.40
Same, No. 8	3.70

Department 8.

This Dept. is corrected by Cudahy & Co., Swift & Co.

PROVISIONS.

HAMS.

Eastern Standard, 18-20	.16½
" " 15-16	.16½
" " 12-14	.16¾
Picnic Hams	.11½
Boiled Hams	
Skin on	.24½
Skin on	.25½
Breakfast Bacon	
Eastern Standard, 6-8	.21½
" " 8-10	.20
" " 10-12	.19
English Cured Bacon	
Eastern Cure, 8-10	18
Eastern Cure, 8-10	.18½
Dry Salt Bacon	
Clear Medium Bacon	.14
Clear Light Medium	.14
Light Belly	.16
Extra Light Belly	.16½
Bacon Backs	.14
Bacon Bellies	.15½
Dry Salt Meats	
Sides	.13½
Bellies	.13½
Backs	.13
Fat Backs	.12½

Barreled Pork

	Bbls.	½-bbls
Spare Ribs	$	
Family Pork	21.50	11.25
Clear Pork	24.00	12.50
Big Pork	26.50	13.75

Barreled Beef

Mess Beef	10.00	5.50
Family Beef	10.50	5.75
Ex. Family Beef	11.00	6.00
Beef Tongues	23.00	12.00

Pigs Feet

Tierces, about 300 lb	$18.00
Barrels, about 200 lbs	13.50
½ bbls, about 80 lbs	5.50
Kegs, about 25 lbs	2.50
Kits, about 15 lbs	1.25
Pure Leaf Lard	
Tierces, about 350 lbs. net	11
½ bbls, about 100 lbs	11¼
80-lb. Wood Tub, 80-lbs, net	11¼
60-lb. Wood Tub, 60 lbs, net	11¼
20-lb. Wood Tubs	11⅝
50-lb. Cans, one to a case	11¼
20-lb. Cans, 4 to case	11⅜
10-lb. Cans, 6 to a case	11¾
5-lb. Cans, 6 to a case	11⅞
3-lb. Cans, 20 to a case	12
Golden Gate Lard.	
Tierces, about 370 lb. net	11
½ bbls, about 150 lb. net	11¼
50-lb. cans, 2 to a case	11¼
20-lb. cans, 4 to a case	11⅛

13

10-lb. cans, 6 to a case.....11¾
5-lb. cans, 12 to a case.....11⅞
3-lb. cans, 20 to a case.....12
20-lb. wood baskets.....11¾
60-lb. tubs 11⅛
80-lb. tubs 11⅛

Compound Lard

Tierces, about 360 lbs., net..08½
50-lb. cans, 1 to a case.....08¾
10-lb. cans, 6 to a case.....09¼
5-lb. cans, 12 to a case.....09⅜
3-lb. cans, 20 to a case.....09½

"Arrow" Compound.

Tierces, about 370 lb. net....08½
50-lb. tins, 2 to a case.....08¾
½ bbls, about 150 lb net....10¼
50-lb tins, 1 to case.....10¼
20-lb tins, 4 to case.....10½
10-lb. tins, 6 to a case.....09¼
5-lb. tins, 12 to a case.....09⅜
3-lb. tins, 20 to a case.....09½
20-lb wood bkts, 20 lb net..10⅜
60-lb wood bkts, 60 lb net10⅛
80-lb wood bkts, 80 lb net..10⅛

Suetene.

50-lb Cans .....None

Beechnut Packing Co.

Beechnut Sliced Bacon and Beef in Glass.

14

1 doz No. 1 Jars.....$3.25
Erie Brand Chipped Beef in Glass, 1 doz No. 1 Jars.... 2.60
5 case lots, less 5 per cent

Van Camp Packing Co.

Boned Chicken, No. ½ Cans.
1 doz. in case, per doz..... 2.90
Same; No. 1..... 5.15
Boned Turkey, No. ½..... 2.90
Same 5.15

Department 10.
FISH AND CHEESE.

This Dept. is corrected by **Wieland Bros.; Roethlisberger & Grassoff.**

Russian Caviar.

	Per doz
1-lb. cans, 2 doz. in case....	$17.00
½-lb. cans, 2 doz. in case..	9.00
¼-lb. cans, 5 doz. in case..	5.00
⅛-lb. cans, 6 doz. in case..	2.75
White Label Brand.....	none

CHEESE
Foreign and Domestic.

	new
New York State Factory	
Cheddars, June make....	19
Twins, June make.....	19
Triplets	19½
Cal. State factory flats.....	17-18
Cal. State fctry, Young Am	19
Jack or Monterey.....	21
Brick Cream	19
Limburger, Eastern, lb.....	17-18
Swiss,, imported, lb.....	29

Department 9.
CANNED MEATS.

This Dept. is corrected by **Cudahy & Co.**

ALL PRICES ARE PER DOZEN	No. ¼ Tins 4 doz in case	No. ¼ Tins, 2 doz in case	No. 1 Tins, 2 doz in case	No. 2 Tins, 1 or 2 doz in case	No. 6 Tins, 1 doz in case	No. 14 Tins, ½ doz in case	No. 1 Tins, 1 doz in case
Corned Beef	.....	.....	1 25	2 25	7 50	16 75	.....
Roast Beef	.....	.....	1 25	2 25	7 50	.....	.....
Roast Mutton	.....	.....	1 55	2 60	.....	.....	.....
Brisket Beef	.....	.....	.....	2 75	.....	.....	.....
Boiled Beef	.....	.....	1 25	2 25	7 50	.....	.....
Chipped Beef (in tins)	.....	1 25	2 10	.....	20 00	.....	.....
Sliced Beef (in glass)	.....	1 40	2 40	.....	.....	.....	2 40
Sliced Beef (in tins)	.....	1 35	2 35	.....	22 00	.....	.....
Sliced Beef (in glass)	.....	1 50	2 50	.....	.....	.....	2 50
Chip Beef (in Tins)	.....	1 85	.....	.....	.....	.....	.....
Brawn	.....	.....	1 25	2 25	.....	.....	.....
Pigs' Feet	.....	.....	1 40	2 60	.....	.....	.....
Corned Pork	.....	.....	1 25	2 25	.....	.....	.....
Lunch Tongue	.....	1 65	2 75	.....	.....	.....	.....
Sheep Tongue	.....	1 45	2 35	.....	.....	.....	.....
Lambs' Tongue	.....	1 45	2 35	.....	.....	No.1½	.....
Luncheon Tongue	.....	.....	.....	.....	.....	5 50	.....
Sliced Bacon (in tins)	.....	.....	.....	.....	.....	.....	2 50
Sliced Bacon (in glass)	.....	1 55	.....	.....	.....	.....	2 55
Deviled Ham (Geinuine)	85	1 50	.....	.....	.....	.....	.....
Potted Ham (Genuine)	85	1 50	.....	.....	.....	.....	.....
Potted Tongue (Genuine)	85	1 50	.....	.....	.....	.....	.....
Potted Meat (Ham Flavor)	40	75	.....	.....	No. 3	.....	.....
Deviled Meat (Ham Flavor)	40	75	.....	.....	Tins	.....	.....
Potted Meat (Tongue Flavor)	40	75	.....	.....	1 or 2	.....	.....
Boneless Chicken	.....	2 60	.....	.....	Dz. or Case	.....	.....
Veal Loaf	.....	.....	.....	.....	.....	.....	.....
Sandwich Loaf	.....	95	1 80	.....	1 80	.....	.....
Picnic Loaf	.....	95	1 80	.....	1 80	.....	.....
Chili Con Carne	No. ¾	95	1 80	.....	1 80	.....	.....
Beafsteak and Onions	95	80	1 30	.....	.....	.....	.....
Hamburger Steak	.....	90	1 65	.....	.....	.....	.....
Frankfurter Bratwurst	.....	90	1 65	.....	.....	.....	.....
Minced Collops	.....	.....	1 80	.....	.....	.....	.....
Tripe	.....	.....	.....	2 20	.....	.....	.....
Sweetbreads	.....	.....	.....	1 65	.....	.....	.....
Vienna Sausage	.....	.....	2 50	.....	.....	.....	.....
Pork Sausage	.....	85	1 35	.....	.....	.....	.....
Oxford Sausage	.....	.....	2 35	.....	.....	.....	.....
Bologna Sausage	.....	.....	2 10	.....	.....	.....	.....
Sausage and Kraut	.....	.....	1 10	.....	.....	.....	.....
Stewed Kidneys	.....	.....	.....	2 35	.....	.....	.....
Corned-Beef Hash	.....	90	1 55	.....	.....	.....	.....
Lunch Sausage	.....	85	.....	.....	.....	.....	.....
German Lunch Sausage	.....	1 00	.....	.....	.....	.....	.....
Ox Marrow	.....	.....	.....	2 90	.....	.....	.....
	.....	No.1½	No. 2	No.2½	No. 3	No. 6	.....
Ox Tongue (whole)	.....	6 25	7 50	9 25	11 25	20 50	.....
Chorizos	.....	.....	.....	.....	.....	.....	No. 5 10 00

15

Domestic Swiss	20-21
Roquefort, lb.....	40
Gouda, per lb.....	27
Sap Sago	22½
Pineapples, Eastrn, 6 in cs, cs	3 50
Pineapples, Eastn, 6 in cs, sml	2 55
P'ffr'd Edam, small .....34-35 pds	
per case of 12.....	
P'ffr'd Edam, med. 38-40	
Do. Edam, large..... 44-45	

Fancy

Camembert, Brie, Roquefort and Gorgonzola, jars...none	
Parmesan C & B, sml bot doz	3 00
Parmesan C & B, lge bot, doz	5 00

Bayle's-

Small ½-lb 1 lb. 2½-lb 5-lb Deviled Cheese
$1.00, $2.25, $4.00, $5.00, $9.00
After Dinner Cheese:
$1.00, $2.40, $4.00, $4.50, $7.50
Roquefort Cheese:
$1.00 ,$2.40, $4.00 ,$4.50, $7.50

MacLaren Imperial Cheese Co.,Ltd

Imperial Cheese—

Club size, 2 doz jars, doz....	$1.25
No. 1, size, 1 doz jars, doz..	2 80
No. 2 size, ½ doz jars, doz..	5 25
No. 3 size, ½ doz jars, doz..	10.60
Individuals, 5 doz jars, doz..	.85

Roquefort Cheese—

Small size, 2 doz jars, doz..	1.75
Large size, 1 doz jars, doz..	3.25
Individuals, 5 doz jars, doz..	.85

SALT FISH
Pacific Codfish

Bundles,, per lb.....	4½
Case, selected, per lb.....	5½
Boneless, 30-lb. boxes, lb....none	
Boneless, 40-lb. boxes, lb....	7½
Boneless, Srtips, per lb.....	7
Boneless Blocks, per lb.....	8
Boneless Tablets, per lb. ...	8½
Boneless Middles, per lb.....	7½
Boneless Middles, ex., per lb..	11

Eastern Codfish

Gen Georges, 8 fish to cs	$11.00
Gen. Georges, 12 fish to cs..	10.00
Geo. Cur. Cod, case.....	9.50
Geo. Cur. Cod ,40 fish to cs	8.00
Gen. Geo. Middles, 60 fish...	15
Gen. Geo. Tablets,36 fish	11½
Gen. Geo. Blocks, 40 fish	11½

Shredded Codfish

Beardsley's shredded, 2 doz. in case.....	1.00

Norwegian Mackerel

Bloater, 120-130 fish.. ....65 0	
Bloater, ½ bbl., 60-65 fish ...28.5	
No. 1, 150-160 fish.....45.0	
No. 1, 75-80 fish..... .....23.5	
No. 2, 220-240 fish..... 37.0	
No. 2, 110-120 fish.....19.5	
No. 3, 300-350 fish.....28.0	
No. 3, 150-175 fish.....15.0	
No. 4, 400-440 fish, bbl.....25.0	
No. 4, 200-220 fish.....13.5	

Irish Mackerel

No. 1, 200-220 fish.....non	
No. 1, 80-90 fish.....non	
No. 2, 325-350 fish.....non	
No. 2, 130-140 fish.....non	
No. 2, 475-500 fish.....non	
No. 2, 180-190 fish.....non	
No. 1, 10-lb kits, 15-16.....	
No 2, 20-22 fish.....	1 30

American Bloaters

Shore Bloaters, 115-120 fish .non

16

Shore Bloaters, 45-50 fish	none
Extra No. 1, 120-130 fish....	none
Extra No 1, 50-55 fish	none
No. 1, 140-150 fish.....	none
No. 1, 60-65 fish.....	none
No 2, 130-140 fish.....	28 50
No. 2, 55-60 fish.....	11 00
No. 2, 140-160 fish.....	none
No. 2, 60-65 fish	none
No. 2, 160 180 fish	none
No 2, 70-80 fish.....	none
No. 2, 180-200 fish.....	none
No. 2, 80-90 fish.....	none

In Kits

Extra Mess, 7 to 8 fish each..	$3 00
No. 1, kits, 8-9 fish or 15-17 fish	1.40
No. 2, kits, 8-9 or 20-22 fish	1.30

Salmon

King, bbls.....	none
Oregon Silversides, bbls..	13 00
Alaska Red, bbls.....	13 00
Alaska Red, ½-bbls, 100 lbs	7 25
Alaska Red, kits.....	1.00
Bellies, bbls	15.00-18.00
Tongues and Sounds, kits 10-lb	1 40
Tongues and Sounds, ½-bbls, 80-lb.....	11 50

New Herring, Pack 1907

Ex Slctd Mixed, bbls.....	17.00
" " " ½ bbls	9.00
" " " Keg	1 20
Cheaper grade, mixed, bbl..	15.00
" " " ½ bbl.	8 00
" " Keg	90
Ex Selected, Milcher, bbl...	19 00
" " " ½ bbl.	10 00
" " " Keg	1 30
Cheaper, Milchner, bbl.....	17.00
" " ½ bbl.....	9.00
" " Kegs	1.00
Labrador, round, 160 fish...	5 50
Labrador Split, per ½ bbl.	6 50
Pacific, ½-bbl	3 00

Smoked Fish

Neptune, Brand, 100s.....	$2.85
Neptune, Brand 50s.....	1.60
Dainty Brand, 50s.....	2.25
Bloaters, Grim., 100 box...	$3.00
Bloaters, Grim., 50 in box.	1.75
Bloaters, Cromarty	3 00
Yarmouth, 100 in box....	
Halibut, chunks	15
Herring, boxes, Eastern	.25
Herring, boxes, Washington	.20
Herrings, Neptune, boneless, boxes of 10s, net	1.35
Moir's Selected Red Herrings, 100's..... ..	1.90
Moir's Selected Red Herrings, 50's	1.25
Salmon ,per lb.....10	20

Beardsley's.

Herring, boneless, tins, doz..	1 50
Herring, boneless, small, doz	1 00
Herring, boneless, vacuum tumblers, 2 doz in case....	1 95
Finnan Hadd'es, 30-lb boxes per lb	17

Potted Fish.

	Per doz
Potted Crab	$1.85
Kipper Paste	1 00
Anchovy Bloater Paste	1 25
Ditto, fancy pots	4 75
Yarmouth Bloater Paste	75

WIELAND BROS.

309-311 DAVIS STREET. SAN FRANCISCO

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Camenbert, Schloss, Kronen and Neufchatel Cheese

17

Ditto, fancy pots.... .. 4.75
Kippered Herrings, Marshall's 1.90
Kippered Herrings, Moirs... 1.90

Department 11.

CANNED FISH.

This Dept. is corrected by **Sussman, Hooper & Jennings, Wellman, Peck & Co.**

	Doz.
Anchovies, in oil, 2 doz ½ pts., in glass, doz.....	5.00
Anchovies, 2 doz, ¼ pts, dz.	3.00
Bloaters, Yarmouth C. & B. doz.....	4.50
Codfish Balls, 2-lb tins per. doz.....	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.35
Eels, smoked, 1-lb, per dz..	2.85
Finnan Haddies, 2-lb ovl.	2.25
Finnan Haddies, 1-lb. round, per doz.....	1.80
Sardelles. imp.,½-lb tins....	2.50
Sardelles, imp. in glass.	3.00
Sardelles, dom. 1-lb, glss	2 25
Sardelles, Ankers. ½ keg	3.00
Sprats 7.50	8.00

Mackerel

1-lb tins, 50 in a case
2-lb tins ,2 doz. in a case

Gold Label ,1-lb tins....	1.50
P. &. W., 2-lb soused....	2.75
P. & W., 2- lb mustard....	2.75
P. & W., 2-lb tomato....	2.75
Underwood, 2-lb soused..	2.85
Underwood, 2-lb tomato.	2.85
Underwood, 2-lb mustard.	2.85
Los Angeles, 2-lb soused.	2.55
Los Angeles ,2-lb tomato.	2.55
Los Angeles, 2-lb mustrd.	2.55
Mt. Desert, 2-lb soused..	2.25
Mt. Desert, 2-lb tomato...	2.25
Mt. Desert, 1-lb soused..	1.35
Blueback, 1-lb. fresh....	1.10
4 doz., 1s, flat, oval.....	1.80
4 doz., flat, square.....	1.40

Crescent Mackerel

Soused, 18-oz tins, doz.....$	1.80
Tomato, 18-oz tins, doz....	1.80
Mustard, 18-oz tins, doz....	1.80

Mackerel in Oil.

Bezler's	3.00	4.00
Lemarchand	5.00	7.00

Salmon

Alaska Red, 1-lb. tins, doz..$	1.35
Alaska Red, 2-lb .....none	
Alaska Pink, 1-lb. tins.....92½	
Alaska Flats, 1 lb.....none	
Oregon Red, 1 lb.....none	
Oregon Red 2 lb.....none	
Oregon Pink, 1 lb.....none	
Oregon Pink, 2 lb... ....none	
Oregon Flats, 1 lb .. ...none	
Columbia Riv., 1-lb. talls..	1.90
Columbia Riv. 1 lb flats..none	

Sardines.

	Per case
French, ¼s, 18 m.m.....	9.50
" ¼s, 22 m.m.....	12.50
Portuguese, ¼s, 18 m.m....	8.50
" ¼s, 22 m.m.....	9.50
" ½s, 30 m.m.....	16.00
Norwegian, ¼s, 18 m.m....	9.00

Sprats

French, ¼s, 18 m.m.. ..	7.50
" 22 m.m	9.50

American Sardines

(¼s pkd 100 to cs, ¾s 50 to cs.)

¼ in oil, without key.....$	3.80
¼s in oil with key	4.00
¼s in oil, per doz.....	.50
¼s in mustard, per doz.....	.60
¼s in mustard, case.....	3.75
¾s in mustard, per doz.....	.95
¾s in mustard, case.....	3.25

Maconochie Bros., Ltd., London.

Kippered Herrings, case of 6 dz., No. 1 oval tins, per dz...$	1.80
Herrings in Tomato, case of 6 dz.,No.1 square tins,pr dz.	1.80
Findon Haddocks, case 6 doz., No. 1 oval tins, per doz..	2.30
Preserved Bloaters, case of 6 doz., No. 1 oval tins, per dz.	1.80

SHELL FISH.

Abalones

4 doz in cs ,with shells, cs 6.00

18

Clams and Clam Juice

	doz
Doxsee Clams, 1-lb tins....$	1.85
Doxsee Clams ,2-lb tins.	2.75
Doxsee Clam Juice ,1-lb..	.90
Doxsee Clam Juice ,2-lb.	1.60
B&M Lunch Clams, flat	1.37½
Underwood Clams, 1-lb.....	1.05
Underwood Clams, 2-lb.....	1.65
P. & W. Clams, 1-lb tins....	1.35
P. & W. Clams, 2-lb tins....	1.65
Oxford Clams, 1-lb tins.....	.95
Oxford Clams, 2-lb tins....	1.50
P. & W. Clam Chowder.....	2.25
Burnham's Clam Bullion, qts. ...	
Burnham's Clam Bullion,pts.	4.50
Burnham's Cl'm Bullion,½ pts	2.40

Crabs.

½s flat, 4 doz, per doz.....	2.25
Minced, ½s flat, 4 doz....	1.25
Picnic, 1s, 4 doz.....	1.15
" 2s, 2 doz.....	1.75

Lobsters

	Doz
Picnic talls, 4 doz, per doz..	3.00
Picnic flats, 4 doz, per doz..	2.80
½-lb. flats, 4 doz, per doz..	2.60
¼-lb flats, 4 doz, per doz....	1.40

Oysters

Oysters, Selects, 12 oz.....$	3.25
Oysters, Selects, 6 oz.....	1.75
Oysters, Standard, 10 oz....	2.35
Oysters, Standard, 5 oz.....	1.35
Oysters, Standard, 8 oz.....	2.10
Oyster, Standard, 4 oz.....	1.15

Shrimps.

Shrimps, pickled. 1-lb.....$	1.35
Dunbar's Picnics, 1-lb, doz..	1.35
Pride of the Gulf, 1-lb, doz..	1.30
Dunbar's 1½-lb, doz.....	2.35
Pride of the Gulf, 1½-lb, dz	2.30
Pickled Shrimp, 1-lb, doz....	1.35

Department 12.

This Dept. is corrected by **SPICES AND EXTRACTS. A. Schilling & Co., Wellman, Peck & Co.**

In Original Packages.

Pepper, Black.....14		18
Pepper, White.....25		30
Ginger 13		19
Ginger, Gen Jam.....15		21
Cinnamon, Ceylon.....22		25
Cassia .. 16		24
Cassia 16		64
Cloves 20		36
Allspice 10		17
Nutmegs 30		65
Mace 80		90
Laurel Leaves, in bales.....07		
Lalrel Leaves, in small lots, 10		

Paprika.

1 oz, doz..	1.00	16 oz, doz..	7.75
2 oz, doz..	1.50	2½-lb tins.	
4 oz, doz..	2.75	5-lb tins....	
8 oz, doz..	4.50	3ulk, lb....	

MUSTARD.

Colman's, ¼s, per lb....	.52
Colman's, ½s ,per lb.....	.48
Colman's 1s, per lb.....	.48
Colman's 5s, per lb.....	.43
Durkees ⅛s, per doz.....	.65
Durkees ¼s, per doz.....	1.30
Schilling's Best, small, doz..	.80
Schilling's Best, medium, doz	1.35

Prepared.

Louit Freres, per doz.....	2.25
Imitation Freres, per doz..	.70
Dusseldorfer 1 doz pts, case	1.60
Eddy's Salad, small.....	.90
Eddy's salad ,medium	1.35
Eddy's large	2.00
Webbs, 2 doz. cs.....	1.35
Heinz, 2 doz. cs.....	1.25

FLAVORING EXTRACTS

Schilling's Best.

Triple Strength, Pure and Uncolored, Sprinkling Tops.
Full Measure. Never sold in bulk

	Lemon and Others	Vanilla and Rose		Lemon and Others	Vanilla and Rose
1 oz....	1.30	1.80	8 oz..	7.25	11.00
2 oz....	2.00	3.00	16 oz..	14.00	21.50
4 oz....	3.75	5.75	32 oz..	27.00	42.00
6 oz....	5.50	8.50			

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Department 12.

SPICES AND FLAVORING EXTRACTS.

Schilling's Best Spices — Nature's Best.
Square Tins. Never Sold in Bulk.
Small medium, large size have sifting tops except Mustard.

	Small size per doz.	Medium size pr doz	Large size per doz	Ex.Large size pr doz	Hotel size pr tin
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.80	1.35	2.40	4.00	.85
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	1.35	2.30	4.35	7.75	2.00
Cloves	1.10	1.90	3.50	6.50	1.35
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
White Pepper	1.10	2.00	3.75	6.75	1.50
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain.....	**6 doz.**	**4 doz.**	**2 doz.**	**2 doz.**	**1 doz.**
Gross Weight.....	**21 lbs.**	**24 lbs.**	**23 lbs.**	**38 lbs.**	**54 lbs.**

Folger's Golden Gate Ground Spices.
High Grade—High Price.

Net Weight	⅛-lb per dz 4 doz to cs	¼-lb per dz 4 doz to cs	½-lb per dz 2 doz to cs	1-lb per dz 2 doz to cs	2½-lb per dz 2 doz to cs	5-lb per dz 1 doz to cs
Pepper	.75	1.15	2.15	3.65	.29	.28
Mustard	.75	1.15	2.15	3.65	.29	.28
Ginger	.75	1.15	2.15	3.65	.29	.28
Allspice	.70	1.10	2.05	3.50	.28	.27
Cinnamon	1.30	2.25	4.25	8.15	.65	.64
Cloves	.90	1.50	2.75	4.95	.40	.39
Cayenne	.90	1.50	2.75	4.95	.40	.39
White Pepper	.95	1.55	2.85	5.10	.41	.40
Nutmegs	1.60	2.65	5.15	9.75	.71	.70
Mace	1.75	2.90	5.40	10.25	.75	.74
Sage	.65	1.05	1.95	3.35	.21	.20
Thyme	.70	1.25	2.35	4.35	.32	.31
Marjoram	.85	1.40	2.60	4.80	.38	.36
Savory	.70	1.25	2.35	4.35	.32	.31

Folger's Golden Gate.
High Grade—High Price.

	Vanilla and Rose		Lemon and Others
1 oz.....	1.60	1 oz.....	1.25
2 oz.....	2.50	2 oz.....	1.85
4 oz.....	4.75	4 oz.....	3.45
6 oz.....	6.75	6 oz.....	4.75
8 oz.....	9.00	8 oz.....	6.50
16 oz.....	16.50	16 oz.....	12.00
32 oz.....	32.00	32 oz.....	23.00

Department 13.

BAKING POWDER, ETC.

This Dept. is corrected by **William Cluff Co., J. H. Newbauer & Co.**

Bendel.

Royal	1 cs	5 cs	10cs
¼ lbs .cans.	$1.38	$ 1.36	$ 1.34
6 oz. cans..	1.92	1.89	1.87
½ lb. cans	2.57	2.52	2.50
12 oz cans.	3.82	3.75	3.72
1 lb cans..	4.95	4.85	4.80
2½ lbs cans	11.65	11.40	11.28
3 lb cans..	13.60	13.34	13.20
5 lb cans..	22.35	21.90	21.68

An extra discount of 1 % if packed in barrels.

Trophy

4 oz., doz..	1.10	2½ lb, doz.	9.00
8 oz., doz..	2.00	5 lbs., doz.	18.00
16 oz., doz.	3.50	10 lbs, doz.	31.50

Sun Baking Powder

16 oz, doz.	$3.90	4 oz, doz..	1.20
8 oz, doz..	2.20		

Schilling's Best.
Never sold in bulk.

4 oz, gr....	16.50	½ lb., doz..	10.50
6 oz. gr....	22.50	3 lbs, doz..	12.00
8 oz, gr....	28.00	4 lbs, doz..	16.00
12 oz, gr...	41.00	5 lbs, doz..	20.00
16 oz, gr...	53.00	10 lbs, doz..	39.00

Folger's Golden Gate.
Guaranteed Pure.

4 oz, gr....	16.00	2½ pat, dz.	10.00
6 oz, gr....	22.50	3 pat, dz...	12.50
8 oz, gr....	28.00	4 pat, dz...	16.00
12 oz, gr...	41.00	5 pat, dz...	20.00
16 oz. gr...	53.00	10 pat, dz..	39.00

CRESCENT.

	Per doz		Per doz
¼-lb tins..	.65	3-lb tins...	5.50
½-lb tins..	1.25	5-lb tins...	9.00
1-lb tins...	2.00		

Rumford Baking Powder.



	Per doz.
½ lb. can, 2 dz in box	1.40
1-lb. can, 1 dz. in box	2.80
3-lb. can, ½ dz in box	7.50
5-lb. can, ½ dz in box	12.50

Less 5 per cent in 5 case lots.
One case ½s or 1s free with 10 case lots.

K. C.			
10 oz., dz..	.90	50 oz., dz..	4.25
15 oz., dz..	1.35	25 oz., dz..	6.50
25 oz., dz..	2.15		

Pure Cream Tartar.

100-lb bbls	.27	5-lb tins,dz	2.65
50, 25-lb bx	.28	1-lb tins, dz	5.50
5-lb tins, lb.	.40		

SODA.

Churches ,A. & H., 30 or 60 1's	.05¼
Same, 60 ½s.....	.05½
Dwight's Cow Brand, 60 1s	.05¼
Same, 60 ½s.....	.05½

(12-oz. pkg. ⅛c more; 8-oz. package ¼c more; 5 cs lots, ¼c less.)

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Department 14.
FARINACEOUS GOODS.

This Dept. is corrected by **Wellman, Peck & Co., Port Costa Milling Co.**

Miscellaneous Flours

	Bbl.
Port Costa	$5.40
Globe, A 1	5.40
Sperry	5.40
Golden Gate	5.40
Drifted Snow	5.40
Crown	5.40
Peacock	5.40
Banquet	5.20
Royal	5.20
Starr's Choice Extra	5.20
Colonial	5.20
White Navy	5.20
Success	5.20
Mission	5.20
Triumph	5.00
Bear	5.00
Bonanza	5.00
Eagle	5.00
Capitol	5.00
Caledonian	5.00
Silver Star	5.00
Mayflower	5.00
Rye Flour	5.40
Rye Meal	5.20
Whole Wheat Flour	5.40
Graham	5.20

Quaker Oats Co.

Quaker Oats, 36 2s	**$3.85**
" " family size,20s	5.15
Scotch Oats, 36 2s	**3.85**
Banner Oats, 30 5s	**4.75**
" " family size, 20s	5.15
Saxon Oats, 20 5s	4.75
" " family size, 20s	5.15
Zest, 20s	**4.10**
Zest, 36s	2.75
Apetizo, 24s	3.00
Quaker Wheat Berries, 36 2s.	3.00
Quaker Puffed Rice, 36 2s..	3.00
Quaker Yellow or White Corn Meal, 36 3s	4.10

EGG-O-SEE CEREAL CO.

Egg-O-See, 36 1s, per case..	2.85
E-C Corn Flakes, 36 1s, case	2.85
5 case lots either	2.75

DEL MONTE MILLING CO.

Del Monte Rolled Oats, wood	8.00
Del Monte Rolled Oats,, sacks, 2 90-lb	7.50
Alta Mills, Rolled Oats, wood	7.50
Alta Mills Rolled Oats, sacks. 2 90-lb.	7.00

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Del Monte Rolled Wheat,wood	4.30
Del Monte Rolled Wheat, 2 75-lb sacks	3.80

Case Goods.

	Per case
Self-raising Buckwheat Flour 24 cartons, 3 lbs	3.85
40 cartons, 1¾ lbs	4.00
Cal. Flapjack Flour, 36 2s..	3.85
Semola or Nutty Grains, 20 cartons, 4 lbs	3.60
Cal. Cream Flake Oats, 36 2s	3.60
Primrose Wheat, 36 2¾s	3.85
Farina, 24 cartons, 1-lb	1.80

American Milling Co.'s Cereals.

	Per Bbl.
Colonial Ex. Cream Rolled Oats, 180 lbs., (wood)	$7.25
180 lbs., 90-lb sacks	6.75
150 lbs., wood	6.00
Pacific Brand Rolled Oats,180 lbs. (wood)	6.75
180 lbs., 90-lb sacks	6.25
Bohemian Rolled Oats, 180 lbs. (wood)	6.00
180 lbs., 90-lb sacks	5.50
Colonial Pearl Rolled Wheat, 150 lbs. (75-lb sacks)	3.80
Colonial Granulated Hominy, 200 lbs (wood)	7.75
Colonial Steel-Cut Oat Meal, 200 lbs. (wood)	8.25
Brewster's Pat. N. Y. Buckwheat Flour,200 lbs(wood)	8.25
Colonial Pearled Hominy, 200 lbs. (wood)	7.75
Colonial New Process Buckwheat Flour,200 lbs(wood)	8.25

Case Goods.

Colonial Ex. Cream Rolled Oats, 36 2-lb pkgs	3.60
Colonial Self-Raising Buckwheat Flour, 24 3-lb pkgs	3.80
Pettijohn's Breakfast Gem, 2-lb pkgs. to case	3.25

(All prices net.)

MISCELLANEOUS PACKAGE CEREALS.

Port Costa Milling Co.

Poppy Oat Flakes, 36 2s	3.60
Encore Pancake Flour, 36 2s.	3.60
Encore Buckwht Flour, 36 2½s	5.75
Oat Flakes, 36 2s	3.60
Capital Mills Rlld Oats,36 2s	3.60
36 2s	3.60
Grape Nuts, 1 & 2 doz. per dz	1.35
doz	1.35
Breakfast Gem, case 3 doz	3.25
Wheatine, 36 2s, per case	3.30

23

Germea, 20 4-lb. pkgs, per case	4.10
Germea, 20 2-lb. pkgs per case	3.20
Flaked Rice, 24 1's	3.00
Dr. Price's Wheat Flake Celery Food per case	2.85
Hecker's Farina, 24 2s, case	2.00
Pillsbury's Best Cereal Vitos, 36 2s	5.10
Cream of Wheat, 36 2's	5.25
Crespo, 36 2's	2.75
Snow Flake, 36 2's	2.80
Malta Vita, 36 1's	4.00
Our Mother's Mush, 36 2s	2.80
Twin Bros. Mush, 36 2s	2.80
H. H Robbins, Cr'mry Bkfst 36 2s	2.80
Carnation Wheat Flakes 20 5s	4.70
A B C Breakfast Wheat 72 2's	5.00
A B C Breakfast Wheat 36 2's	2.60
Nutro, 9s	2.80
Wheaton, 9s	5.20
Grape Nuts, No. 22, per doz	1.35
Morning Meal, per case	2.80
Olympic Wheat Hearts, 24 5s	4.75
Olympic Wheat Hearts, 48 2s	4.75
" Cake Pastry, 20 5s.	4.75

Pancake Flours.

Uncle Sam, 36 2s	3.25
Encore, 36 2s	3.75
Olympic Pancake Flour, 24 4s	4.45

H. O. Cereals.

	Case
H-O Buckwheat, 2 doz. 3-lb pkgs, per case	3.75
H-O Pan Cake Flour, cse.	3.90
H-O Oats ,24 2's, per cs.	3.15
Korn Kinks, 36 2s	2.85
Force	4.50

Freight paid on country shipments of H. O. goods up to 25c per cent on 5 case lots

RALSTON MILLS.

Ralston Breakfast Food 36 2s	4.50
Ralston Barley Fo'd, 36 2s	4.25
Ralston Health Oats, 36 2s	4.50
Ralston Hominy Grits, 36 2s	4.25
Ralston Health Crisp 36 2s	2.75
Ralston Select Bran, 24 3s	2.50
Ralston Pan Cake Flour 36 2's	3.75
Ralston Whole Wheat Flr 4 ¼s	5.50

Capitol Mills.

	Per Bbl.
Ex Cream Rld Oats, 180 lbs.	$7.25
Ex Cream R'lld Oats, 180 lbs. (90-lb. sacks	6.75
Rolled Oats, 180 lbs	6.75
Rld Oats, (90-lb. sks), 180 lbs	6.25
Rolled Oats, 180-lb. bbls	6.00
Rolled Oats, 90-lb. sacks	5.50
Pearled Rld Wheat,150 lb..s	4.30
Pearled Rld Wheat (75-lb. sacks), 150 lbs	3.80
Granulated Hominy, bbls	7.75
Pearled Hominy, bbls	7.25
New Process Buckwheat Flour, bbls	8.25
Steel-Cut Oatmeal, "A" (fine) "B"(medium), "C" (coarse) bbls	8.25
Brewster's Pat. New Process Buckwheat Flour, bbls	8.25

	Per Case
Self-Raising Bckwheat Flour 20-3½-lb. pkgs, in cases	3.80
Self-Raising Bckwheat Flour 24-3 lb. pkgs, in cases	3.80
Farina, 24 1-lb. pkgs in cases	1.60
Mills Ex. Cream Rld Oats, 36 2-lb. pkgs in cases	3.60
Pan-Cake Flour,36 2-lb. pkgs in cases	2.80

Farinaceous Goods in Sacks Manufactured by Local Mills.

Per 100 lbs in 10-lb sacks	
Buckwheat Flour, Plain	$4.00
Buckwheat Flour, Extra	4.20
Bckwheat Flour New Process	4.20
Bckwheat Flour Self-Raising	7.40
Buckwheat Groats	9.00

24

Corn Meal, Yellow	3.75
Corn Meal, White	3.75
Corn Meal, Ex Cream Yellow	4.00
Corn Meal, Ex Cream White	4.00
Corn Flour	3.50
Cracked Wheat	3.50
Entire Wheat Flour	3.50
Farina	4.00
Faked Pearl Wht Basin Rice	5.50
Graham Flour	3.00
Hominy, large	3.40
Hominy, small	3.40
Granulated Hominy	3.40
Oatmeal, plain	4.30
Oatmeal, extra	4.30
Oatmeal, steel-cut	4.30
Oat Groats	4.30
Pearl Grits	3.80
Pearl Barley, No. 1	5.40
Pearl Barley, No. 2	5.40
Pearl Barley, No. 3	5.40
Split Peas, Yell..o....w	5.00
Split Peas, Green	6.50
Rice Flour	7.50
Rolled Oats 7-lb & 10-lb	4.70
Rye Flour	3.10
Rye Meal	3.20
Wheat Meal	3.40
Pearl Barley, No. 1, 25 and 50-lb. boxes	5.40
Split Peas, Yellow, 25 and 50 lb. boxes	5.00
Split Peas, Green, 25 and 50-lb. boxes	6.50

25-lb. sacks deduct 10 cents per cwt. from price of 10s.

50-lb. sacks deduct 20 cents per cwt. from price of 10s.

PASTES

Imported.

Crown Macaroni,25 1s, pr pkg	.12
" Spaghetti, 25 1s, pr pkg	.12
" Vermicelli, 25 1s, pr pkg	.12

Imported Style.

Bellac Macaroni, 25 1s, pr pkg	.10
" Spaghetti, 25 1s, per pkg	.10
" Vermicelli, 25 1s, pr pkg	.10
" Alphabet, 25 1s, pr pkg	.12
Wash. Macaroni, 25 1s, pr case	1.50
" Spaghetti, 25 1s, pr case	1.50
" Vermicelli, 25 1s, pr case	1.80

Golden Egg

Macaroni, 48 5c packages	$1.80
" 24 10c "	1.80
Spaghetti, 48 5c "	1.80
" 24 10c "	1.80
Noodles, 48 5c "	1.80
" 24 10c "	1.80
Alphabets 48 5c "	1.80
" 24 10c "	1.80

Marvelli.

Macaroni, cs 4 dz.No 1 car, dz	1.20
Spaghetti, cs 4 dz. No 1 car, dz	1.20
Vermicelli, cs 4 dz. No 1 car, dz	1.20
Alphabets,cs 4 dz. No 1 car, dz	1.20
Stars, per assortment	.25
No. ½, Extra, per box	.20
No. 1, Extra, per box	.35
No. 1, Extra, 25 lbs	1.00
No. 1, Extra, 50 lbs	2.00
No. 1, Extra, 100 lbs	3.00

CAL. PASTE CO.

Macaroni, Vermicelli, Etc

Extra No. 1	.30
Extra Hi..	.35
Extra H.. 2 s	.30
Extra 5 lbs	.80
Extra, 50 lbs	1.80
Extra, 100 lbs	3.60
Rice, 5 " "	.35
Queen's Taste, 10 " "	.60

Sago and Tapioca.

Pearl Sago	.06
Pearl Tapioca	.06
Pinkie Tapioca	.06
Minute Tapioca, 36 ¼	2.75
Instantaneous Tapioca	2.50
Instantaneous Sago, 36 ¼	2.75

Department 15.

Hams Bros. William Cluff Co. etc.

RICE.

Fair Japan	05
Good Japan	05½
Choice Japan	05¾
Extra Japan	06
Fair Honduras	05
Good Honduras	05½

STERILIZED MEALS IN CARTONS PUT UP BY LOCAL MILLS.

ALL NET	Carton	Net Case	Rt'l Pr Pkg.
Buckwheat Flour	36-2 lbs.	$3.75	15c
Buckwheat Flour	20-5 lbs.	5.00	30c
Corn Meal, White or Yellow	36-2 lbs.	2.50	10c
Corn Meal, White or Yellow	20-5 lbs.	3.40	25c
Cracked Wheat	36-2 lbs.	3.75	15c
Cracked Wheat	20-5 lbs.	4.80	30c
Graham Flour	36-2 lbs.	3.00	10c
Graham Flour	20-5 lbs.	4.10	25c
Hominy, Large	36-2 lbs.	3.70	15c
Hominy, Large	20-5 lbs.	4.80	30c
Hominy, Small	36-2 lbs.	3.70	15c
Hominy, Small	20-5 lbs.	4.80	30c
Oat Meal, Granulated	36-2 lbs.	3.75	15c
Oat Meal, Granulated	20-5 lbs.	4.85	30c
Steel Cut Oatmeal, A. B. C.	36-2 lbs.	3.85	15c
Steel Cut Oatmeal, A. B. C.	20-5 lbs.	5.00	30c
Pearl Barley, 1, 2, 3	36-2 lbs.	4.85	20c
Pearl Barley, 1, 2, 3	20-5 lbs.	6.40	40c
Rice Flour	36-2 lbs.	6.20	25c
Rice Flour	20-5 lbs.	8.20	55c
Rye Flour	36-2 lbs.	3.70	15c
Rye Flour	20-5 lbs.	4.80	20c
Rye Meal	36-2 lbs.	3.70	15c
Rye Meal	20-5 lbs.	4.80	30c
Split Peas, Yellow or Green	36-2 lbs.	4.55	15c
Split Peas, Yellow or Green	20-5 lbs.	5.90	40c
Whole Wheat Flour	36-2 lbs.	3.15	10c
Whole Wheat Flour	20-5 lbs.	4.00	25c
Gluten Flour	36-2 lbs.	4.50	15c
Gluten Flour	20-5 lbs.	6.20	40c
Farina	36-2 lbs.	4.10	15c
Farina	20-5 lbs.	5.50	30c
Lightning Tapioca	24-1-lb.	2.20	15c
Cardinal Crushed Oats, Premium	20-5 lbs	4.25	

The Advocate is the LARGEST EXCLUSIVE Retail Grocery JOURNAL west of CHICAGO.

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Choice Honduras 06
Fancy Honduras 07
Extra Honduras 07½

M. J. Brandenstein & Co.

Japan, Tycoon, Fancy Table $5.50
" Rubicon, extra fancy 6.00
" M. J. B., Double Diamond 6.25
Fancy Head, Carolina..6.50 7.00
Louisiana, Japan 5.50 5.75
Louisiana Tengue..... 5.12½
Louisiana, Japan Banzai..... 5.00
Haiwaiian 5.25 5.50
China, No. 1, per dbl mt..... 6.37½ 6.50
China, Mxd, dbl mt....4.60 4.75
Patna Head 7.00
Caro Head, MJB, 40 2s, r 20 5s.. 7.50
Imp. Japan MJB 40 2½-lb.. 6.75
Imp. Japan MJB, 10 5-lb.... 6.75
Japan Table Queen, 33 3-lb.. 6.00
Japan Table Queen, 40 2½-lb 6.00

M. Phillips & Co.

Hermosa, Ex. Fancy 2½ & 5-lb 7.10
Fiesta, 2½ and 5-lb..... 6.75
Ex. Fancy Carolina..... 7.00
Fancy Carolina .....6.00 to 6.75
Hawaiian .....5.10 to 5.50
Satsuma No. 1 Imp. Japan.. 6.25
Toyokome 6.00
Togo 5.85
Matsuta 5.65
Higo 5.50
Mikado 5.35
Texas Japans .....5.10 to 5.85
China No. 1 .....5.65 to 6.75
China No. 2 .....4.35 to 5.15

W. T. Welisch & Co.

Samurai, La., Japan.....$5.10
Fuji, La. Japan..... 5.50
Fuji Yama, La., Japan..... 5.75
W (circle), La. Japan..... 5.85
Snow White, Caro. Head.... 6.65
Mardi Gras, Caro. Head..... 6.40
Paragon, Caro. Head..... 6.15
Virgin, " " 2½ & 5 7.10
Honeymoon, Caro. Head, 2½&5 6.90
Natural, Caro Head, 3s..... 6.50
Mascot, Caro. Head..... 5.75
Tiffin, Caro. Head.....5.25
Best Yet, Japan, 3s..... 6.25

Rice Specialties.

Quaker Puffed, 3 doz to case. 3.00

Department 16.

LAUNDRY MATERIALS.

This Dept. is corrected by **Haas Bros., Wellman, Peck & Co.**

AMMONIA

Greer's Washing Ammonia

First grade absolutely pure. 180 Beaume Strength.

Pints, 2 doz to cs, per doz..$1.65
Qts, 1 doz to case, per doz.. 2.70
½ Gal., ½ doz to cs, per doz. 4.50

Greer's Toilet Ammonia

Lavender and Violet

Pints (2 doz to cs).$2.50 pr dz

Parson's Household Ammonia (Neutral.)

Pts., 2 doz to case, per doz..$ 1.75

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Qts., 1 doz to case, per doz.. 2.65
½ gals, 1 doz to case, per doz 4.50
One-half case free with 5 cases; one case free with 10 cases.

Washing Ammonia

Standard Grade

Pts, 2 doz to case, per doz..$ .80
Qts, 2 doz to case, per doz.. 1.10

Bluing, Ball

Nuremberg, A, ½s, per lb. 35
Do A D., ½s, per lb.... .27½
Do A. C. B., ½s, per lb . 22½

Crown

German ½s per lb...12½ 13
Do ¼ 's, per lb....14½ 15
Deschamp's French, 1's per lb 27½
Do ½'s, per lb....28½

Bluing, Liquid

Common, pts, 3 dz to case.. .85
" qt, 2 doz to case.. 1.25
" ½ gal, 1 doz to case 2.50

Borax

20-Mule Team, 1's cs of 2 doz $2.25
20-Mule Team, 12-oz cs of 4 doz..... 3.45
20-Mule Team, ¼'s cs of 8 doz 2.90
(Less 5 per cent in 5 case lots;
Lump, 25 lbs in box..... .09
Powdered, 25 lbs in box.... .09

Chloride of Lime

Brookman's, 1's per lb....7¼
Do ½'s, per lb.....9
Blue Bell, 50 1s, per lb.....6½
Owl, 50 1s.....7

Potash.

Per case

Babbitt's, 4 doz in case..... 3.35
American, 4 doz in case..... 3.00

Lye.

Tomson's Red Seal, 4 dz to case 3.85
Tomson's 5-lb 12 to cs.. 4 50
American, 1s, 4 dz in case.... 3.00
Babbitt's Lye, 4 doz in case...3.35
Metropolitan 4 dz to cs.. 3 00
" 5-case lots... 2 90
Banner, 1 case, 4 doz..... 3.60
Blue Bell, 48 1s..... 2 85
Jumbo, 48 1s..... 1 90
Golden Star, 4 doz to case.. 2.90
Merry Nickel, case 1.75
Merry War, case 2.85

Sal Soda

California, sacks 1 40
California, bbls 1 50

Department 17.

SOAPS.

This Dept. is corrected by **Wellman, Peck & Co., Sussman, Wormser & Co. Peet Bros. Mfg. Co.**

Silk Soap $3 35
A. B. Naptha Soap..... 4.20
Crystal White Soap..... 4.00
Nugget Soap, 100s..... 2.50
Lily White (Floating Bath).. 3.90

27

Mechanics, 36 cakes in box.. 2.05
Mechanics, 50 in box (5c size) 1.90
Pine Tar, 100 cakes in box.. 3.75
Olive Castile, bx doz, pr gr.. 4.80
Mottled Castile, bx 1 dz cakes 4.80
Antonia Berti White Castile, 12, 15 or 20 bars to box.... 3.10
Spring Blossoms, bx 3, wrpd, gr 4.80
Beau Ideal, bx 3, wrpd, gr.. 5.20
Attar of Roses, bx 3, wrpd, gr 5.20
Elder Flower, bx 1 dz cakes 4.80
Oatmeal, bx 1 dz cakes, pr gr. 4.25
Witchazel, bx 1 dz cakes pr gr 5.00
Bart'nia Bouquet, bx 3 wrpd, gr 24.00
Sweet Narcissus, bx 3, wrpd, gr. 17.50
La Rosa, bx 3 wrpd, pr gr.... 9.00
Maj'tic Series Heliotrope Jasimine, Jcky Clb, Rose bx 3, wrp 9.00
Japan Bouquet, bx 3, wrpd, gr 5.00
Barbers' Cream, 6 lb bxs, pr lb 20
Wild Rose Glycerine, 50s.... 3.75
Rainbow Assorted, gross..... 5.50
Carnation, gross 9.00
Savon De Veleria, gross..... 9.00

Standard Soap Co.

Gasene, 100 ..... 4 25
Top Notch, 100 10 oz..... 3.25
Yellowstone 100 14 oz..... 4 00
Marigold, 100 16 oz..... 4 20
Radio, 100 " oz 3.00
Magno, 100 16 oz..... 6 00
Gold Medal Borax..... 6 50
Purity, "Floating," 5c size 3 90
Do. 10c size..... 6 25
Do. 10c size, 20..... 1 30
Electric Mineral, 100 16 oz 5 50
Electric Mineral, 20, 16 oz.. 1 15
Peerless Kitchen, 100 10 oz.. 2 85
Peerless Kitchen, 20 10 oz 65

Swift & Co.

Wool Soap, 10 oz., 100s..... 7.00
" " 6 oz., 100s..... 4.00
Witch Hazel (Swift & Co.).. 5.00
Oat Meal (Swift & Co.)..... 5.00
White Ribbon 3.65
Swift's Pride 3.35
Swift's Naptha 4.00
Elko 3.55
Cream Laundry 4.25
Snap, 60, 16 oz..... 2.65
Snap, 100, 8 oz..... 2.25
Special, Grocers' Assmt (sells for $9.00, 80% profit)..... 5.00

Miscellaneous.

Mascot $2.65
Miller's Naphta, 100 14-oz . 4.35
Mikado, 20 14 oz..... 4.25
Mikado, 20 14 oz..... 1.05
Lenox, 100..... 3.35
Lenox, 20 ..... .75
Ivory, 100 10 oz..... 7.00
Ivory, 100 6 oz..... 4.00
Fairbank's Clairette, 100.... 3.35
Fairbank's Santa Claus, 100.. 3.35
Fairbank's Copco, 100.... 4.00
Fairbanks' Fairy Ovl, 5c.... 4.00
Fairy Oval, 10c..... 7.00
Sunny Monday, 100s..... 4.75

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50 large.. 3.50

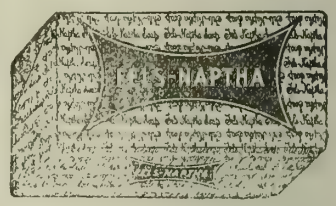
100 small 3.65

Lifebuoy, thirty size, 60 cakes $4.00
" laundry size, 30 cakes.. 2.00
" toilet size, 100 cakes.. 2.00
" toilet size, 50 cakes.. 2.00
Sunlight, laundry shape, 100 cks 4.20
Welcome, Borax laundry soap. 4.20
Cheerful, high grd laundry soap 3.50
Monkey Brand, 100 cakes.... 4.00
Monkey Brand, 50 cakes..... 2.00
Babbitt's, 100 ..... 4.25
Strker's Kitchen, 100s, 8 oz.. 3.40
Strker's Kitchen, 20s, 8 oz.. .80
Star of Kitchen Sand Soap.. 4.75
Gem of Kitchen Sand Soap.. 3.25
Yacht Club Borax, 200s..... 7.50
" " " 100s 3.90
" " " 20s ..... .85
Nun Nicer Borax, 10 oz..... 6.00
Blue Ribbon Borax, 7 oz.... 4.00

SAVON.

Gilt Edge, 100, 16 oz.....$3.80
" " 20s ..... .85
Royal, 100, 14-oz..... 3.40
" 100 12-oz 3.10
" 100 10-oz 2.75
Vermont Long Bar Laundry, 100-lb cases 3.50
Packed either 100, 80, 40 or 25 bars to case.

The Genuine.



Price, per case $4.35
Packed 100 bars in Case

Castile Soap

Notre Dame 8
White Virgin, lb..... 8½
White, Conti 15
Mottled, imported 7½
Clover Leaf White .. 15
La Lune White French Castile Soap
Case of 12 long bars, per case 2.65
5 case lots, per case..... 2.60
10 case lots, per case..... 2.55
25 case lots, per case..... 2.50

Scouring Soap

Bon Ami, 3 dz to cs, per cs.$2.50
Sapolio, ½ gross box, per bx 4.50
Sapolio, hand, ½ grs bx, pr bx 4.50

WASHING POWDERS

Gold Dust, 24 3's, per cs.$4.50

BABBITT'S BRANDS.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!

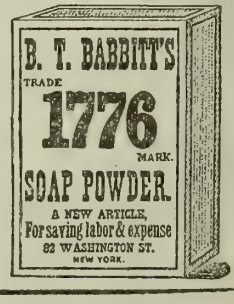


B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 41 CLAY STREET, S. F.

29

Gold Dust, 100 10 oz.... 4.00
Swift's Pride, 12 oz..... 4.25
Swift's Pride, 24 4s..... 4.25
Lavarine, 36 1 lb, pr. cs. 3.00
A.B.Naptha,100 16-oz pkgs,1 cs 3.90
A.B. Naptha, 24 4-lb pkgs, 1 cs 3.90
Lavarine, 100 5c pkgs.... 3.50
Pearline, 100 6 oz pkgs.. 3.75
Babbitt's 1776, 6 oz..... 2.85
Kleeno, 72 1s..... 5.25
Kleeno, 24 3s..... 4.75
Kleeno, 100 ½s..... 4.00
Peet's Seafoam, 24 3s..... 3.75
" " 100 12 oz..... 3.75
Grandma's Borax, powdered 24 3s 4.50
" 60 ¾'s 2.40
One case, large size, free with 5 cases, large or small.

Department 18.

STARCHES.

This Dept. is corrected by **Sussman, Wormser & Co., Hooper & Jennings.**

KINGSFORD'S OSWEGO.

Silver Gloss 12 6-lb bxs..9
" 40 1-lb pkgs.8½
Corn, 40-lb boxes.....8

NATIONAL STARCH CO.
Lily, Sioux and Niagra Brands.

Corn, 40 1s 6
Gloss, 48 1s.....6¼
Gloss. 12 6lb.....7
Laundry (bulk), 50s.....5½

J. C. HUBINGER BROS. CO.

Elastic (Flat Irn Brnd),64 ¾s 5.00
Pops Corn, 40 1s..... 6.50
Tiger Lump (bulk 50-lb bxs) 4¾
" " 40 1s 5¾
" " 3-lb pkgs..... 5¼

NONE SUCH BRAND.

Corn, 40 1s.....6
Gloss, 48 1s.....6
Gloss, 12 6s.....7
Gloss, 50-lb box. 4¾

OWL.

Corn, 40 1s, per lb.....5
Gloss, 40 1s, per lb.....5½
" 12 6s, per lb.....6

MURDOCH'S OSWEGO.

Oswego Corn, 40 1s.....7½
Velvet Gloss, 40 1s.....8
" " 12 6s.....8½
One case free with 10.

BLUE RIBBON.

Gloss, 48 1s .....
Gloss, 12 6s.....
Corn, 40 12s.....

MISCELLANEOUS.

Celluloid, 60 ¾-lb pkgs,pr bx 4.75
Elastic, same, per box..... 5 00
China, 80s 6.00

Department 19.
OILS, PAINTS, ETC.

This Dept. is corrected by **Whittier-Coburn Co.; W. P. Fuller & Co.**

Coal Oil

Water White, bulk.....10½
Water White, 150 deg bulk..11½
Special Water White, bulk...12½
Pearl, cases, 2 5s.....17½
Astral, cases, 2 5s.....17½
Star, cases, 2 5's 17½
Ex. Star, cases. 2 5's.....20½
Argo, bulk 19
" case 26
Elaine, cases, 2 5s.....26½
Eocene, cases, 2 5s.....20½

Gasoline and Benzine

86 deg. Gasoline, bulk.....30
86 deg. Gasoline, cases....37½
Benzine, bulk 12
Benzine, cases 19
Stove Gasoline, bulk.....18
" " case 25
Gasoline, 86 deg., bulk.....30

30

Same, cases, 2 5s 37½
Red Crown Gasoline, in bulk.18
Red Crown Gasoline, in cases, 2 5s 25
Motor Gasoline, bulk.....18
Motor Gasoline, in cases, 2 5s.25
No. 1 Eng. Dist. Iron Bbls. or Drums 09½
No. 1 Eng. Dist., cases, 2 5s..16½
No. 2 Eng. Dist. Iron Bbls or Drums 08
No. 2, Eng. Dist., cases, 2 5s..15
V. M. & P. Naptha, in bulk..10
V. M. & P. Naptha,cases,2 5s.17½

Turpentine.

Strictly Pure, cases, 2 5s....77½
" drums of iron bbls..70½

Linseed Oil

Pure, raw, bbls 59
" boiled, in bbls.....61
" raw, case, 2 5s.....65
" boiled, case, 2 5s.....67

Castor Oil

Baker's AA, cases, 2 5s..... 1.30
No. 1, cases ,2 5's..... .70
2 oz ..... .65
4 oz ..... .90
8 oz 2.00
2 5-gal tins, per gal..... 1.30

Lard Oil

	Bbl.	Case
Strictly pure	90	.96
Sup. Win., str.....	85	.91
No. 1	75	.81
1 oz		.45
2 oz		.55
4 oz		.85

Neatsfoot Oil

Cooper's	80	.86
Extra	70	.76
No. 1	60	.66

Lubricating Oils

	bbls	Case
Star Cylinder Oil.....60		65
Columbia Cylinder.....40		65
Gem Cylinder Oil.....		..
Ruby Cylinder Oil.....		..
Star Machine Oil.....30		35
Star Dynamo Oil.....50		55
Star Spindle Oil.....50		55
Star Sep'tor Oil.....50		55
Red Engine Oil.....27		32
600 M Cylinder.....45		50
FFV Cylinder.....80		85
Med. Ruby Eng.....30		35
Castor Machine 23		28
Auto-Cylinder 60		65
Gas Engine 30		35

Miscellaneous Oils

Union Salad Oil.....66 72
Pure Sperm Oil.....70 75
No. 1 Polar..... .....40 45
ihCna Nut Oil,ordinary..— 75
China Nut Oil, No. 1.....— 90

White Lead

Whittier, in kegs,.....7¾ 8½
Pioneer, " " 7¼ 8¼

Dry Paints

English Paris White, bbls..$1.60
Whiting, barrels 1.20
Prince's Min'l B'wn, bbls. 1.65
Yellow Ochre 1.50 1.65
Eng. Ven. Red, bbls....1.50 1.75

Department 20.

This Dept. is corected by **Pac. Coast Biscuit Co.**

CANDIES.

Lozenges
5-lb. boxes)

XXX Peppermint, pals.13 .16
Thin Peppermint..... .16
TT Peppermint ..... .16
Musk, fluted, pails.... .22
Cinnamon, Lemon, Sassafras, Rose..... .18
Midget fruit ..... .20
Conversation and hrts. .15
Liliput Conv. & herts.. .17
Midget Conv. Lozenges. .18
Crown T. T. Loz. 24 5c pkgs .80
Aurora Lozenges, 24 5c pkgs .80
Cough Troaches, 5-lb bx .25
Eagle Wafers, Peppermints ,Wintergreen.. .25

31

Mixed Candy
(30-lb pails)

Plain Mixed 9½
Royal Mixed.....12½
Grocers' Mixed.....10½
Yankee Mixed 13
American Mixed.....13
Fancy A Mixed 15
Fancy C. Mixed.....11½
French S. Mixed 16
French No .1 Mixed.....18
French Extra Mixed.....20
Lady Mixed 15
Broken Mixed 9½

Steam Panwork

Anise Seed 22
Aromatic Cachous.....18
Assorted Berries.....16
Assorted Dragee.....14
Assorted Imperials.....16
Assorted Small Seeds....22
Bird's Eggs 17
Boston Baked Beans.....17
Burnt Peanuts.....18
Burnt Almonds.....25
Caraway Seed ,smooth....22
Caraway Seed, pearled...22
Celery Seed.....22
Cinnamon Beans large red15
Cinnamon Beans, imperial17
Coriander Seed, pearled..22
Jelly Beans, pails..12½ 14
Jelly Bird's Eggs.....17
Jelly Cranberries.....17
Jelly Limes.....17
Jelly Raspberries.....17
Jordon Almonds, fine 50
Jordon Almonds ,Imitation18
Licorice Beans 15
Red Hots.....25
Ringed Marbles.....16
Sugar Coated Licorice Tablets 20
Sugar Almonds.....25
Sugar Plums.....16

Cream Goods.
(5-lb boxes)

Fondans Creams.....14
Hand Dipped.....20
Hand Dipped, with nuts on....22
Fruit and nut ices.....18
Cream Peppermint.....20
Crushed Fruit Bonbons..32

Chocolates.
(5-lb boxes)

Chocolate, plain 16
Chocolate, Hand Made 21
Chocolate Dipped Bonbons...21
Chocolate Dipped Bonbons with nuts .....
Chocolate .Climax ,30-lb pails 18
Chocolate Chips 26
Chocolate Nonpareil Drops 1
Chocolate Wafers 22
Chocolate Cream Tablets 30 in box 1 10
Fleur de Lis Marshmallows
Fleur de Lis Marshmallows, 3-lb tins 28
Occidental Marshmallows, 3 lb tins 30
Dipping Marshmallows, 5-lb boxes 25
Angel Food, 5-lb boxes.. .20
French Nougat, 30 5c slices in box 1.00
Walnut, Apricot ,Spanish Nougat, 5-lb boxes ,lb....25

Sundries.

Opera Carmels ..... .19
Rock Candy ,white & red 16
Rock Candy, brown..... 16
Licorice Drops ..... .20
Licorice Sticks, 16 to lb..
Licorice Tablets 5-lb box 1.25
Licorice Tablets, 24 5c bx .80
Licorice Penny Sticks, 100 in box..... .65
Buttercups, 5-lb tins 25

Gum Goods
(5-lb boxes)

A. B. Gum Drops, asstd....9
A. B. Gum Drops licorice 9
A. B. Gum Drops crystal 11
A. B. Bonbons, plain inbls 7
A .B. Bonbons, fancy, inbl 7½

32

A. B. Bonobns ,fancy, crystallized, 5-lb boxes 15
A. B. Fruits.....18
Royal Gum Drops.....16
Genuine Gum Drops, hard 25
Jelly Squares ,assorted...14
Bijou Sticks 18
Spiced Jelly Drops.....20
New Turkish Figs 16
Fig Paste ,plain 17
Fig Paste, tricolor.....18

Chewing Gum.

	Single	Box
Sweet Heart, per box....		.60
Sen-Sen, 20 pieces.....		.60
Sweet Heart, 20 pieces..		.60
Blood Orange, 20 pieces..		.60
Chiclets, 40 5c pkgs.....1.25		
Chiclets, 10 10c pkgs....		.80
Newton's Pepsin, 20 pkgs ...		60
Pearlo, 40 5c package... ..		1 00

Department 21.

This Dept. corrected by **Pacific Coast Biscuit Co.**

CRACKERS.

Animals 14
Animals Iced 15
Assorted 13
Assorted Extra 15
Assorted Fingers 15
Boston 10
Butters Templar 10
Champions 10
Chocolate Wafer 18
Cocoa Taffy 15
Cocoanut Marshmallow 16
Currant Cakes 15
Cornhills 11
Cracker Meal 06
Cracknel, plain .. ..
Dainty Chip 16
Dainty Marshmallow 16
Egg Jumbles 10
Egg Lunch 15
Fig Bar 15
Fruit Iced 16
Fruit Biscuit 15
Ginger Snaps .....
Graham Crisps .....
Ginger Cake .....
Ginger Nut .....
Grahams .....
Hash Tea .....
Iced Penny .....
Lemon Snap .....
Lemon Wafer .....
La Grand ..
Lemon Wafer .....
Lemon Snap .....
Lunch, 'Frisco ... .
Mixed .....
Marshmallow Biscuit .....
Nabobs .....
Nicnacs .....
Oyster No. 1 .....
Oyster No. 2 .....
Oyster Wafer .....
Oyster Soda .....
Pretzel .....
Parisian Mixed .....
Peanut .....
Pilot, Extra .
Pilot, Boston .....
Pilot, Bluefish .....
Saline Snowflake .....
Sponge .....
Snowflake .....
Sugar Cream .....
Sugar Corn .....
Sugar Squares .....
Sultana Fruit .....
Soda No. 25 .....
Soda Fancy .....
Saltine Wafer .....
Soda Cracker .....
Vanilla Wafer .....
Vienna Milk Biscuit .....
Wafer Vanilla .....
Wafer Chocolate .....
Wafer Strawberry .....
Abbott's Graham, per box 1.00
Perfection Soda Cracker Sponge 1 00

Department 22.
FANCY GROCERIES.

This Dept. is corected by
Wellman, Peck & Co., William Cluff Co.

Bouillion Capsules.

Armour's, 10 capsules in box
1 doz boxes 3.00

BEEF EXTRACT

"Rex." 2 oz per doz..... 4.40
" 4 oz " " 8.00
" 8 oz " " 14.75
" 16 oz " " 27.50
Marshall's 2 oz. per doz.... 2.65
" 4 oz., per doz..... 4.75
Liebig's 2 oz, 32 12s to cs doz..41.55
" 4 oz,16 12s to cs. doz.. 8.00
" 8 oz. 8 12s to cs. " 15.90
" 16 oz. 4 6s to cs. " 29.75
Libby's, 2 oz. per doz..... 4.45
" 4 oz, " " 8.00
" 8 oz, " " 14.00
" 16 oz, " " 26.00

Capers.

Capotes, 1 d in case....1.00 1.50
Nonpareil, small 1.50
Nonpareil, large 2.25
Nonpareil, Imperial qts. 10.00
" 2 litre... 20.00
" 4 " 37.50

CHOCOLATES

Baker's.

Our registered guarantee under National Pure Food Laws is Serial No. 90



BAKER'S COCOA AND CHOCOLATE
48 HIGHEST AWARDS IN EUROPE AND AMERICA
Registered U.S. Pat. Off.
WALTER BAKER & CO., Ltd.
(Established 1780)
DORCHESTER, MASS.

	Per Lb.
Premium No. 1 Chocolate, 12 and 25-lb. boxes	37½
Vanila Chocolate, 6 and 12-lb boxes	30
German Sweet, 6 and 12-lb boxes	26
Breakfast Cocoa, ½-lb tins, plain, 6-lb. boxes	41
Breakfast Cocoa, ¼-lb tins, 12-lb. boxes	41
Cracked Cocoa, ½-lb pkgs, 12-lb boxes	
Caracas Sweet Chocolate, 6-lb boxes	
Soluble Chocolate (hot or cold soda), 1-lb cans	

Ghiradelli's. In paper'

Eagle, 24 1-lb	23½
Eagle, 12 1-lb	24
Eagle, 12 ½-lb	25
Eagle, 12 ¼-lb	26
Crescent, 6, 5 to lb	19½
Crescent, 12, 6 to lb	20½
Cal. Sweet, 6, 6 to lb	26½
Cal. Sweet, 12, 6 to lb	25
Monarch, 12 and ½ lb	28
Manarch, 12, 1-lb	27
Monarch, 12, ½ lb	28
Star, 24, 1-lb	20½
Star, 12, 1-lb	21

Ground. In tins

Ghirardelli's,	12 1-lb	29½
"	24 1-lb tins	29
"	60 1-lb tins	28½
"	60 3-lb tins	27
"	30 3-lb tins	27

" 60 10-lb tins	26½
" 1 35-lb tins	26

In delivery cases.

Ghirardelli's, 60 3-lb tins	27
Venard's, 24 1-lb. tins	24
" 20 3-lb. tins	24½
Miner's 12 1-lb. tins	26½
" 24 1-lb. tins	26
" 20 3-lb. tins	25

COCOAS.

Van Houten's, ¼s and ½s	83
Van Houten's, 1s	80
Royal Dutch, 12 ¼s	77
Royal Dutch, 12 1s	60
Epps, 14 ½s	38
Fry's, 12 ½s	39
Cobb's, 6 ½s	23
Cowney's, 6 ½s	37
Ghirardelli's Bkfst, 6 ½s	42½
" Bkst, 12 ½s	42
" Impri,6 & 12 ½s	54
Miner's Breakfast, 6 ½s	41½
" Breakfast, 6 1-5s	45
Van Simmons Dutch, 1-lb	60
Van Emdens Dutch, ½-lb	70
Van Emden's Dutch, ½-lb	75

Cereal Coffee.

Postum, 24 ½'s, per doz	$1.35
Postum, 36 1's, per doz	2.25
Fig Prune Cereal, 12 1s	2.25
Caramel Cereal, 36 1s	1.20
Grains, 12 1s	2.20

Chutney.

Bombay, assorted qts	$6 25
" assorted pts	4 00
" Major Grey, qts	7.50
" Major Grey, pts	4.50

CIDER.

Mott's boiled, doz qts	3.25
Monroe's, champagne, doz	2.50
" boiled, doz	2.75
Bidwell's, " "	2.50

COCOANUT.

Baker's.

Baker's Drifted Snow, pails	15
Bbls, 126 lbs	13
Brazil shr'ded or Table Talk. long thread, 20-lb pails lb	14
" 150-lb bbls, per lb	13
Table Talk in parchment bgs, cases of 30's, 60½'s or 30½'s and 15 1's	14½

Schepp's.

Shredded 1-lb pkgs, per lb	23
" ½-lb pail, per lb	24
" ¼-lb pail, per lb	25
" 12 5c pkgs	47½

Dunham's.

Shredded 1-lb ppr, per lb	27
" ½-lb ppr, per lb	28
" ¼-lb pksg, per lb	29

COFFEE SUBSTITUTES.

Postum Cereal.

No. 1, 2 dz. sml pkgs, per dz	1.35
No. 3, 3 dz, lrg pkgs, per dz	2.25
No. 0, 1 dz, lrg pkgs, per dz	2.25

EVAPORATED MILKS.

BORDEN'S
MILK CO.
All Borden's Brands Guaranteed.



Eagle Brand—	
Condensed Milk, 4 doz	7.05
Pioneer Brand—	
Evaporated Milk (Unsweetened)	
Tall Cans, 4 doz	4.45
Small Size, 4 doz	2.20
Challenge	4.75
Floral	4.60
Rose	5.20

Borden's Malted Milk

Trial size, per doz	.90
Small Size	4.00

Large size	8.00
Hospital Size	33.00

Alpine Milk.

20-oz., 1 to 5 case	4.25
20-oz., 5 to 10 case	4.20
20-oz., 10 to 25 case	4.15
Gallon, 6 to case	3.50

Carnation Milk.

20-oz., 1 to 4 case	4.25
20-oz., 5 to 9 case	4.20
20-oz., 10 to 24 case	4.15
20-oz, 25 to 49 case	
Gal., 6 to case, 10c less	

HONEYSUCKLE MILK.

20 oz., 1 to 5 cases, per case	$4.15
20 oz., 5 to 10 cases, per case	4.10
20 oz., 10 to 25 cases, per case	4.05
Baby size	3.05

Miscellaneous.

St. Charles, 4 doz in case	4.90
St. Charles, 5 case lots	4.70
Jersey, 4 doz, per case	4.00
Lily	4.25
Highland	4.25
Pet, Fam., 4 doz to case	3.35
Baby Pet, 6 doz to case	3.00

Cottolene.

	Single cs.	5 cs.	10 cs.	25 cs
Small	7.25	7.15	7.10	7.00
Medium	7.25	7.15	7.10	7.00
Large	7.25	7.15	7.10	7.00

GELATINE.

Bromangelon.



(Straight and assorted flavors: Raspberry, Lemon, Strawberry, Orange, Cherry, Chocolate).

Large, 2 doz, per doz	1.20
Small, 3 doz, straight or assorted, per doz	.90
Silver White Keystone, per dz	1.00
Minute, per doz	1.00
Knox's, per doz	1.25
Knox's per gross	15.00
Knox, Acidulated, per doz	1.20
Cox's, per doz	1.15
Keck's, per doz	1.10
Plymouth Rock (1 doz. free with 3 doz.)	1.20
Sheet	.35

Ginger Confections.

China, per case of 6 stone jars	2.50
China, Chyloong small stone pots, per doz	
Crystallized glace, ½-lb. tin, per doz	2.50

Hops.

No. 1, ¼ lb, 30-lb box, lb	30
No. 1, 1 lb, 30-lb box, lb	30
Less than 30-lb boxes	31

Junket Tablets.



1½ doz in container, per dz .80

Pure Food Colors, 1 doz. in container. Six colors: Berry Blue, Grape Green, Plum Purple, Raspberry Red, Lemon Yellow, Orange Gold and assorted.
No. 1-16 bottles, — doz..... .80

Lemon Sugar.

Gilt Edge, 24½s, per doz	1.37½
Gilt Edge, 24 1s, per doz	2.00

Lime Juice.

Tahita, 24 8 oz, per doz	$1.25
Tahita, short measure, 16-oz.	1.50
Tahita, full measure, 32-oz	2.50
Tahita, bulk, gal	1.00

Olives.

Bottled.

Queen Olives, 10 oz, oval,pts, 2 doz	3.00
Fluted Stuffed Olives, 5 oz., 6 doz	1.10
10 oz., oval olives, pts, 2 dz	2.50
Baby Pimolas, 10 oz., 2 doz	3.65
Baby Pimolas, 24 18s	6.25
Manzanilla, 8 oz, 4 doz	1.25
Manzanilla, 5 oz, 4 doz	1.10
American Ripe, pts, tin, 2 dz	2.25
American Ripe, qts, 2 doz	3.75
Old Mission Ripe, pts, 4 doz.	1.80
Old Mission Ripe, qts, 2 doz.	3.25

White Label, 5-oz., Manzanillas.

	Per doz
5-oz., Manzanilla	1.05
8-oz., Queen	1.85
10 oz., Queen	2.35
14 oz., Queen	3.75
22 oz., Queen	5.75
32 oz., Queen	9.00
64 oz., Queen	16.00
5 oz., Stuffed	1.30
10 oz., Stuffed	2.67

Olive Oil.

1 doz qts (California) per dz	8.00
2 doz pts, (California) per dz	4.25
4 doz ½ pts(California) pr dz	2.25
Gallon tins, " each	2.50
½ gal. (California) each	1.50

Nicelle Brand.

4 doz ½ pts, case	9.00
2 doz pts, case	8.50
1 doz 22 oz., case	9.00
1 doz qts, case	8.00

Old Mission.

1 doz qts., case	8.00
2 doz pts., case	9.00
2 doz ¼ pts	4.80

Grogan's Purity Olive Oil.

Bangali French Olive Oil.

Per case of 1 doz. litre bottles	8.50
Per cs. of 1 doz ½ litre bottles.	5.35
Per cs. of 2 doz ¼ litre bottles.	6.35
Case of 5 1 gal cans, per gal	2.25
Case of 10 ½ gal cans, per gal	2.30
Qts., 6 to gal, 12 to cs, pr cs.	7.50
Pts., 12 to gal, 24 to cs, pr cs	8.00
½ pts., 24 to gal, 48 to cs. pr cs	8.50
Gal. Can, 8 to case, per can	2.40
½ Gal Can, 12 to case, pr can	1.30

Mushrooms.

	doz.
Le Court, 100 to case	3.60
La Forrest, 100 to cs	3.00
Hotel, 100 to case	3.00
Fancy Stuffed, pts	4.00

Orange Marmalade.

Maconochie Bros. 4s of 4 doz.	
No. 1 white jars, doz	2.45

HOOPER & JENNINGS
Importers and Wholesale Grocers
Teas, Coffees, Dried Fruits, Provisions, Cigars and Tobaccos
462-468 Bryant St., bet 2nd and 3rd Sts.
Telephone Temporary 674 San Francisco

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Peels.

Citron, 25-lb. box	.18½
Citron, 10-lb. box	.19
Lemon, 25-lb. box	.12½
Lemon, 10-lb. box	.13
Orange, 25-lb. box	.13
Orange, 10-lb. box	.13

Plum Pudding.

Curtice, Individual, doz	$1.10
" No. 1, doz	2.50
" No. 2, doz	4.50
" No. 3, doz	6.50
G. & D., 1s, 2 doz to cs, dz	2.50
" 2s, 12 to cs, doz	4.50
" 3's, 6 to case, doz	6.50
" 4's, 6 to case, doz	8.50
R. & R., Individual, doz	1.00
" 1's, per doz	2.65
" 2's, per doz	4.60
" 3's, per doz	7.10
Van Camp's, No. 1 cans, 1 dz in case, doz	2.50
Same, No. 2	4.50

Grandma's Spanish Pepper.

Large, 2 doz. to case, case	4.00
Small, 4 doz to case, case	3.50

Salad Dressing.

Durkee, small, 2 dz, per doz	2.50
" large, 1 doz, pr doz	4.25
" picnic size, 4 dz, pr dz	1.00
My Wife's 2 doz, ½s, doz	2.00
My Wife's, 1 doz. 1s, doz	3.25

Salad Oil.

Tierces, about 50 gal., gal	$ .75
1 gal. tins, 10 to case, gal	1.10
5 gal. tins, 1 to case, gal	.95
½ gal. tins, 20 to case, gal	1.20
Quart bottles, 12 to case, doz	2.50
Pt. Bottles, 24 to case, doz	1.50
½ pt. bot., 36 case, doz	

Saratoga Chips.

(Less 5 per cent.)

Bulk, 15-lb.	3.00
Cartons, 6 oz., 24 in case	3.00

SALT.

Cal .Table & Dairy, 75 2's, 60 2½'s, 50 3's, 30 5's, 15 10's and 8 20s, per bale	1.75
Do 50-lb bags, ton	12.00
Leslie's Sterilized, 75 2's, 50 3's, 40 4's, 30 5's, 15 10's, and 8 20s, per bale	2.25
Do, 50-lb bags, ton	none
Leslie's, 50s	20.00
Imptd Liverpool, 50s, ton	20.50
" " 100s, ton	19.50
" " 200s, ton	19.00
Genuine Werrington, 50s, pr ton	20.00

H. R. H. Liverpool.

Bales of 75, 2s, per bale	2.00
Bales of 50 3's, 40 4's, 30 5's, 15 10s, 8 20s, per bale	
Bags, 50s, per ton	

Worcester.

Worcester Dairy, bbl 320 lbs (5 bbls. 5.25)		5.25
Worcester Dairy, bbl 320 lbs, 10 bbls		4.75
Worcester Table, 140 2s, 100 3s and 60 5s	1 bbl 5.75	5 bbl 5.50
Worcester Table, 30 10s	5.50	5.25
Worcester Table, 50lb sacks, Irish Linen	.90	.85

Rock Salt.

Half-Ground, 100-lb sks, ton	9.75
" " 50s, ton	10.25
Stock, 100-lb. sack, per ton	9.75
" 50s, ton	9.50

Package Salt.

Leslie's Sterlized, 48 2's	2.75
" " 24 3's	2.00
" " 20 5's	2.50
" " 50 2's	3.60
R. S. V. P., 2s, 26 to case	2.25
R. S. V. P., 3s, 24 to cs, pr cs	2.25
R. S. V. P., 5s, 20 to cs, pr cs	2.75
Log Cabin, 24 2s	1.70

Celery Salt.

Durkee's. 1 doz in box	1.25

SOUPS.

Anderson's 20 varieties	.90
Campbell's, 21 varieties	.90
Snider's, Tomato, 3's	2.60
" " 2's	1.85

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Van Camp's, 21 varieties—tomato, Beef, Cream of Celery, Ox Tail, Bean, Clam Chowder, Vegetable, Vermicelli-Tomato, Consomme, Mulligatawney, Chicken, Pea, Chicken Gumbo, Mock Turtle, Mutton Broth, Tomato Okra, Boullon, Julienne | .95
Libby's, 2's, assorted | 2.35
" 1's, " | 1.40
" concentrated, 1's | 1.00

Franco-American.

	Qts	Pts
Mock-Turtle, Ox-Tail, Consomme, Bouillon, Julienne, Vegetable, Beef, Pea	3.15	1.80
Chicken	3.50	2.00
" Gumbo	3.30	2.00
Green Turtle, thick	7.00	3.60
" " clear	9.50	....
Mulligatawney	3.50	2.00
Tomato	3.15	1.80
Assorted	3.25	1.85

Truffles.

1-16 glass, per doz	3.60
1-16 tins, per doz	2.75
⅞ tins, per doz	5.25
¼ tins, per doz	10.45
½ tins, per doz	20.35

Yeast Cakes.

Magic Yeast, case	1.20
Yeast Gem, case	1.15
Great Western	1.00
Gillet's Magic	1.20
Yeast Foam	1.20

Macaroni & Cheese.

Van Camp's No. 1 cans, 4 dz in case, doz	.95
Same, No. 2 cans, 2 dz in cs, dz	1.40
Same, No. 3 cans, 2 doz in cs, dz	1.90

B. LaForest French Delicacies.

	Price per doz.
Puree de Foie Gras, No. ¼ (100 tins to case)	2.50
Puree de Foie Gras, No. ⅛, (100 tins to case)	1.75
Pates de Foie Gras, No. 1-32 (100 tins to case)	2.50
Pates de Foie Gras, No. ⅛, (48 tins to case)	7.25
Pates de Foie Gras, No. ¼, (36 tins to case)	11.25
Game Pates, assorted, No. ⅛, (100 tins to case)	1.75
With Terrine Interior.	
Pates de Foie Gras, No. 14, (48 to case)	4.20
Pates de Foie Gras, No. 12, (48 to case)	7.00

Department 24.

GROCERY SUNDRIES.

This Dept. is corrected by
J. H. Newbauer & Co., Sussman, Wormser & Co.

Axle Grease.

H. & L., per case	$2.00
C. & S., 2-doz case, per case	2.00
" 5 case lots	1.95
" 10 case lots	1.85
Frazer's, 2 doz tins, per case	2.25
Frazer's, 4 doz wd, per case.	3.60
Frazers, 15-lb pails	1.00
Mica, 3 doz tins, per case	2.60
Castor Oil, 2 doz 1s	2.60
Universal, 2½, light	2.00
Universal, 2½, dark	1.75

Paper Bags.

Automatic, Self-Opening, 500 in pkg., List.

¼-lb	$1.00	8-lb	4.80
½-lb	1.20	10-lb	5.20
1-lb	1.60	12-lb	6.30
1½-lb	1.70	14-lb	8.30
2-lb	2.00	16-lb	9.00

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3-lb	2.50	20-lb	10.00
4-lb	2.90	25-lb	11.00
5-lb	3.40	30-lb	13.00
6-lb	4.00	35-lb	15.00
7-lb	4.40		

Sizes 8 to 35 lbs.

Sugar Bags, broad bottom, lb .06

Discounts from above list:
Cheapest, 50%.
Eagle or Equal, 50%
White bags, 50%.
Lion, 40%.
Mikado (stripped) 40%

Bluestone.

Barrels, per lb	.13
5 bbl. lots, per lb	11½

BATH BRICK

Bristol, 2 doz, per case	.80
Powdered, Large	1.40
Powdered, Small	1.60
Assorted	1.50

CANDLES.

Admantine.

Adam, 14-oz., 20s	.11½
" 12-oz., 20s	.10½
" 10-oz., 20s	.09¾
Hotel, 40s, 12-oz.	.10¾
(Wrapped ¼c higher.)	
Chippowa, 1 oz.	.07

Torchlight

Stearic Acid, 12 oz, 20s	.10¼
" 14 oz, 20s	.11¼
" (wrap) 16 oz 20s	.13¼

Stearic.

Schneider's 14-oz., 20s	.14
Schneider's 14-oz., 40s	.13⅞
Schneider's 16-oz., 20s	.15¾

Paraffine, Etc.

	Per lb
4s, 6s, in cartons of 36-lb bxs	11
12s, in cartons of 36-lb bxs	11¼
½-lb, in cartoons of 25-lb bxs	11
1-lb cartons of 25-lb bxs	11
Colored, 1c higher.	
Beeswax, pure for churches	.35
Do No. 2	.27½
Do No. 3	.22½
Christmas, all sizes	.09
Do holders, per gross	.85
Wax Tapers, per doz pkgs	.80
Do Per gross	8.00
Night Lights, German, on pap & wd, per doz	.40
Do French, on tin, doz 85, 1.25	

Werks

16 oz, S. A., 40s, (wrap)	.16¼
16 oz, S. A., 20s	.15⅞
14 oz., S. A., 40s, (wrap)	.14
14 oz, S. A., 20s	.13⅞
14 oz, Adam, 20s	.11¾
12 oz, Adam, 20s	.10¾
10 oz. Adam 20s	.09

Standard Oil Company.
Electric Light.

	Per Set
6s, 16 oz., 20 sets	.11¼
6s, 14 oz., 20 sets	.10¼
6s, 12 oz., 20 sets	.09¼
6s, 10 oz., 20 sets	.08¼
12s, 12 oz., 40 sets (hotel)	.09¼

Granite Mining.

	Per Set
6s, 16 oz., 40 sets	.13¼
6s, 16 oz., 20 sets	.13
6s, 14 oz., 40 sets	.10¼
6s, 14 oz., 20 sets	.11¾
6s, 12 oz., 20 sets	.09¾
6s, 12 oz., 20 sets	.09¾
6s, 10 oz., 20 sets	.09
12s, 12 oz., 40 sets (hotel)	.10

Paraffine Wax.

	Per Set
1s, 14 oz., 25 sets white	.10½
2s, 14 oz., 25 sets white	.10½
4s, 14 oz., 36 sets white	.10½
6s, 14 oz., 36 sets white	.11
12s, 14 oz., 36 sets white	.11
Colored, 1 cent higher.	

Radiant Paraffine Wax.

	Per Set
4s, 14 oz., 36 sets	.10
6s, 14 oz., 36 sets	.10
6s, 14 oz., 20 sets	.09¾
6s, 10 oz., 20 sets	.08

Egg Food.

Pratt's, 26-oz, 2 doz in cs	$4.50
Wellington's, 1-lb. 2 doz box	4.00

Glue.

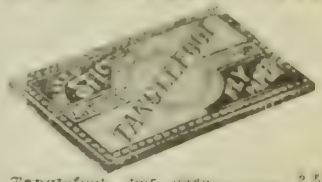
Le Page's, 1 oz per doz	.90

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Fly Paper



Sticky (holders gratis)	$ 2.50



Tanglefoot per case	2.50
Tanglefoot Holders per case of 50	.35
Subert's, 40 5s, paper in box	.90

Fruit Jars.

(Not subject to discounts)

Mason's, pts, per gross	6.25
Mason's, qts, per gross	7.00
Mason's, ½ gal., per gross	10.00

Fruit Jar Caps

Porcelain, 6 doz to box per bx	2.50

Fruit Jar Rubbers.

No. 1 White, per lb	.60
"Gold Seal," cartons, per gr	.75
"Badgers," cartons, per gr	.60
Red Ribbon	.75
Le Page's, 2 oz., per doz	1.30
Le Page's ½-gill tins, per doz	1.50
Le Page's 1-gill tin, per doz	2.00
" " Tubes, small, gr	12.00
" " " big, per gr	18.00

Cordage.

Basic price—Manila 15¾. Sisal 10¾. (5,000 lbs. ⅛c and 10,000 lbs. ¼c less.) All kinds advance on base price per pound as given underneath:

	Sis	Man.
Rope, 1¼-in., (7-16 diam		
" 6 and 9 thr. (¼ and upwards)	basis	basis.
" 3 thread (⅛ diam)	½	½
" 4 and 5-16 diam)	½	½
" Bale, 3 and 4 strand	½ less	basis
" " 2, 6, 8 st'nd	½	½
Lath Yarn	basis	basis
Hop Twine, tarred	1	1
Grape Vine Twine	1	1
Spring Twine	2½	
Paper Twine, unoiled	½	2½
Whale Line and Hay		1
Hawser laid rope for well-boring		1
Transmission of Power		½
Lanyard and Tarred		basis
Lariat Rope, hd tw, unoiled, 3 & 4 st'd	1	1
Sash Cord, 72 coils		

Cuttle Bone

Birds', per lb	.30

Insect Powder

Eureka, 10c size, per doz	.75
Eureka, 25c size, per doz	1.75
Eureka, 60c size, per doz	4.50
Eureka, $1.00 size, per doz	7.50
Pulverized, 2-oz., per doz	1.40
" 4-oz., per doz	1.75
" 8-oz., per doz	3.75
" 16-oz., per doz	6.00
" 6-lb., per lb	.40

Matches

Tips	1.60
Boys, doz boxes	.12
Swedish Safety, per gross	.45
Sweden Wood Long	.90
Diamond Parafine, 144 per gr	.75
Do 72 gro lots	.50

Diamond Match Co's.

Anchor Loco	1.70
Ice Tongs	4.25
Block Tin Tongs, gr	7.00
3 Nickel Safety Tips	7.75
Block Wood Tips	4.50
Queen Tips	7.00
Diamond Tips	7.75
Red Top Safety	2.75
S. & C. Eastern Parlor 10's	4.25

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S. & C., 200s 2.25
S & C., 300s..... 3.25
S. & C., 500s..... 4.25
Press, 100s, 5-gross case.... 4.75
Little Star, per case..... 2.20
Search Light, 100s, large,1 gr 4.75

Paper, Wrapping.

Butter, White, per ream.. .20
Do Waxed, per ream... .25
Manila, No. 1, rolls or flat.. .06
Manilla, No. 1, rolls or flat .05
Straw, per ream..... .95
Do rolls, any size, per lb .03½
Drab, per ream..... .60
Do rolls, any size, per lb .02¾

Paper, Toilet.

Royal, 100 rolls of 500 shts.. 4.00
O Keyed, 5-oz rolls, per case 2.50
Royal, 8-oz rolls, per case.. 4.25
O Keyed, tablets, per caes.. 3.75
Pastime, tablets, per case... 4.50
Union, per case..... 7.00
Lulu, pkgs, 4000 shts, per cs 3.75
Astoria, pkgs 450 shts, per cs 3.90
Windsor,pkgs 500 shts, per cs 4.00
Universal, pkgs 700 shts, pr cs 6.00
Great Eastern,pkgs 1000 shts, per case 7.50
Popular Rolls, 5 oz, 100 rols, per case 3.00
Daisy Rols, 9 oz. 100 rolls, per case 4.50
Express Rolls,10 oz, 100 rolls, per case 5.00
Asbestos Rolls, 11 oz, 100 rolls, per case 5.25
Mammoth Rolls, 16 oz, 100 rolls, per case 7.50
Pyramidal, 2000 sheets, 50 rolls in case..... 7.5[illegible]

Seeds.

Anis ..... .15½
Canary ..... .07
Caraway ..... .15
Celery ..... .17½
Coriander ..... .11
Cumin ..... .18
Flax, ground ..... .06
Flax, whole ..... .06½
Hemp, sacks ..... .06½
Millet ..... .06½
Mustard ..... .10
Poppy ..... .15
Rape, Cal..... .06
Rird gravel, 2s, per doz.... .85
Bird Seed Mixed, 48 1s, doz .80
Red Ribbon, 60 1s..... .6½

Original sacks ½c less.

Sheep Dip.

Little', 10-gal tins, per gal.. 1.20
Little's, 5-gal drums, per gal 1.20
Smith's, 10 ½-gal tins, gal .95
Smith's, 5-gal drums, per gal .95

"No-Meds"

(Cereal Laxative.)

48 cartons to case, per case.$12.00
Less 30 % discount to trade.
Varying cash discount dependir g on quantity purchased.

Mason's Stove Polish.

Doz.	¼ Gr.	Gr.
.... .45	1.20	4.80

Polish, Stove.

Rising Sun, large pkg., per gr 6.25
Do 5-gross lots..... 6.00
Do Small pkg., per gross.. 3.85
Sun Paste,lrg, ¼ gr bx per gr 5.00
Enameline, No. 4 tins, per gr 5.00
Do No. 6 tins, per gr.... 8.25
Do Liquid, pt-tins, bx 3 dz 2.25

X-Ray Stove Polish.



Small, 3 doz. to case, per cs 1.50
Large, 3 doz to case, per cs 2.50
(½ doz. free with each case.)

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Polish, Metal.

Electro Silicon, 1 gr in case per doz ..... .80
Brilliantshine, ½ pts, per doz .95
Brilliantshine, pts per doz.. 1.80
Brilliantshine, qts, per doz.. 3.15
Do, ½ gal., per doz..... 6.00
Do 1 gal tins, per tin.... .85
U. S. Metal Polish, qts..... 3.67
" " pts 2.00
" " ½ pts..... 1.25
U. S. Metallic Polish Paste, lb. package, doz..... 3.35
½-lb. package, doz..... 1.67
3-oz package, doz..... .50
Barkeeper's Friend, pwdr, gr. 21.60

Polishes, Shoe.

Day & Martin's.

Large, 6 dz to case, doz.... 3 0[illegible]
Medium, 6 dz to case, doz.. 2.25
Small, 10 dz to case, doz.... 1.0[illegible]

Mason's Russet Polish.

	Doz.	¼ Gr.	Gr
No. 2	40	1.20	4.80
No. 3	70	2.00	7.00

Comb Black Dressing.

	Doz.	¼ Gr.	Gr.
Large	.....1.50	4.50	18.00
Small	[illegible]	2.30	9 20

Combination Russet.

	Doz.	¼ Gr.	Gr.
Large	.....1.50	4.50	18.00
Small	..... .80	2.30	4.80

Shoe Blacking.

	Doz.	¼ Gr.	Gr.
No. 1	..... .25	.75	2.80
No. 2	..... .30	.85	3.25
No. 3	..... .35	1.00	3.85
No. 4	..... .45	1.40	5.45

Shoe Dressing.

Boss, 3 dz to cs, per gr..... 9.00
Russian, 3 dz to cs, per gr..12.00
Shinola, per gross.....10.00
16 Shinola outfits of brush and dauber, no charge.
Shinola paste, case of 3 doz 2.50
3 solid brass scoops, no charge

Bixby's Polishes.

Royal Polish, 1 doz in box.. .85
Royal P'lish,3 dz bx,ham'r free 2.55
Shoe, Satin, 1 dz (sml comb'n) .75
No. 5 Shoe Satin Pste, 1 doz .80
No. 5 Shoe Satin Paste, 1 doz .40
No. 10 Satinola Paste, 1 doz .80
No. 10 Satinola Paste, 1 doz in box ..... .80
Satinola, combination, sml, dz .75
Satinola, combination, lrge, dz 1.25
Shoe White Cream, per doz .85
Ermino White Paste, per doz .80



Jet Oil, doz..... .85
Jet Oil, 3 dz bx, 5 Bixola free 2.55

Bixby's.

"BBB," size M., ¼ gr. box.. 1.25
"BBB," size B, per ½ gr. box 2.50

Twine.

Cotton, 4-ply, 100-lb bales, lb .26
" 3-ply, 100-lb bales.. .26
" 2-lb cones, per lb.. .26
Hemp, 8-oz balls,pr 3-lb pkg.. .26
" 4-oz balls, per 3-lb pkg .26
Sack, 4-ply, 12-lb pkgs, lb.. .29

Binder Twine.

Pure Manila,650 ft to lb,pr lb 14½
Manila, 600 ft to lb, per lb. .13½
Standard, 500 ft to lb, pr lb 11½
Sisal, 500 ft to lb, per lb.. .11½

Wax.

Fruit, 25 1-lb pkgs, per box.. 1.50
Mint Wax, per box..... 1.50

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Japan, per lb.....19½
Beeswax ..... .38
Pure Ref. Paraf., 40 1s, lb.. .10
Pure Ref. Paraf., 20 1s, lb.. .10

Wax Strings.

12-in., 10 pkg, 100 stgs each. 1.75
14-in., 10 pkg, 100 stgs each.. 1.90

Department 24.

WOOD AND WILLOW WARE

AXE HANDLES.

This Dept. is corrected by **The Heyman-Weill Co., Sevenson Co.**

Ex. 36-in., doz $2.50
No. 1, 36-in., doz 1.75
No. 2, 36-in., doz..... 1.35

Baskets.

	Per doz
Cal., Open, Spruce, No. 3....	.85
Cal , Open, Spruce, No. 4....	.90
Cal., Open, Spruce, No. 5....	1.25
Cal., Satchel, Spruce, nest,0-5	1.35
Cal., Satchel, Spruce, nest,1-5	1.00
Cal.,Satchel, Spruce,nest, 1-41	.71
German Market, nest of 4....	1.25
Clothes, Oval, Wil., No. 2..	8.00
Clothes, Oval, Wil., No. 3..	9.25
Same, nest of 5 sizes.....	3.50
Japanese Telescopee, nest of 5, size 18x12x7.....	1.30
Same, size 20x13½x7.....	1.60
Same, size 24x15x10.....	2.00

Bowls, Wooden.

	Per doz
Maple, No. 1, 11-inch.....	.80
Do No. 2, 13-inch.....	1.75
Do No. 3, 15-inch.....	3.00
Do No. 4, 17-inch.....	4.75
Do No. 5, 19-inch.....	6.50
Do No. 6, 21-inch.....	8.50

Brooms.

	Per doz
No. 7 Special.....	4.00
Little Lady	3.65
Dandy	3.10
Cooks' Choice	2.35
Ladies' Pride, No. 1.....	2.85
Toy, string	1.00
Common Whisk.....	1.00
OO Whisk.....	1.[illegible]
Leader	2.40
Flyer	2.90

Brushes.

	Per doz	
Dust	2.25	12.00
Scrubbing	.55	3.00
Dandy	1.50	5.75

Shoe Brushes.

No. 415, black tampico No. 59 .95
No. 25 Mixed Center..... 1.75
No. 173, all black..... 2.25
No. 141, black and white..... 4.00
No. 413, bristles..... 4.50

Stove Brushes.

	Per doz
551 tampico, handles	.90
No. 41, Black Bristle.....	1.90
No. 411, Black Bristle.....	2.25

Ox Fibre Brushes.

	Per doz
Cub Cat, 10½x2½ in face..	1.50
Do Rat, 8½x2½ in face..	1.25
Do Mouse, 6¼x2½ in face	1.00

Can Openers.

King, doz ..... .75
Sprague, doz ..... .45

Carpet Sweepers.

Bissell's, per doz, 25.00 to 27.00
Standard, per doz..... 23.00

Cheese Safes.

Round, 22-in each..... 2.25
Square each 4.00

Clothes Lines.

Sisal, 40-foot, per doz..... .90
Sisal, 60-foot, per doz..... 1.25
Cotton, 40-foot, per doz..... .80
Cotton, 60-foot, per doz.... 1.20
Sash Cord, 60-foot, per doz.. 1.75
Sash Cord, 90-foot, per doz.. 2.[illegible]
Wire Cord, 50-foot, per doz.. 1.30
Wire Cord, 75-foot, per doz.. 1.75
Wire Cord, 100-foot, per doz.. 2.15

Clothes Line Pulleys.

Galv. Iron, with eye.....$9.50
" " with hook ..... .60

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CLOTHESPINS.

Common, per box of 5 gross.. .70
U. S. Patent Spring, per gross .55

CORKS.

Demijohns.

(Discount of 40% and 10%)

½ gal $5.75
1 gal 7.50
2 gal 13.50
3 gal 16.00
5 gal 24.00

Dust Pans.

No. 1 Japan, doz..... .75
Covered, doz 1.30
Janitor, doz 2.25

Dusters.

	Per doz
China, fancy colored.....	.80
Standard Turkey, No. 10....	2.25
" " No. 12....	3.10
" " No. 14....	3.80
" " No. 16....	4.85
" " No. 18....	5.60

DOOR MATS, COCOA.

	Per doz
Light, No. 1, 14x24.....	4.40
Do No. 2, 16x27.....	6.00
Do No. 3, 18x30.....	7.75
No No. 4, 20x33.....	9.50
Medium, No. 1, 14x25.....	5.50
Medium No. 2, 16x27.....	7.00
Medium, No. 3, 18x30.....	8.75
Medium, No. 4, 20x33.....10.50	
Extra, No. 2, 16x27.....10.00	
Extra, No. 3, 18x30.....13.00	
Extra, No. 4, 20x33.....15.50	
Extra, No. 5, 22x36.....19.00	
Keystone Steel Mats, sq. ft..	.30

Faucets.

	Per doz
Cork Lined, No. 0.....	.45
" " No. 2.....	.45
Cork lined, No. 3, doz.....	.90
" " No. 4.....	.60
" " No. 6.....	.75
" " No. 8.....	.90

Ironing Boards.

1-ft., per doz..... 4.70
4½-ft., per doz..... 5.40
5-ft., per doz..... 6.35
5½-ft., per doz..... 7.50

LAMP BURNERS.

Opposition.

0 or E, per doz..... .65
1 or A, per doz..... .75
2 or B, per doz..... .85

LAMP CHIMNEYS.

Electric—In Cartons.

No. 2, 6 doz in case, per doz 1.10

Lantern Globes.

Packed 5 doz in case..... .[illegible]0

Aurora Rochester.

	Per doz
No. 1, 6 doz in case.....	.75
No. 2, 6 doz in case.....	.90
No. 3, 6 doz in case.....	2.00

Macbeath Pearl Top.

No. 1 or A, 6 doz in case.. .85
No. 2 or B, 6 doz in case.. 1.05

La Bastie.

	Per doz
No. A, plain bulk, 6 doz in cs	1.22
No. B, plain bulk, 6 doz in cs	1.53
No. A, crimp bulk, 6 dz in cs	1.32
No. B, crimp bulk, 6 dz in cs	1.63

Common Chimney.

	Per doz
No. 0 or E, 6 doz in case..	.40
No. 1 or A, 6 doz in case..	.45
No. 2 or B, 6 doz in case..	.65

LEMON SQUEEZERS.

Ball, per doz.....$0.90
Glass, No. 1, per doz..... .75
Class, No. 3 (for oranges) dz 1.25

MOPS AND HANDLES.

	Per doz
9-lb. Mops 1.35-1.65	
12-lb. Mops 1.80-2.20	
Patent Mop Handles.....	1.00
Plain Mop Handles.....	.90

PAILS.

	Per doz
Wood, painted, 3 hoops.....	2.65
Wood, varnished, 3 hoops....	2.50
White Cedar, 3 galv. hoops..	3.25

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Fibre 3.60
Galvanized, 8 quarts..... 2.05
" 10 quarts..... 2.30
" 12 quarts 2.55
" 14 quarts 2.90

SHELF PAPER.

Per gross
Narrow, assorted colors..... .12
Lace paper, per box..... .30

TUBS.

White Cedar—No .0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.
Fiber—No. 0, $19.00; No. 1, $15.75; No. 2, $13.75; No. 3, $12.25.
Galvanized—No. 0, $5.85; No. 1, $6.95; No. 2, $7.95; No. 3, $8.85.

WASHBOARDS.

Per doz
California, regular size..... 2.25
Little Lady, glass..... 1.85
Little Lady, zinc..... 1.10
Peerless, double 3.50
North Star 3.65
Crystal Glass 4.40

Washing Machines

Waverly 6.75
Matchless 5.85
Western 4.25
Majestic, family size, each....6.00
Snowball, family size, each.. 7.00
Leader, family size, each....7.00
Shelby, family size, each.... 7.75

WICKING.

Grs
Lamp, 0 or E, ⅜-inch.....$0.30
Lamp, 1 or A, ⅝-inch..... .40
Lamp, 2 or B, 1-inch..... .60
Lamp, 3 or D, 1½-inch..... .85
No. 1, Rochester 1.50
No. 2, Rochester 2.25
No. 3, Mammoth..... 7.50
Junior Rochester 2.00
Stoves, 3-inch 1.50
Stoves, 3½-inch 1.90
Stoves, 4-inch 2.00
Stoves, 4½-inch 2.00

WRINGERS.

Wood Frame.

Two top screws; iron tub clamps
Per doz
Royal, 10x1¾ inches.....37.50
Challenge, " 21.00
King Special " 22.50
Empire " 30.00
Century, 10 inches.....28.50
" 11 inches 31.50
" 12 inches 35.00

Iron Frame.

Superior, 10 inches.....29.50
" 11 inches 33.00
" 12 inches 37.00
Crescent 27.00

Ball Bearing.

Hitchcock 33.00

MISCELLANEOUS.

Barrel Covers, 17-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in. (sugar barrel size), per doz..... 2.70
Brownies, per doz....75 1.00 1.25
Butter Ladles, plain, doz.... .45
Butter Ladles, clays, doz.... .85
Butter Spades, doz..... .40
Dishes, oval, ½-lb., per M.. 1.50
Dishes, oval, 1-lb., per M.... 1.75
Dishes, oval, 2-lb., per M.... 2.25
Dishes, wire end, ½-lb., per M 1.60
Dishes, wire end, 1-lb., per M 1.75
Dishes, wire end, 2-lb. per M 2.25
Egg Beaters, Dover..... 1.00
Measures, fiber, 4 pieces.... 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz.... 5.50
Lantern globes, in bbls....70@95
Mouse traps, 1 to 5 holes, doz .....45@60
Mouse traps, "Sure Catch," dz .35
Traps, rat, "Blizzard," doz.. .90
Nest Eggs, per doz..... .20
Oil cans, glass, wire cover, 1 gal, per doz..... 4.50
Oil Cans, gal., glvnzd iron.. 2.15
Oil Cans, 5 gal., glvnzd iron. 7.50
Potato Mashers, per doz 45@75
Rolling Pins, per doz....1.40@1.60
Spoons, wooden.....30c, 37c .65
Step Ladders, each per ft., 15-22-40
Tacks, steel, asstd, 2 14-oz.. .25
Tacks, Common, 2 oz., doz.. .11

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Tapers, gas, 30 17-in, tgs.dz .65
Toothpicks, box 2.50, 2.75
Twine Holders, hanging, doz .00
Spittons, fiber, 13-inch..... 6.25
Spittons, fiber, 12-inch..... 5.00
Spittons, fiber, 9-inch..... 4.15
Whips, per doz, from 90c to 18.00
Window Screens, 12-inch, doz 2.45
Window Screens, 18-inch, doz 2.90
Window Screens, 24-inch, doz 3.25

Department 25.

STATIONERY.

Corrected by the
Schwabacher-Frey Stationery Co.
42-44 Sutter St., San Francisco

Blank Books.

Counter, 72 leaf, per grs.... 6.00
Counter, 90 leaf, per grs.... 6.00

Day and Ledger.

Cap, canvas, 200 pp., each.. .30
Cap, canvas, 500 pp., each.. 1.00
Crown Cloth, 150 pp., each.. .75
Crown Cloth, 300 pp., each.. 1.00
Cap, Im. Leather Bnd, 600 pp 3.20

Writing Paper.

Tanglewood.	Ream
Commercial Note, 5lb.....	.60
Commercial Note, 6lb.....	.72
Letter, 10-lb ex.....	1.20
Cap, 12-lb ex.....	1.44

Envelopes.

Per M
XX, 5-in ..... 1.00@1.50
XX, 6-in. ..... 1.10@1.60
XXX, 10-in. 2.80
XX,4-in.,Baronial cream or white ..... 1.40@1.80
XX,5-in.,Baronial cream or white ..... 1.60@2.00

Inks—Carter's or Diamond.

Black, 2 oz cylinder, p. gr.. 4.50
Red, 2 oz, 3 dz to box, pr bx 1.25
Black, 4 oz, per gr..... 7.20
" or Blue Blk, ½ pt,dz 2.17
" or Blue Blk, pt, dz.. 3.50
" or Blue Blk, qt..... 6.00

Lead Pencils.

Gross
Cedar, rubber tip..... 1.25
Red pshd, mtl rbbr tip,I.X.L 1.65
Matchless 3.00
Yellow, pshd, rbr tip, round. 4.00
" pshd, rbr tip,hexagon 4.00
Black, pshd, rbr, tip, Nos. 1, 2, 3, 4, "Office" Hex..... 4.50
Carpenters, 3 dz to bx, pr bx 1.00

Steel Pens

Gross
Railroad, 1 gross in box..$0.40
Stub, ex fine, sml, mdn lrg .40
Falcon ..... .40
Bank ..... .40
School, fine ..... .40
Spencerian Nos. 1, 2 or 3.... .85
Gillott's, No. 404..... .50
Gillott's, No. 303..... .90
Pacific Mail, cinkle plate.... 1.00
Tuxedo 1.00

Department 26.

This Dept. is corrected by
Wellman, Peck & Co., Tillmann & Bendel.

AMERICAN TOBACCO CO.

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb Cases)
Seal of N. C. 1⅝ oz foil.... 68
" 3½ " 61½
" 8 " 58¾
" 16 " 56½
" 1⅝ oz cloth 68
Seal of N. C., 3½ oz clth pchs 63¾
pouches 68
Seal of N. C. 16 oz decorated tin canisters 58¼
Old Eng. Curve Cut, 1⅝ oz curved tins 75½
Old Eng. Curve Cut, 3½ oz curved tins 75½
Old Eng. Curve Cut, 8 oz.... 75
Old Eng. Curve Cut, 16 oz.. 75
Continental Cubes,1⅝-oz tins 75½
Monte Cristo Slabs, 3½-oz tins 75½
Van Bibber, sicd plg, 1⅝ oz tins, 2½ lb cartons..... 70
Three Feathers, 1⅝ oz, 1¼

47

lb cartons, net..... 58¾
Pedro, 2½-oz foil 41½
" 2½-oz pouch 51½
" 2½-oz assorted 51
" 16 oz decorated tin canisters 41½
Dixie Queen, 1⅝-oz foil.... 41½
" 8-oz tins 41½
" 1⅝-oz canisters, 6 lb cartons, 30 lb in cases..... 42
Duke's Mixture, ⅝ oz sacks 40
Arlington, ⅝ oz foil 63½
Duke's Cameo, 1⅝-oz..... 41½
Duke's Cameo, 2½ oz foil.. 47½
Melrose, 1⅝-oz foil..... 66¾
Fragrant Vanity Fair, 1½ oz foil 93
Red Indian Plug Cut, 1⅝ oz and 3½ oz foil..... 39
Fashion, 1⅝ oz 38¾
" 16 oz canisters.... 42½
Fashion Pail 42½
Bull Durham, 1 oz..... 62
" 1⅝ oz 62
" 3½ oz 59
" 8 oz 57
" 16 oz..... 53
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb..... 24
Echo Plug Cut, 1⅝ oz(16-oz 49) 47½
Red Bell, 1⅝ oz..... 40½
" 16-oz pails 41½
Cornell Mixture, 3½-oz tin.. 83½
Oriental Mixture, 3½ oz tin 37
Honey Dip Twist, 10 to lb.. 43½
Brizzly, 16 oz, 24-lb cases 54½
Five Bros. Pipe Smoking, long cut,paper pkgs, 3½ oz, 5 lb cartons, 50, 50 & 100 lb cases 38
Pride of Virginia, 1⅝-oz, 3½-oz and 8-oz tins, 2½-lb boxes, 10 & 25-lb cases... 75
Golden Cupid, 1⅝ oz foil, 25, 50 & 100-lb cases..... 60⅞
Sure Shot, 2s 30
Union Leader, 1⅝-oz foil.... 41½
" 3-oz pouch 41
" 8 and 16 oz canister 41
Union Leader, 16-oz mk cap 41
Plaza, 1⅝-oz cloth, 5-lb cartons, case of 25 lbs, net.. 37½

Fine Cut Chewing.

Hiawatha, 2 oz, b'ght or d'k, 1-lb cart, 10-lb cs, per lb 59
Hiawatha, 5-lb cs, 1-lb carts 59
Hiawatha, 16 oz, b'gt or d'k, 5-lb pails, lb..... 59
Hiawatha, b'gt or dark, 10-lb pails per lb..... 56
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb pails..... 44
Rose Leaf, 10 to lb, bright or dark, 1-lb cart, 5-lb drums 67
Tiger, 1⅝ paraffine bags, 5-lb moistenors 41

Cheroots and All Tobacco Cigarettes.

Old Vir. Cheroots, 5 in bundle. 13.25
$12 in less than 1M lots
Old Vir.Cheroots,5 in bundle. 13.00
Bet. the Acts Little Cigars, 10s tin 9.25
Bengal little cigars, 10s, (10 per cent in free goods).. 7.30
Royal Bengal, 10 in pkg, 100 in carton..... 11.50
Van Bibber Little Cig., bundles of 10 boxes of 100 ..... 16.00
Sub Rosa cigarros, 10s, cartons of 500, per M 4.00

Stogies, Etc.,

Less 2% for cash
Star Pittsburgh stogies 1-10s 5 for 10c 12.00
Florodora little cigars, 1-10s, 3 for 5c..... 12.25
Red Top Stogies, 1-10s, 3 for 5c 11.50
Red Label Stogies(Jenkinson) 11.65

Cigarette Paper.

Vanity Fair, 50 pkg in box .97½
Wheat Straw,50 pkg in bx,net1.30
Wheat Straw, 100 pkg in bx

48

Best 1.00
Wheat Sweet, 1 gross in box 1.00
Wheat Sweet, 1 gross in box 1.00
Wheat Sweet, 1 gross in box 1.00
Reel Seal, 50 in box 25
Ace Deuce, 100 in box 1.00
Riz la croix..... 1.95

Plug Tobacco

Battle Ax, 16 oz, 5 cuts, 12 and 24 lb butts..... 39
Big Gun, 16 oz, 3x12, smooth, bright, 6 sp, 16 lb butts.... 44
Bull Dog, 16 oz, R & R, 6 sp, 8 sp, 1, 4 5 and 12-lb and 24 lb butts..... 47
Bullion, 1x6, D T Nines, 6 to lb..... 44
Climax, 2x12, R & R, 16 oz, 6 sp, 6, 12 & 30 lbs (7 oz 12 lbs & 14 lbs 4 oz)..... 43
Climax, 3x12, thin, 7 oz, 7 and 14 lb..... 43
Cross Bow, 3x12, 14 oz, 4 sp, 14 lb butts..... 38
Dreadnaught, 3x12, 14 oz, 5, 8 and 12-lb butts.... 63
Gold Rope, 7 to lb, 3, 6 and 12 lb 43
Good Luck, 14 oz, 8 and 16 lb boxes 43

Horse Shoe, 16 oz, Smooth, 6 sp, 8, 12 and 24-lb butts.... 37
J. T., 2x6, 7 oz, R & R and Smooth, 6 sp, 14 and 21 lb butts 36
J. T., 3x12, 14 oz, Smooth, 4 sp, 10½ and 21-lb butts.... 39
Newsboy, P. P. hr or bulk, 5s 8, 16 & 24 lb..... 40
Nobby Spun Roll, 7 to lb, 3, 6 and 12 lb 43
Old Honesty, 2x12, Smooth, 16 oz, 6 sp, 7½, 15 and 30 lb 44
Old Virginia and Jamaica, 6 sp, 8 lb 43
Piper Heidsieck, 5A, 2 oz, 2x5A, 3 sp, navel, 12 to case, 4, 7, 14 lb..... 69
Red Cross, 16 oz, 4 sp, 8 lb butts, 18 oz, 6 sp, 24 lb..... 43
Saw Log, 2x12, R & R, 16 oz, 6 sp, 24 lb..... 46
Saw Log, 3x12, R & R, 32 oz, 12 sp, 32 & 48 lb..... 46
Sledge, 16 oz, 4 sp, 3, 6, 12 and 24 44
Something Good (all grades) R & R, 5½ to lb, 9, 13 lb butts 45
Spear Head, 16 oz, 6 sp, 6, 18 and 32 lb 45
Standard, Navy, 1x6, 6 to lb, 4 oz, 7 oz, 14 oz, 14 and 28 lb 39
6 for 10, 10½ oz, 24 lb butts 35
Star, 16 oz, 12, 24 and 52 lb rolls 46
Tomahawk, 3x12, 14 oz, 8x10 lb, 5 & 12 lb ..... 5..

Twist Tobacco

Climax, Twist, Navy, 1x6 (Navy granulated, 12 to lb, 24 to lb granulated, 6 to lb) 43
Red Cross, Twist, 16 oz, 6 sp, 18 lb ½ bushels and 5 lb packs 46
Hiawatha, Twist, 12 oz, 6 sp, 12 lb 44

Smoking Tobacco

Master Workman, Twist, 2x6 lb, 16 oz, 6 sp 46
Piper's Mixed Plug, 1x6 oz, 7 oz, 14 oz, 14 and 28 lb 39
Old Virginia, 7 oz, Smooth, 6 sp, 12 lb 40
Sledge, 16 oz, 4 sp, 3, 6, 12 and 24 lb butts 44

JOHN BOLLMAN & CO.

Cigarettes

Vanity Fair 3.50
Between the Acts 3.50
Sweet Caporal 3.50
Cameo Straights 3.50
Pure Leaf Cigarettes 3.50
Richmond Straight Cuts, 10s

49

tin and paper..... 6.12
Cairo, No. 27 and 27a, (cork tip 7.50)..... 6.50
Casino Gold Tip..... 9.00
Imperiales, 10s, 20s, 50s, 100s, with or without mouthpcs. 7.50
Sultans, 10s, 20s, 50s, 100s, Mais and Rice paper with mouthpieces 9 25
Abdallah, No. 3 gold tip..... 7.75
" No. 2..... 9.00
" No. 1.....13.00
Princess Lillian, Cork tips...17.65
Turkish Trophies 7.75
Egyptian Deities, No. 1, 10s. 25.50
" " No. 3, 10s, plain tips 17.60
Egyptian Deities, cork tips..18.15
Mogul, cork tip.....10.25

High Grade Smoking Tobacco.

Imperial Mixture, 2½-oz tin 1.10
Plum, 1⅝-oz foil, net..... .64⅛
Three Kings Mixture, 3½-oz tins 1.30
Yale Mixture, 1-oz tin, 1¼ and 2½ lb cartons..... 1.35
" 1⅝-oz tin, 2½ lb cartons 1.60
Yale Mixture, 3½-oz tin, 2½ lb cartons 1.60
Lone Jack, 3½-oz bags, net 1.17½

Wills' English Smoking.

Capstan, mild, med. or strong, 3½-oz, per lb..... 1.60
Capstan, mild, med or strong, 1⅝ oz, per lb..... 1.75
Latakia, 3½ oz, per lb..... 2.10

Sundry English Smoking.

Pioneer, 3½ oz, per lb..... 1.45
" 8 oz, per lb..... 1.43
" 16 oz, per lb..... 1.40
Lambert & Butler's Log Cabin, 3½ oz, per lb..... 1
Smith's Glasgow Mixture, 3½ oz., per lb 1.70

J. B. PACE TOBACCO COMPANY

Scroll Tag, twist, 6 to lb (other sizes, 67)..... 66½
" light pressed, all styles 73½
Scroll Tag, cable coil, 3 and 4 oz 76
Corduroy Spun Roll, 6-lb bxs 56⅛
Mastiff Plug Cut, 1⅝ oz pchs or tin foil pkgs..... 68
Mastiff Plug Cut, 3½ oz pchs or tin foil pkgs..... 63
Mastiff Plug Cut, 16 oz decorated tin 52½
Boston Smoke, 12s (24s, 48). 49

SURBRUG CO.

Grain, 1⅝ oz patent can.... .70
Golden Sceptre, 1-oz, 1-lb cart, per lb..... 1.20
Golden Sceptre, 1⅝-oz, 2½-lb cart, per lb..... 1.20
Golden Sceptre, 3½-oz, 2½-lb cart, per lb..... 1.05
Golden Sceptre, 8-oz, 5-lb cart, per lb 1.00
Golden Sceptre, 16-oz, 6-lb cart, per lb..... .95
Arcadia, 3½ oz, 2½-lb cts (1 1-lb cts 1.60)..... 1.56
" 1⅝-oz, 2½-lb carts 1.60
" 8 oz, decorated tin. 1.55
" 16 oz, decorated tin. 1.50
Crescent Club Mixture, 3½ oz .90

Cigarettes.

Milo Cork Tips 18.50
" Plain " 18.00
" Ladies' mouthpieces, 20s, oval box..... 9.00
Egyptian Arabs No. 3 Cork Tips 7.40
King William, Egyptian, net18.00
Turkish Delight, sanitary tip 7.00

JNO. J. BAGLEY & CO.

Net cash.

Gold Shore, 2½-oz..... 46¾
Lime Kiln cut plug, 2 oz.... 59¾
" " 3½ oz.....59¾
" " 8 oz tins. 66⅝
" " 16 oz tins 64⅛
Sun cured 2½ oz foil..... 49
" 2½ oz pouch.... 51

WEYMAN BROS.

Less 2%.

Cut and Dry, 3½ oz papers.. 32¼

50

H. BOHLS & CO.

Fancy Mixtures.

White Navy Mixture, 1⅝ oz foil ..... .65
White Navy, 3½-oz foil, 5-lb cartons ..... .63
White Navy, 16-oz foil..... .60
London Dock, 3½-oz foil, 5-lb cartons ..... .80
Golden Gate, 3½-oz tin, 5-lb cartons ..... .85
Bright Virginia Pickings, 3½-oz tin, 5-lb cartons..... .80
Gold Bar, 3½-oz tin, 5-lb cart. .90
Great Blend, 16-oz box, mild, medium and special..... 1.15
Great Blend, 8-oz box, mild, medium and special..... 1.20
Great Blend, 3½-oz box, mild, medium and special..... 1.25

Cut Plug.

Seal Rock, 1⅝-oz tins, 2½-lb cartons 25-lb ..... .74
Seal Rock, 3½-oz tins, 2½-lb cartons 25-lb ..... .74
Seal Rock, 8-oz tins..... .74
Peanut, 1⅝-oz foil, 5-lb cart .38
Old Chief, 8-oz and 16-oz.... .46
Seven Up, 16-oz pail, briar pipe with each tin..... .54
Seven Up, 16-oz pail, without briar pipe ..... .45
Seven Up, 2½-oz foil, 5-lb cart .43
Seven Up, 2½-oz pouch, 5-lb cartons ..... .49

Long Cut.

case, per doz 1.80

R. A. PATTERSON TOBACCO

COMPANY.

Less 2%.

Honest Labor, pch and tins, 2½-oz ..... .50
Lucky Strike, 1⅝ oz tins.... .75
" 3½ oz tins..... .75
Patterson's Seal, 1⅝ oz foil. .37
" 3½ oz pch.. .38
" 16 oz tin... .41

SNUFF.

America Snuff Co. .. .

French, Rappee, 1⅝ oz bottles, per 3 doz..... 2.90
French, Rappee, 3½ oz bottles, per doz..... 1.80
French, Rappee, 16 oz jars, per lb..... .65
Maccaboy, 16-oz jars, per lb .60
Irish High Toast, 16-oz self-sealing fruit jars, 12-lb bxs .57
Scotch Lilienthal's, in bladders, per lb..... .60
Scotch Lilienthal's, in weasands, per lb ..... .62
Horse Shoe, 16 oz glass jars, lb ..... .50
Horse Shoe, 2½ oz fibre cans .51
Horse Shoe, 8 and 16 oz cans .48
Horse Shoe, 1 oz and 16 oz cans ..... .56

Weyman Bros.

Copenhagen, 16-oz stone jars of 2 doz, per gross..... 5
1-oz tin. carts

This Dept. is corrected by **Fillmann & Bendel; Pac. Vinegar & Pickle Works.**

CATSUPS.

Snider's, qts. doz..... 3.75
" pts " 2.40
" 1½ pts, " 1.40

Griffon's.

½-pints, per doz.....1.12½
Pints, per doz..... 1.85
Quarts, per doz..... 3.25

Miscellaneous.

Campbell's, ½ pts, doz..... 1.15
Heinz, 10-oz .....
" 12-oz .....
" 17-oz .....
Blue Label, 25 ½-pts. to cs
Blue Label, 25 pts to cs...
Blue Label, 12 qts to cs...

51

Golden Star, gal jugs, doz.... none
" " qt. jugs, doz.. . 3.65
" " pt jugs, doz. .. 2.35
" " ½ pt jugs, doz. 1.40

Long's Fruit Catsup.

Pts, 24 to cs, case... ... 4.75
½-Pts, 48 to cs, ... 5.75
" 2, 5 and 10 lbs, lb 1.60

SAUCES.

Holbrook's, ½ pts..... 2.40
Lea & Perrin's, small..... 2.75
Lea & Perrin's, medium..... 5.00
Lea & Perrin's, large..... 8.25
5 cases, 5c per doz less.
Tobasco, McIlheny 4.00
Tobasco, New Iberia..... 3.50
Bengal Worcester, ½ pt..... .85
Bengal Worcester, pt..... 1.25
Pepper, sprinkle top, ½ pt.. 2.00
Superior Pepper, small..... .90
Superior Pepper, large..... 1.50
Libby's Manchester Sauce, 24½ pints, per doz..... 1.20
A. White & Co., London, Worcestershire Sauce, case of 3 doz No. ½ bottles, per doz 1.80
Same, 4 dz No. 1 bottles, pr dz 3.00

FRENCH MUSTARD.

(In bulk.)

	Cal. Home Brand	Stan-dard
Bbl, per gal.....	.35	.30
½ bbl, per gal.....	.37	.32
¼ bbl, per gal	.40	.34

52

10-Gal Keg..... .42 .36
5-Gal. Keg..... .45 .38
2-Gal. Pail ..... .50 .43
1-Gal. Pail ..... .60 .53

MUSTARD.

In Glass, Cal. Home Brand.

8 oz, 2 dz to case, per doz.... .95
14-oz, 2 doz to case, per doz 1.75

Standard.

6-oz, small bbl. ..... .80

SAUERKRAUT.

Cal. Home Brand—Dry Pack

Bbl., 50- gal.....$13.00
½-bbl., 32 gal..... 9.00
¼-bbl., 15 gal..... 5.00
10-Gal Kegs 3.25
5-Gal. Kegs 1.75

Maconochie Bros., Ltd., London.

Suffolk Pickles. ....
Chow Chow.
Per doz.
Case of 4 doz No. ½ lever top glass jars..... 2.25
Mixed.
Case of 4 doz. No. ½ lever top glass jars..... 2.25
White Onions.
Case of 4 doz. No. ½ lever top glass jars..... 2.25
Panyan.
Case of 4 doz. No. ½ lever top glass jars..... 2.25
Assorted (1 doz. each.)
Case of 4 doz. No. ½ lever top glass jars..... 2.25

Department 23.

PICKLES, VINEGAR, RELISHES, ETC.

This Department is corrected each week by the Pacific Vinegar & Pickle Works.

PICKLES IN BULK

California Home Brand

	Sour			Sweet		
	Bbl 50 gals	½ bbl 32 gals	¼ bbl 16 gals	Bbls. 50 gals	½ bbl 32 gal	¼ bbl 16 gals
Midgets	30.00	20.00	10.50	42.00	28.00	14.50
Special Small Gherkins						
Bbl. 9000, ½ bbl. 6000, ¼ bbl. 3000	27.00	18.00	9.50	34.50	23.00	12.00
Special Small Mixed						
Same count	27.00	18.00	9.50	34.50	23.00	12.00
Gherkins						
Bbl. 6000, ½ bbl. 4000, ¼ bbl. 2000				31.50	21.00	11.00
Mixed						
Same size				31.50	21.00	11.00
Special Small Medium Pickles						
Bbl. 4500, ½ bbl. 3000, ¼ bbl. 1500	21.00	14.00	7.50	28.50	19.00	10.00
Special Small Medium Mixed						
Same count	21.00	14.00	7.50	28.50	19.00	10.00
Small Medium Pickles						
Bbl. 2400, ½ bbl. 1600, ¼ bbl. 800	16.50	11.00	6.00			
Small Medium Mixed						
Same count	16.50	11.00	6.00			
Bbl. 3000, ½ bbl. 2000, ¼ bbl. 1000	19.50	13.00	7.00	25.50	17.00	9.00
Chow Chow		15.00	8.00			

Package Count	Bbl 1800	Bbl 1500	½ bbl 1200	¼ bbl 600	½ bbl 1000	¼ bbl 500
DILLS	15.00	14.00	10.00	5.50	9.50	5.25

Jumbo Dills.—bbl., 1300, ½ bbls. 900, ¼ bbls. 500.

California Home Brand.

Sour and Sweet, (Plain or Mixed), German Dill, Chow Chow and Onions

	No1 Sml	No2 Mdn	No3 Lrg	Dills	Sweet Gherkins	Chow Chow	Pearl Onions
Barrels, 50 gals.....	.36	.33	.28	.28	.60	.46	1.00	.70
½ Barrels, 32 gals..	.38	.35	.30	.30	.62	.48	1.02	.73
¼ Barrels, 16 gals...	.40	.37	.32	.32	.64	.50	1.04	.75
Kegs, 10 gals	.42	.39	.34	.34	.66	.52	1.06	.77
Kegs, 5 gals.....	.44	.41	.36	.36	.68	.54	1.08	.79
Pails, 5 gals.....	.44	.41	.36	.36	.68	.54	1.08	.79
Pails, 2 gals.....	.55	.50	.45	.45	.77	.63	1.15	.88
Pails, 1 gal.....	.65	.60	.55	.55	.87	.73	1.25	.98

53 54

"CENTAUR BRAND"
Sour (Plain or Mixed.)

	Per Gal	No1 sml	No2 Mdn	No3 lrg slct
Barrels, 50 gals		.33	.30	.25
½ Barrels, 32 gal		.35	.32	.27
¼ Barrels, 16 gals		.37	.34	.29
Kegs, 10 gals		.39	.36	.31
Kegs, 5 gals		.41	.38	
Pails, 5 gals		.41	.38	
Pails, 2 gals		.52	.47	

KEG PICKLES.

	Per Pkg.
Full Measure, 5 gal. kegs, No. 3 Pickles	$1.10
Full Measure, 5 gal pails	1.25
Full Measure, 2½ gal. kegs	0.75

PICKLES IN GLASS
California Home Brand

Pat. Top—English or Octagon	10 oz.	Pt.	Qt.
Gherkins Sour	1.75	2.30	4.50
Mixed Pickles	1.75	2.30	4.50
Chow Chow	1.75	2.30	4.50
Pearl Onions	1.75	3.25	
Sweet Gherkins	1.75	2.75	5.00
Sweet Mixed Pickles	1.75	2.75	5.00
Senf Gherkin	1.75	2.75	5.00

CENTAUR BRAND
American Style—Square Bottom; English Style, Round Bottom.

	Pts.	Qts.	½ Gal	Gal.	Pt.	Qt.
Gherkins	1.20	1.75	3.00	5.00	1.75	3.00
Mixed Pickles	1.20	1.75	3.00	5.00	1.75	3.00
Chow Chow	1.20	1.75	3.00	5.00	1.75	3.00
Picalilli	1.20	1.75	3.00	5.00	1.75	3.00
Mexican Hot	1.20	1.75	3.00	5.00	1.75	3.00
Cal. Onions	1.20	1.75	3.00	5.00	1.75	3.00

TOMATO CATSUP.

	In Glass, per doz ½ Pt.	Pt.	Qt.	Jugs, per Jug 1 Gal.	2 Gal.	1 Gal. Tins Scr. tp	F't. tp
Cal. Home Brand	1.35	*2.25	3.50	1.00	1.90	.80	.75
Sunrise				.85	1.60	.65	.60
Sunset (no bottles)				.60	1.20	.50	.45

55 56

Tomato Catsup—In Bulk.

	Bbl. 50 Gal.	½ Bbl. 32 Gal.	¼ Bbl. 16 Gal.	10 Gal Keg	5 Gal Keg
Cal Home Brand	.50	.55	.60	.63	.65
Sunrise	.40	.45	.50	.53	.55
Sunset	.35	.40	.45	.48	.50

TABLE SAUCE.
In Glass.

	½ Pts.	Pts.	Qts.	In Jugs 1 Gal.	In Jugs 2 Gal	Gal Tins
Cal. Home Brand	1.75	2.75	3.75	1.25	2.25	
Worcestershire	1.00	2.00	3.00	1.00	2.00	.85
Chestershire	.75	1.50	2.25	.60	1.20	.55

*One case of C. H. B. pint catsup with every 59s lot.

Table Sauce in Bulk.

	Bbls. 50 Gal.	½ bbls 23 Gal.	¼ bbl. 16 Gal	10 Gal. Keg	5 Gal. Keg
Worcester Sauce	.80	.82	.84	.86	.88
Chestershire Sauce	.55	.57	.59	.61	.63

VINEGAR
Commercial Wine, Cider, Malt or Spirit Vinegar

	40 Gr.	50 Gr.	60 Gr.	70 Gr.	80 Gr.	90 Gr.
Barrels	.14	.16	.17	.18	.20	.22
½ Barrels	.16	.18	.19	.20	.22	.24
¼ Barrels	.18	.20	.21	.22	.24	.26

HIGH GRADE VINEGARS

	Barrels	½ Bbls
California Home Brand White Wine Vinegar	.30	35
Cal. Home Brand Apple Juice Vinegar	.25	30
California Home Brand Pure Pickling Vinegar	.25	.30

RELISHES AND CONDIMENTS.
Miscellaneous.
California Home Brand.

	9 oz	½ Pt	Pt
Tomato Chutney	1.75	1.65	2.50
Chili Sauce	1.75	1.65	2.50

California Home Brand

Same, in Bulk, Per Gallon.

	8 oz.	Olympics	14 oz.	Pts.
Sweet Relish	.95	1.75	2.00	2.75
East India Relish	.95	1.75	2.00	2.75
Red Hot	.95	1.75	2.00	2.75

FOREIGN POSTAGE RATE LOWER.

Weight Allowance Doubled. With Five-Cent Unit Unchanged.

A virtual reduction of the foreign rate of postage, without changing the 5-cent unit, and the establishment of a system of international "reply postage will go into effect to-day in all countries which have subscribed to the Universal Postal Convention at Rome. While the rate unit on a foreign letter remains at 5 cents, the weight is increased to twice the present allowance so that instead of being limited to half an ounce the writer may now place a full ounce of correspondence in a foreign letter, while the rate for overweight is reduced from 5 to 3 cents.

This change will do away almost entirely with the rating up of underpaid foreign letter mail and thus save time in the post-office and money to the home to which a "rated up" letter is sent.

The second change is the establishment of a "reply coupon" or "Coupon-Rosponse International." These are to be sold at all postoffices for 6 cents each. Upon presentation of such a coupon at a postoffice in any one of the countries subscribing to the convention the holder will receive, without charge, a postage stamp of that country equivalent in value to a 5-cent stamp. By this arrangement a person in the United States can furnish his correspondents in foreign countries with postage stamps with which to prepay the postage on replies to his letters.

Work With a Purpose.

Long ago some wise man evolved a maxim—"Shoemaker stick to your last!" The wisdom of it is more apparent in these strenuous days than ever before. It is defined to signify that he who changes much accomplishes but little.

A young man who believes in himself, who is confident that he has powers, that "there is something in him," should first of all select the field in which he expects to carve out his fortune. He may not be able to determine upon this at once. Experimenting may be necessary, but too much time should not be spent in experiments. Then having determined what his life work is to be he should knuckle down to it with a will and a stern determination to stick to it until he has succeeded.

The life without a strong purpose is a life wasted. Moving about from one place to another aimlessly and reconstructing other plans is a mere waste of energy. The mind is the thing that leads. Unless it has shaped the model for all the rest of the faculties—unless the mind has picked out the thing to be done—life is a mere gable: maybe "luck" will hand you a few good things; maybe it will not—the chances all are that it will not.

PANHANDLERS' ANNUAL.

On Wednesday evening, October 9th the Pan Handle Retail Grocers held their annual meeting and high jinks out at the "Gobbler Roost" on the Ocean Beach.

"The Gobblers" are a secret society, of grocers and their friends. The San Francisco lodge is known as "Roost No. 5," the other roosts being located in Denver, New York, Boston and Chicago.

A number of candidates were initiated into the mysteries of Gobblerdom.

After the ceremonies were over those present gathered about the festive board which had been bounteously laden with good things and liquids, under the supervision of Messrs. Von Isendorf Bros., the grocers.

At a late hour the gathering broke up, voting the hosts' capital good fellows.

Clerk's Corner.

HINTS FOR CLERKS.

As clerks there is one thing that we must sooner or later recognize, and that is the fact that we are living in a progressive age. We cannot expect to see the world whirling onward while we ourselves are standing still. We may seem to be as firmly intrenched in our position to-day as we were last year, but are we? We know not when the thunderbolt of retribution may fall. When it does you may be sure we deserve it. We alone are responsible for our own progress. One writer very aptly describes the fellow who is always just a little behind in the procession in the following manner: "There are some people who always fall a little short of successful achievement. They put up an offer for the corner lot the day after it is sold. They get an idea just after some one else has seized the same thing and put it to use. They finish a production just after the market is glutted; they buy goods just after the fashion has changed to something else. Even when some one gives them a good swift kick from behind with an impetus toward success they never get up enough momentum to carry them through; they stop a little short of the goal from the sheer weight of heir own inertness. This is why so many men never get beyond mediocrity in any calling. They make fairly good help for some one who can watch and keep spurring them to cover the ground in some kind of decent time; but when they have done their best and others have added to this they never amount to much. The fellow who makes his mark is the one who sees things and never lets go of the proposition until he lands somewhere."

Successful salemanship means a great many things. One might write page after page, book after book, and not exhaust the subject of salesmanship. Some say it includes in its study every drop of knowledge science has ever drained from the brains of the greatest discoverers. It includes all the mathematics ever solved since the birth of language and writing. It includes the brain and the brawn of every man since "Adam delved and Eve span." This however is open to discussion. On this point there is room for more than one honest opinion. It is not likely that any man will ever master it in its entirety. We who study it carefully can only get around its outer edge, occasionally digging deeper than usual and bringing forth a new truth.

The clerk's life can be a pleasant one if he be disposed to make it so; or, it can be a continual torment and thorn in the flesh. If he will cultivate first of all good health he can hardly find life, no matter where it is passed, other than a joyous voyage. If he will cultivate his mind he will recognize the more readily the shams and oddities he comes in contact with in every day life. He will be able to appreciate the efforts of the loud-mouthed man who wants to impress his fellow men with his richness, or the pompous old fellow, who used to work in a livery stable in his boyhood, trying to make believe he was born to the purple and was used to it from his infancy. The shams he will be able to discover to his own mind's pleasure and profit. The oddities he will commiserate and condole.

The well poised clerk is not easily vexed. He does not swear his thoughts in his face. It is always a sign of weakness when a fellow is easily provoked. Sound yourself on this point. Of course it goes without saying that the clerk must not be a machine—he must not phelmatically bear insults, be trampled upon, and what not. The clerk must be able to take care of himself but he must not be looking for hidden insults. Says the wise man, "A fools wrath is presently known," so that in his day the world has its estimate of fiery tempered individuals who are in the habit of expressing their feelings on the spot. As the shallowest lakes develop the quickest and fiercest storms so also do the shallowest brains recognize and resent the hidden and imaginary insults.

Redwood City, Cal.—John and William Williamson have opened under the name of Williamson Bros. They have fitted up the Haaker place at the top of the Woodside grade with a superior stock and are prepared to do a general merchandise business.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

J. H. Newbauer & Co.

Importers and Wholesale Grocers

430-432 Fifth Street

Phone Temporary 3680

San Francisco **California**

To Introduce our Sunlit Jellies, Jams and Preserves

We are advertising them in many of the Newspapers and in other ways. The High Quality and Perfect Purity of the Sunlit products will commend them to the trade as well as to the consumers. Write or telephone for prices.

Sunlit Fruit Company

Telephone, Berkeley 4333

2438 4th Street Berkeley, California

Window Dressing.

BY S. W. ROTH
(Copyrighted.)

(Continued from last week).

"These fine goods must go to make room for full lines. That is why the price is cut."

"Nothing better in the market. The package or labels are damaged from handling. That's all."

One great fault that is common with inexperienced window dressers is that of overcrowding their windows. There seems to be a disposition on the part of the novice to put in a few more articles after he has in enough. There always appears to him to be yet another good place for a few more packages. This crowding is fatal to the effectiveness of the display. It is a wise window trimmer who knows just when to stop putting more goods in the window. The beginner will be almost certain to make the mistake of overcrowding his window. But with a little experience he will learn to avoid this error.

TRICK WINDOWS.

People who are fond of humor are often lead to believe that trick windows which express some humorous phase of business are very effective in drawing trade. Some ingenious men like to arrange a window so that it will, in a measure, at least, conform to some cant phrase or stereotyped trade line. For example, a man designs a soap window, and after he has his soap piled up he pushes some of it down or gets that effect by having soap lying about at the pile as though it had fallen. Then he puts in a card, "A Tumble in Soap." Or he puts a lot of goods in a balloon all ready to ascend. This he placards: "These goods are all going up. Buy now," and so on to an almost unlimited degree. Men can invent these catchy displays without hurting their brain much. But our advice to the good, substantial merchant is, "do not do it." Leave this class of window trimming to the men who put young ducks or old foxes in their windows to attract attention.

These things do attract attention, to be sure. But merely attracting attention is not good window dressing. What a merchant wants is to attract buyers, not merely a crowd of curiosity seekers. There are thousands of foolish things a merchant can do to attract attention, but the only kind of attraction that serves his purpose is the kind that sends people into his store.

The best merchants in all large cities avoid these trick or catchy displays. The cheaper houses resort to it frequently. The better class of merchants regard such window displays as tending to lower the dignity of their house. Sometimes one of them makes a mistake and is tempted to try the virtue of one of these humorous displays. It usually happens that he regrets his folly and does not try it again. For certain stores these trick windows may, and no doubt do, have a value. But generally speaking the good grocer will do well to avoid them, rather than run the risk of making his display appear cheap.

INTERIOR DECORATIONS.

Merchants often show a great deal of enterprise in their window displays and neglect to pay as much attention as they should to the interior decorations. It is very well to make a fine showing in the window. It attracts trade. It induces people to come into the store. But once a stranger enters the store it is well that the interior should be so attractive as to carry out the neatness and taste shown in the windows, for the stranger's benefit.

It is one thing to attract trade, another to hold the trade of a customer who has been induced to come into the store, thus it is somewhat of a waste of energy to make a fine window display to coax trade into the store and then not to be able to secure the visitor's good will by showing the same degree of excellence in the management of the interior as is shown in the window.

The rules for interior decorations are similar to those for window dressing with the exception that the displays are made almost exclusively by the attractive arrangement of the goods to be shown. Changes should be made frequently, as no matter how attractive a display may be a change tends to enliven the store.

(Continued next week.)

Hollister, Cal.—Joe Harvey has bought the Gomes Bros. grocery. Mr. Harvey has been engaged in the business in this city before.

YOUR EVERY WANT IN
PAPER
Can Be Supplied by
A. Zellerbach & Sons
121 JACKSON STREET
San Francisco Cal

LASH'S
Kidney and Liver
BITTERS
CURES DYSPEPSIA
1731 Mission St., S. F., Cal

Greer's Washing Ammonia
It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article
Pacific Ammonia Bottling Co.
310 Sacramento St., San Francisco
Telephone Temporary 3898
Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast.
SAN FRANCISCO, CAL.
CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—Robt. P. Greer Trade Mark

Now Running Serially in this Paper.
"Art and Science of Window Dressing"
BY
A Practical Window Dresser
Edited by S. W. ROTH
Lavishly Illustrated. $2.00 Per Copy.
Retail Grocers' Advocate 1714 Webster St. San Francisco

GROCERY NOTES.

Nevada City.—After an honorable career in business for the past century as owner and employe Henry J. Fuchs has made an assignment to his creditors, turning over the entire stock and everything in the store to be sold to pay what he owes them. F. Kohler of Phoenix Mills of Sacramento is the assignee.

San Andreas.—D. E. Kelliher, has started the construction of a one story bldg. to take the place of the old one destroyed by fire some few months ago, He will open a merchandise store in said bldg.

The Musto Estate Co. has rented a portion of the Battery st. building just completed to De Bernadi & Co., the wholesale grocers, and Baldwin and Howell have closed a lease of a portion of the same bulding to the Irvine-Stanton Co., another wholesale grocery concern, for five years. Newbauer & Co. and Getz Bros. other well known grocery houses, will locate within one block.

The people of this city are swindled out of more than $65,000 a year by means of short-measure milk bottles. A test of the bottles of 12 creameries yesterday showed that only three of them were full measure.

The consumption of powdered milk, which has been steadily extending, has received a considerable impetus of late by the scarcity of the fluid article. and it is going into a number of fields where it has never been used before. Some of the manufacturers decline to accept new business, being already sold up to their capacity, while others are reluctant to make additional contracts with users.

Colusa, Cal.—F. G. McLean, surviving member of the old established general merchandise firm of Peart & McLean of Grimes has purchased the business.

Oroville, Cal.—The grocery, fruit and vegetable store at the corner of Montgomery and Lincoln sts. will open next Saturday, under the management of W. A. Westwood.

Hanford, Cal.—Brown & Niesen will open their new grocery store in the Vendome building on Irwin street, next Monday.

Madera, Cal.—The firm name of Wm. Stahl Son Company grocery and bakery business will soon be changed to Friedberger & Harder. Leo Friedberger of Clements, San Joaquin county, came here a few days ago to negotiate for the business. He will purchase the interest of Wm. Stahl, Mrs. Freda Stahl and J. B. Williams. Richard Harder will retain his interest William Stahl has been in business here a score of years, but will now lay business cares aside.

Petaluma, Cal.—The firm of Erickson & Johnson, grocers and commission merchants, whose place of business is in the Doyle block on Washington street, has been dissolved by mutual consent. Mr. Erickson is to retire from business and will probably leave this city although his plans have not as yet been made public.

Mr. Tved, a new comer here has purchased the retiring member's interest, and the firm will be known as Johnson & Tved.

The new owner is a young man who has had many year's experience in the grocery, feed and commission business, and the new firm is sure to do well in its new undertaking.

Virginia, Nev.—Timothy B. Sullivan has purchased from Mrs. Luzon the grocery business known as Hatch Bros. store. By strict attention to business as chief clerk of the former owner, Mr. Sullivan has attained confidence of the public and his popularity assures a successful business career as proprietor.

Santa Cruz, Cal.—Harry Carr, late proprietor of Grand Central Bakery. has sold to F. M. Hoynton and W. G. Conklin. The latter has been in charge of the delicatessen department of Williamson & Garrett's store.

Lackport, Cal.—E. P. Sailor has purchased the mercantile business of Morrison, Howe & Co., at Upper Lake, with a full stock of merchandise.

Gilroy, Cal.—H. Becker Co. has filed articles of incorporation, to do a general wholesale and retail merchandise ing business here. C. R. Wilson has bought a half interest in the store and will devote his time to the business hereafter.

Santa Cruz.—Thos. Flannery will move his grocery store to Pacific ave. and Elm street. Morris Abrams will occupy the vacated premises.

Petaluma, Cal.—The grocery firm of Erickson & Johnson, in the Doyle Block on Washington street has been dissolved by mutual consent, Erickson retiring. Mr. Tved has purchased the retiring member's interest and the firm will be known as Johnson & Tved.

TO ERECT FLOUR MILL.

Monterey.—Work has commenced on the 4-story flour mill to be erected by the Noggle Milling Co. at the corner of Wave and McClellan sts. in New Monterey, at a cost of $25,000.

Castle Bros.-Wolf & Sons have offered to install in the Phillippines a canning factory for pineapples, providing the culture of the proper canning pines can be fostered to sufficient extent to keep the cannery running.

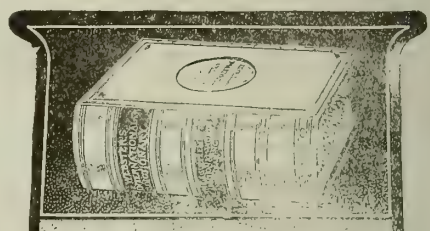
S. H. Tyler & Son will have a large concrete and fireproow building erected for their use on Drumm st. between Clay and Washington.



An Auto? No!

Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati



WEBSTER'S INTERNATIONAL DICTIONARY

THE ONE GREAT STANDARD AUTHORITY.

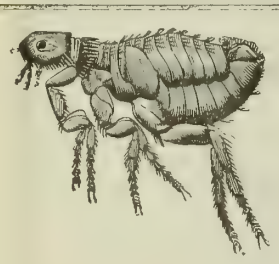
Can it truly be said of any other book than WEBSTER'S INTERNATIONAL DICTIONARY that it is:—
The Standard of the Federal and State Courts? The Standard of the Govt. Printing Office? The Basis of nearly all the Schoolbooks? Indorsed by every State School Supt.? Universally recommended by College Presidents and Educators? The Standard for over 99% of the Newspapers?

UP TO DATE and RELIABLE.
2380 Pages. 5000 Illustrations.
Should You Not Own Such a Book?

WEBSTER'S COLLEGIATE DICTIONARY. The largest of our abridgments. Regular and Thin Paper editions. Unsurpassed for elegance and convenience.
1116 PAGES AND 1400 ILLUSTRATIONS.

Write for "The Story of a Book"—Free.

G. & C. MERRIAM CO.,
SPRINGFIELD, MASS., U. S. A.
GET THE BEST.



The Eureka Insect Exterminator

is a preparation of eight different drugs and is so well compounded that it actually destroys insects, yet it is harmless to the human.

It kills Fleas, Flies, Ants, Moths, Bedbugs, Roaches, Lice, Mosquitos, Etc.

Price list, page 28.

For Sale by the Wholesale Drug and Grocery Trade
JOSEPH FUSCH, Manufacturer.

1797 Bray Ave.
Fruitvale, Cal.

Phone Merritt 2962

FARMING IN DRY SOIL.

A remarkable achievement in "dry farming" in an arid land is that of C. C. Hulbert, who, according to the "California Fruit World," has raised five acres of garden produce without irrigation. His crops consists of cantaloupes, tomatoes, Hubbard squashes, watermelons, sweet corn and pumpkins. The yield of each variety is large. He is now picking the second crop of cantaloupes. His tract, the soil of which is a sandy loam, has never been under cultivation except for winter grain. City mains having never been extended to it, he finally decided to try what is practically the "Campbell method" of dry cultivation. He first subsoiled deeply and then with harrow and crusher pulverized the top soil. Not a drop of water has been used, but all crops are frequently cultivated. Notwithstanding the torrid days of July and early August, the plants never wilted. His success astonished local ranchers, who have held that in this section land without water could be used for nothing but a limited variety of winter crops. Mr. Hulbert's net returns compare favorably with those from an equal acreage where water is used.

THE MILK IN THE COCOANUT.

The search for the "milk in the cocoanut" has been going on among the world's brightest minds for countless ages, but in a commercial sense the man who actually has it on his hands would be thankful if some one would show him how to get rid of it with some profit. Said a cocoanut trader the other day:

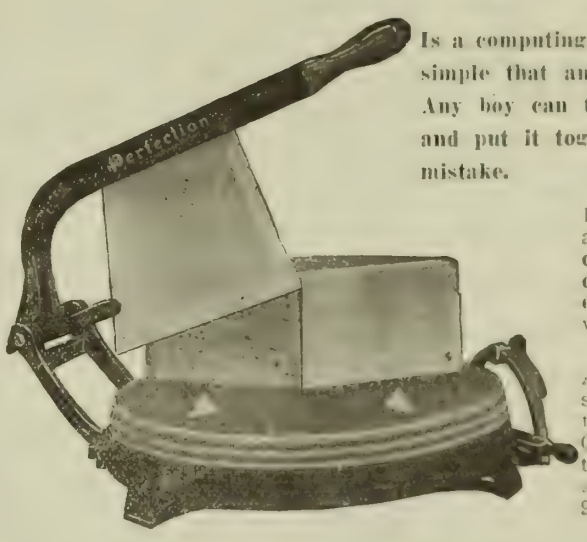
"It seems a shame that one of the most wholesome and most accessible products of the cocoanut, the milk, goes to waste entirely because thus far none of us has been able to find a way to make use of it to our profit. Every day we break up thousands of cocoanuts for the meat, millions in a year, and every one of them has a pint or more of sweet, nutritious milk in it. We manufacture the meat into an edible form, the shells are ground up for a variety of purposes and even the husk is used in one way or another, but the gallons and gallons of milk go entirely to waste. We have tried bottling it, but there appears no demand for it. We have tried to boil it down into a syrup without satisfactory conclusion, yet we know that there is nutrition in the liquid and that it is a delicacy. If some one will only find some way to utilize it 'there's millions in it.' Today we are letting it run waste by the barrel."

Grocers' Theatre Party—"Alcazar"—October 29th.

The net gain to the Government of $13,000,000 in the taxes collected on distilled spirits in the last fiscal year shows how misleading was the argument used against the law to allow the free use of alcohol in the arts, which was in effect six months of the year.

Grocers' Theatre Party—"Alcazar"—October 29th.

THE PERFECTION CHEESE CUTTER



Is a computing cheese cutter. It is so simple that any boy can operate it. Any boy can take it apart, clean it and put it together again without a mistake.

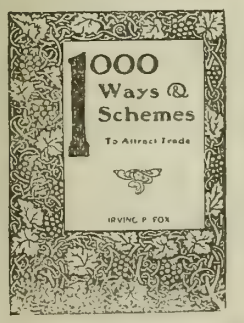
It will last a life time and **we guarantee it to cut out the Retail Grocer's exact profit from every cheese.** No guess work about it.

Ask one of the Thousands of your competitors using a Perfection Computing Cheese Cutter, if the Cutter didn't save its cost the first 90 days.

Then write to us.

The American Computing Co.

Indianapolis, Ind.



1000 Ways and Schemes

To Attract Trade

Gathered from Actual Experiences of Successful Merchants

By IRVING P. FOX and B. A. FORBES

Handsomely Illustrated.. Money Refunded if Not Satisfactory.

Price, Post.paid $1.00

RETAIL GROCERS ADVOCATE, 1714 Webster St., San Francisco

Seasonable Suggestions

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

PUSH THE GOODS
PROTECTED BY AGREEMENTS
CUT OUT
AS FAR AS POSSIBLE
ALL GOODS
DEMORALIZED
BY PRICE CUTTERS

Keep yourself at your best.

Be handy—be heady—be hearty.

An ad in print is worth two in mind.

Look out for the small economies!

Good order is the foundation of all good things.

Is it harvest time or have you been killing time?

The world to-day demands facts to sustain faith.

Be particular in how you treat every customer.

The professional advice-giver rarely advises himself.

Mind your own business; meddlers are mischief makers.

Value received is "the" saleman—he always makes good.

Continuous advertising and continuous prosperity go hand in hand.

It is comparatively easy to start credit, but the art is to keep credit.

They say that San Jose entertained $50,000 people last September 9th.

Be careful when buying, enthusiastic when selling, but honest at all times.

Be something, and insist upon being counted for all that you are worth.

He who is successful in doing small things, becomes able to handle great things.

How many men could paddle their own canoe if they had to paddle it by themselves?

Don't know what to do with yourself? Why not spend your time saving your **money.**

In 1648 the first distinctive drug store in America was opened in Boston by William Davies.

Short ads save time and space. They command attention. They "stick" out. They emphasize.

It is a poor store, indeed, that has no reputation for being the best place to buy something.

Aim always to sell Satisfaction and the goods that give it will always resell themselves.

Advertising is not an adjunct to your business—it is a part—a very important part of it.

Clerks working for starvation wages seldom have enough vitality to assist a business to grow.

Great successes and great failures have often been brought about by trivial circumstances.

You can't buy goods, pay bills, taxes, rent or anything else with the money that's "on your books."

Good help is costly but not so expensive as poor clerks. Good service is worth what it costs.

A man makes himself abominable when he tries to make himself out to be more than he is worth.

Do not forget that it is not necessary to be disagreeable in order to disagree with the other man.

Make neatness a habit—it counts.

Don't be curt to customers. A saucy clerk can never make good!

Estimate a man not by his clothes, his manners, his words—but by the character that lies within him.

Never try to win the favor of your employer by slandering your fellow workers. Slander always sticks.

The total area of the British empire is nearly 11,400,000 square miles, or more than one-fifth of the earth's surface.

Did you know that a little tact and a little talk would sell any customer something more than he came in to buy?

Indifference! Perhaps this quality in clerks—or employers either, for that matter—is the most exasperating of all.

Always imbibe and retain all the practical new ideas and adopt all the latest improved systems that you can find or discover.

They say that San Francisco's credit depends on the election—as well to say that the ocean depends on the water from the mountains.

Since the government's warfare on illegal combinations in trade, the stock of the American Tobacco company is said to have shrunk $139,000,000.

If you acquaint a man properly of one thing, he will, in all probability remember it—tell him a dozen things at once and he will remember not one.

It took a lot of printer's ink to get the people coming to your store. A little less may keep them coming, but printer's ink you've got to have every day.

Orderly habits, comely appearances, sound principles, agreeable manners, attentive minds—these are things that are invariably to be found about the **real** successes.

In the window a jumbled lot of the best goods at cost will move but slowly. The same goods, handsomely arranged, priced at a good profit, will go off like hot cakes.

The retail grocer who keeps poor goods because a good customer thinks she wants them loses the good will of that customer when she comes to know the nature of the goods.

LONG'S

Preserves the standard preserve of the world and absolutely pure.
Saratoga Drips pleases the palate, whets the appetite, gives hot cakes a delightful flavor.
Woodlawn Maple is superior grade of Maple Syrup, guaranteed for its purity strength and flavor.
Maraschino Cherries the finest of California's selected cherries preserved in maraschino, unequalled by any manufacturer.
Peerless Bar and **Powdered Sugar** the best and cleanest sugar sugar on the market. TRY THEM.

Long Syrup Refining Co.
SAN FRANCISCO.

Have some particular nook or corner of the store where "to be called for" packages may be left. This little arrangement will often save annoyance both to store and patron.

Look after the weaker departments in your store for a while. The stronger ones can take care of themselves that long. You can build up any department by proper attention to it.

If you can't be original, be careful whom you copy. Pick out a good man for your model and then use only his best ideas. It's a fool notion to copy other people's worthless ideas.

No man can compute the number of victims whose constitutions have been wracked to distruction by the poisonous patent medicine man through the daily press and magazine advertisement.

You can bluff people so long and that's all. It is possible while it lasts, but my, what a reaction! How quick the man that uses bluff talk is branded as a fakir! What little confidence is reposed in him!

Some chaps get discouraged too easily. If you find the other fellow cutting into your trade, dig in! What kind of a sprinter would he be who stopped running the minute another man came up even?

To surmount obstacles, to wrest success from failure, to keep at it, to make good by hard work and unswerving determination—this is the work of the strong man. He closes his eyes against dispair.

When you are in a quandary as to whether you should keep extra money on a mistaken charge—why just figure it out that it is a low trick—that a man's character should count for more than the cash.

The manufacturer who has a good thing for the retail grocer to sell will have little trouble in making a friend of that merchant. If his goods lack merit he would better spend his money trying to fool the consumer.

Quiz your clerks about the goods you are advertising. See that they know what the publicity end of the store is doing. A clerk will make bad breaks with customers if not posted on the advertising of the day.

Evil words and criticisms always find their way back to those who spoke them. And besides, it's the rule that those who do this sinister and underhanded talking are not as respectable as those about whom the things are said.

If a man be surrounded by large-hearted and big-souled men of character, it is a safe thing to say that he is a "good" one. The opposite environments may also show him to be what might be called a personality fakir or a fraud.

To give some idea of how weeds multiply, it may be stated that a single plant of pepper grass will produce 18,000 seeds; dandelion, 12,000; shepherd's purse, 37,000; wheat thief, 7,000; common thistles, 65,000; chamomile, 16,000; ragweed, 5,000; purslaine, 375,000; plantain, 47,000, and burdock, 43,000.

Nothing pleases a "little" man more than an opportunity to act big. They don't seem to realize that in the end that they're bound to be trimmed down to just where they belong. Just so sure as you see a man act "big," you can always put him down for "little." Big men never have any spread-eagleism about them.

The State's orange crop aggregated 28,000 carloads, packed in 10,620,000 boxes, which contained 3,276,000,000 oranges. The gross receipts for this prodigous output were $30,800,000 of which the railroads received $11,000,000 and the shippers and growers jointly $19,800,00. The gross receipts from one car are thus $1,100.

To find the "secret" to successes is as much the object of beginners as the North pole is to the navigators and explorers. Still, there is no such thing as a "secret" to success. It's plain as day. It's hard work—correct work and reliable work. It it's in you, see that it comes out—if it's not in you, see that it get's there.

Every once in a while one meets somebody on his street who discourses on his "beliefs"—his honesty and principle and so on—and then they are heard the next day telling "business" [illegible] "business' ways. "Business is business," they say. "Dishonesty in that case is **dishonest** business.

During the seventeenth century the first druggist came to America and closely followed English precedents, modifying them, however, by the practice of the Indians with whom they came in contact. Quack apothecaries began to spring up in the new land and 1636 the colony of Virginia passed a law which among other things regulated the prices of fees of the druggist. At this time it was fashionable for the druggist to practice surgery in addition to pharmacy, and the Virginia colony contained a large number of people who were proficient in both professions.

U. S. Metal Polish

POLISH.

Qts [illegible] per doz
Pts [illegible] per doz
½ Pts .....$2.00 per doz

PASTE.

1 lb.....$3.00 per doz
½ lb [illegible] per doz
3 oz [illegible] per doz
Barkeeper's Friend Pts [illegible] per doz $1.75

U. S. METALLIC POLISH PASTE

is put up by a Practical Chemist [illegible] in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. For sale by all dealers. Also the Savoy Alkali Floor Powder, containing no grease.

J. T. WILSON.

Pacific Coast Agt. [illegible] 5th St. S. F.

Cracker Jack

"The More You Eat
The More You Want"

The World's Greatest 5 Cent Seller

Dodge, Sweeney & Co.

Agents

San Francisco California

Coast News.

CALIFORNIA.

Los Angeles:—The creditors of W. G. Gilbert have just called a meeting. Mr. Gilbert was engaged in the grocery business.

L. F. Ingledue has sold his grocery to Geo. E. Loring. This transfer took place on October 14th.

A suit for $209 has been instituted against H. W. Stinson ,a grocer.

Mr. P. W. Dyer has sold his grocery store for $150.

On Oct. 17th, Mr. Chas. R. John will sell his grocery business to E. L. Du Bose.

On October 15th the grocery belonging to H. Scheim was sold to B. Wilitzky.

F. C. Barth has also sold out his grocery business. This sale took place on October 9, Mr. D. W. Prutsman assuming the proprietorship.

Ocean Park:—A meeting of the creditors of G. A. Burns has been called. Mr. Burns is a grocer.

Sacramento:—G. F. Stubbe has sold his grocery to D. C. Hubbard.

Dehesa:—F. W. Munger has sold his grocery to Duncan Brothers.

Glendale:—On October 15th, Currier & Son sold their grocery business to Cecil E. Shaver.

Oakland:—Andrew Bauman sold his grocery store for $1,300.

San Bernardino:—Eddy & Buford, grocers, sold their business on October 17th to the San Bernardino Grocery Co.

Spoonville:—Brown & Wemple have just been burned out, losing a complete line of groceries.

WASHINGTON.

Seattle:—Allen Hayward sold out his grocery store for $650.

W. S. Mayfield sold his grocery store to Augustine & Kyer.

Anacortes:—The partnership existing between Taggert & Morrison has been dissolved. Mr. Taggert will continue the grocery store alone.

Dayton:—Warwick and Wood have discontinued their grocery business.

Omak:—W. S. Shumway is to be succeeded in the grocery business by the Omak Mercantile Company.

Tacoma:—W. H. Peirce, the grocer, is being succeeded by S. M. Neff & Son.

Craig & Hicks are reported selling out.

Everett:—S. E. Swanson has sold his interest in the grocery firm of Swanson Bros., to his brother, P. O. Swanson.

been incorporated.

Prescott:—Hines Co., grocers, have

OREGON.

Merrill:—Mr. Frank Brandon sold his interest in the grocery firm of Whitney & Co. to Mr. Perry Whitney.

Extraordinary stories are told of the increasing scarcity and value of sables, which, a London paper says, people are beginning to pass down as heirlooms to their descendants. A sable cost which two years ago would have cost $20,000 would now be valued at $30,000. The two most costly sable coats in the world are worn by the Empress of Russia and her cousin, Queen Maud of Norway. The coat of the Empress is made of the finest sables which could be obtained in Europe, and is worth about $250,000. The coat which Queen Maud wore when she went with King Haakon to the famous Guildhall banquet is worth $150,000.

EVERYBODY KILL RATS.

To The Members of the Merchants' Association and the Public:

The health authorities have declared that the existence of rats in the city at the present time **is a very serious menace** to the health of the community.

Unusual efforts are being made by the city and national authorities to procure their entire extinction and to encourage their destruction a bounty of five cents has been offered for each body delivered at the various offices of the Health Board.

The co-operation of every citizen is demanded at this time, as the health of the community is threatened.

Every rat in the city must be looked upon as a positive danger and every individual must constitute himself an agent for their destruction.

The Merchants' Association appeals to every person in control of any property which rats may or do infest, to **immediately** take steps for their destruction.

Let us have universal action upon this matter at once.

Once we had a Chinatown and a Barbary Coast where a danger of this kind was concentrated. At the present time it is scattered broadcast throughout the city and **any rat anywhere** may be the bearer of a dangerous disease to be transmitted by means of fleas to a human being.

The Merchants' Association appeals to every occupant of houses, stores and factories to make war at once on rats to their utter extermination.

The accompanying recommendation of the U. S. Public Health and Marine Hospital Service is earnestly called to your attention:

"The owners and managers of granaries, warehouses, mills, factories, stables, abattoirs, bakeries, hotels, restaurants, and places of business

Cable Address "CLUFFECK." Telephone Temporary 2860

William Cluff Company, Inc.

Wholesale Grocers

Importers and Exporters of Cigars and Tobacco.

Spear and Mission Sts.

San Francisco, Cal.

HAAS BROS.

Wholesale Grocers---

Importers and Commission Merchants

100 CALIFORNIA STREET

(Corner Davis)

San Francisco California

generally, should at once co-operate with the authorities in ridding their premises of these pests which are so dangerous to the health and commerce of the city.

"The following methods are recommended:

"1. The employment of professional rat catchers for large establishments.

"2. Trapping and poisoning by employers. The most reliable poisons for this purpose are: Phosphorus paste, arsenic and Danysz' Rat Virus. These should be placed in rat holes and rat runs, and the hole carefully closed. Care should be taken that phosphorus and arssnic are not placed where they are accessible to children and domestic animals.

"3. Exclusion of rats from buil'dings by closing the holes and runs in the basements and first floors. Rats enter, as a rule, by burrowing from below, and through the openings in the walls or floor for the passage of plumbing. These openings should fit the pipes accurately and should be surrounded with cement or brick. Tin or sheet metal of some kind should be used to cover holes in woo'en floors.

"4. Kitchen refuse and garbage should be placed in metal cans with tight fitting covers. This should be removed and destroyed daily. Exposed food is a great attraction to rats, and householders will find that no food no rat is axiomatic.

"5. Finally, it is recommended that all basements and ground floors be cemented to render buildings ratproof (vermin proof).

RUPERT BLUE,
"Passed Assistant Surgeon, Commanding."
THE MERCHANTS' ASSOCIATION OF SAN FRANCISCO.
L. M. King, Secretary.
Frank J. Symmes, President.

GROCERY CLERK GETS THE LIMIT

Sutton Blames Rosser For His Downfall—Given Six Months.

Sacramento Grocers Prosecute Thieving Employee.

Sacramento. — John W. Sutton, a driver for the American Cash Store, confessed in the City Justice's Court this morning that he had stolen various sums of his employer's money and blamed for his downfall William Rosser, another employe of the firm, who was arrested several weeks ago upon suspicion of being a defaulter but who was later released as the proprietors of the firm did not desire to prosecute him.

City Justice March gave Sutton the limit—six months in the County Jail. The charge was one of petty embezzlement, as it was shown that the young man had not taken more than a few dollars at a time. Sutton pleaded with the Court for another chance and promised to make good every dollar of the misappropriated funds if only given an opportunity. His cries were unheeded and he was sent to jail.

According to the story related by Sutton, several weeks ago Rosser came to him and stated that he (Rosser) was short in his accounts. He asked Sutton to aid him, promising the later that he would repay him as soon as he received some money from his relatives. Sutton agreed to help Rosser out and it was while doing this that his defalcations were discovered and he was arrested.

Rosser has heard that the firm was about to prosecute him and has disappeared, not telling any of his friends his destination.

How many times do we not hear this remark, "Well, if any man is not good enough to take my word, he's no friend of mine," and yet these same individuals who do the loudest shouting are least trustworthy. What can they expect—they earn a reputation for falsehood—they tell them repeatedly—what do they expect. These are generally the persons who do the loudest shouting. Have you not your idea of a man who tells one lie—much less many? They are entitled to no quarter.

FOR SALE.

FOR SALE—FORTY POUND CAPACITY, COKE, COFFEE ROASTER, IN GOOD CONDITION. APPLY OR WRITE, COMPTON TEA & COFFEE STORE. PALO ALTO, CAL.

FOR SALE.

LONG ESTABLISHED RETAIL GROCERY BUSINESS LOCATED IN CENTER OF SAN FRANCISCO. NEW FIXTURES, NATIONAL CASH REGISTER, DAYTON SCALE, ICE BOX, ETC. REASON FOR SELLING OTHER BUSINESS CARES. FOUR YEAR LEASE WITH VERY LOW RENT GOES WITH SALE. $2500 CASH REQUIRED. APPLY BY MAIL OR IN PERSON, "ADVOCATE" J. T.1714 WEBSTER STREET.

AN OLD ESTABLISHED, WELL-PAYING GROCERY, FEED AND POULTRY SUPPLY BUSINESS IN PROSPEROUS INTERIOR TOWN. NATIONAL CASH REGISTER; DAYTON SCALES; HALL SAFE; SHOW CASES, ETC., GO WITH THE BUSINESS. STOCK ALL CLEAN AND NEW. THIS IS AN EXCEPTIONAL OPPORTUNITY FOR A LIVE UP-TO-DATE MAN OR FIRM. OTHER BUSINESS INTERESTS REQUIRE THAT THIS BE SOLD WITHIN THE NEXT 60 DAYS. ABOUT $3,000 CASH REQUIRED.

ADDRESS INQUIRIES TO G. B V., CARE "ADVOCATE," 1714 WEBSTER ST., SAN FRANCISCO.

TERMS, STRICTLY CASH.

LOCATION—WITHIN 2 HOURS RIDE OF SAN FRANCISCO.

BUSINESS DOING $40,000 PER ANNUM IN A PROFIT PAYING MANUFACTURING TOWN, WHERE THERE ARE NO CUTTERS. PLANT IS DIVIDED INTO TWO PARTS—ONE A FIRST-CLASS BRANCH DOING A BUSINESS OF ABOUT $1,000.00 PER MONTH. MAIN STORE BUILDING IS 27½X64 FEET AND NEWLY FITTED UP. THERE IS AN ANNEX, STORAGE ROOM, BARN AND COAL SHED. REASON FOR SELLING GIVEN ONLY TO BONA-FIDE INQUIRERR-EXCEPT TO SAY, THAT REASONS ARE PERFECTLY LEGITIMATE. AVERAGE MONTHLY PAY-ROLL OF FACTORY EMPLOYEES IN THE TOWN EXCEEDS $65,000. BUSINESS EMBRACES GROCERIES, FEED, HARDWARE, CROCKERY AND DRY GOODS, AS WELL AS COAL, LIME AND CEMENT. ADDRESS "SQUARE DEAL," CARE "ADVOCATE," 1714 WEBSTER ST., SAN FRANCISCO.

FOR SALE—AN ALMOST NEW LAWSON CASH CARRIER SYSTEM OF STATIONS, COMPLETE IN PERFECT WORKING ORDER. PRICE $75.00 CASH, F. O. B. ADDRESS, THE FAIR CO., SAN JOSE.

OLD ESTABLISHED GENERAL MERCHANDISE BUSINESS FOR SALE, LOCATED IN LIVELY MINING TOWN IN NORTHERN PART OF STATE. SALE BEING MADE BECAUSE PRESENT OWNER HAS HAD THE BUSINESS FOR FORTY YEARS. APPLY J. H., CARE "ADVOCATE 1714 WEBSTER ST., S. F.

BUSINESS CHANCES.

NOT A BETTER PLACE ON EARTH FOR A WHOLESALE GROCERY HOUSE THAN ASTORIA, OREGON. LIVE WIRE COULD CONTROL ALASKAAN TRADE. TWO-THIRDS OF THE PEOPLE OF THE WORLD LIVE ON THE PACIFC SHORES; THEY ALL MAKE REGULAR BUSINESS OF EATING. YOUNG HUSTLER OUGHT TO START CO-OPERATE COMPANY OR PROMOTE AND LOCATE IT HERE. YOU WOULD DOUBLE YOUR DOLLARS IN THIS BUSINESSFIRST YEAR. WRITE CHAMBER OF COMMERCE, ROOM 200, ASTORIA, OREGON, FOR PARTICULARS. REMEMBER, ASTORIA IS ONLY DEEP-WATER PORT ON COLUMBIA RIVER AND IS ONE OF ONLY FIVE ON PACIFIC COAST.

Attracting Trade.

RETAILERS ADVERTISING.

Prices do not cut much of a "figure" when the quoted goods are bulk stuff. People are seldom impressed with the bargain character of a coffee or tea that bears no brand of general reputation, no matter how low the price has been cut. Even when well known brands are used as "leaders," prices being sharply cut, the people are not always drawn, because there is always the possibility of the goods being fire-damaged or shop-worn lots. **Therefore price is not the be-all and end-all of retail advertising that some people believe.**

Prices Should Be Given.

Prices should be given, of course, in order that the public shall be able to form some sort of idea of the amount they would be called upon to spend if they took advantage of an offer in the ad. and visited the advertiser's place of business. But it is plain enough to anybody who will investigate the subject that price cannot sustain the burden that is placed upon it in some classes of advertising. Other factors are considered by the buyer.

Free Adulteration.

A great deal of scandalous trash anent adulteration appears in the public prints. It is a great shame that this should be, for there are much more important sins against the people which seldom come to light—much worse sins than the worst of those falsely imputed to the food packers—but of course it helps to hide the trail of real grafters when the food authorities make an absurb fuss over over-greened peas, colored catsup, and similar trifles.

Purity—That's one of the "other factors" than price.

Another is, honesty in weighing and measuring goods.

Cut Price—Cut Weight.

Nine out of ten consumers suspect crooked work in the weight or measure when price is cut temptingly low, and you know and we know that sometimes there are grounds for this sort of distrust. This being so, why can't advertisement writers in the grocery business take cognizance of the weight and measure question and use the honest weight of their goods as a reason for the public patronage of the grocer?

Then there are such matters as the service of the business, the competency of the salesman, the puctuality of the delivery service and even the cleanliness of the store—all being matters of minor importance perhaps, but when a person is waiting impatiently for, say a pound of butter that doesn't come, a little thing like tardiness in delivery assumes an aspect of grim importance. Now, why can't these points be discussed in the grocer's advertisement in a manner that shall interest the public and relieve the strain that has been put upon price?

Quality Tells.

But, after all is said and done, it is the quality of the goods that is of the first importance to the ad. writer, if not to the ad. reader. The price of the article may come first to the latter, but to the former it must come second to quality, because quality is not only important in itself but furnishes the ad. writer with opportunity to impress or charm the public.

What is there in a mere list of goods and values to impress? What is there in it to differentiate the work of the master and the work of the apprentice? Is there need of the master when only price is used to bring the public to the point of buying? Is there need of the essays on advertising when all charm, magic, are dropped from grocery advertising, and a mere slip of price list is relied upon to turn customers from other doors to one's own door?

Even some of the more advanced grocery advertisers need coaching upon these points. A friend has handed us a copy of a handsome circular bearing the name of a progressive tea and coffee concern of this city. The "inducement" mentioned in this circular is a "beautiful imported holiday card," but the price list part of the circular is evidently the important part, and here it is reproduced:

"BEST TEAS, 35c Lb. You may

HANDLE
SPERRY FLOUR
and make a Good
PROFIT!
The most popular brand on the Market.

OAKLAND ROSTER.

Retail Grocers' and Merchants' Association of Alameda County.

H. D. Cushing, President, 528 13th St., Oakland.
H. Hauch, Vice-President, 14111 Park St., Alameda.
Jas L. Woodworth, Treasurer, 551 East 12th St., Oakland.
T. L. Fleming, Sunset Grocery, Oakland.
JJohn Mitchell, Gardner-Mitchell Co., Oakland.
Andrew J. Nor, 1572-74 7th St., Oakland.
S. J. Sill, President S. J. Sill Co., Berkeley.
Geo. A. tum Suden, 1277 13th Ave., Oakland. **W. T. Rancel,** Sec'y.

have any kind you wish at same price. **Our best** at 35c. lb. is equal to any 70c. tea sold at retail.

"SPECIAL TEAS, 25c lb. This tea is warranted pure, of high quality and better than most 50c tea. Don't pay a gift tea store 60c for no better.

"DUCHESS BLEND COFFEE, 25c. lb. This coffee is as fine as money and skill can produce. No reason why you should pay someone else 35c for not as good.

"RIC-CO-PO BLEND, 20c lb. This coffee is the "Cream of the Antilles"—grown under the American flag. Rich in strength and delicious in flavor. No reduction in any quantity.

"P. M. BLEND, 18c lb. This is a very popular coffee. In spite of the low price it is a good drinker and wins friends every day. Department stores sell the same grade at 25c on bargain days."

Give Information.

Now, these excerpts are not so bad but that they might be much worse. Indeed, they are better than a good many of the descriptive paragraphs in grocery price lists and catalogues. Their great defect is that they don't go far enough. They don't differentiate the grades of tea and coffee sufficiently. They don't give enough information to the reader to enable him to form an expectation of what the goods would really be. They don't dwell upon the vital points. Who cares where coffee or tea is grown? Who cares whether coffee or tea is produced under this or that flag? What people want to know is how coffee or tea drinks. In the clippings printed above there has been some perception of this point, but the writer doesn't go sufficiently into details. So far as the tea is concerned there seems to be no reason why the cheap teas should not be preferred to the higher-priced kinds So far as the coffee is concerned there is certainly too little made of the merits of the best grade.

MAPLE SUGAR.

Despite the fact that the maple sugar crop of last winter was one of the largest in recent years, the market price of maple products is today from 15 to 20 per cent higher than at this time last year. Yet the demand remains strong and the scarcity of the goods is marked. The fact that the crop came onto a dry market does not fully explain the situation, and jobbers who have been in the market lately are at a loss to account for it.

Those who have studied the causes have discovered a new line of consumption which may go a long way to explain the shortage. It appears that several of the new patent cereals employ maple sugar as an ingredient and during the past two years have drawn large stocks from the Northern forests. This year the tobacco trust is reported to have used maple sugar rather than cane sugar in sweetening its plug tobacco and to have found it a great improvement, wherefore not less than 1,000,000 pounds of sugar have been used for that purpose. So heavy is the demand on the producers that it is claimed there are not in Canada and our Northern States a total supply of ten carloads in first hands and new crop cannot be expected before February or March.

SELL
CARNATION
MILK
And be
"The Modern Milkman"
Carnation Quality
makes it sell.
Pacific Coast Condenced Milk Co.
Seattle, Wash.
JOHN H. SPOHN CO.
Agents, San Francisco, Cal.

MAPLEINE



Is synonomous with EXCELLENCE, PURITY AND WHOLESOMENESS and is the only extract on the market which gives the true maple flavor and makes **A Better Syrup** than "Ye Old Time Maple." It is used for flavoring cakes, frostings, desserts, bonbons, ices—in fact any dainty in which a maple flavor is desired. A 2-oz. bottle at 35c will make more than two gallons of pure syrup. Write today for a sample bottle and give it a trial. **Mapleine** is very popular and a ready seller.

John H. Spohn Co., Agents,
50 Clay St., San Francisco.

Made only by
Crescent Mfg. Co., Seattle, Wash.

AMUSEMENTS.

NEW ALCAZAR.

With a company of fifty people in speaking parts, together with as many more in the fourth act, **"The Pit"** holds the attention of crowded houses all this week. The Alcazar company is to be congratulated upon the great work done in this production.

Next week Leo Dietrichstein's great comedy, **"Before and After,"** will be the bill. This will be the initial production of the comedy in San Francisco. The play scored a distinct success in New York last season.

As will be noted elsewhere, **"The Heart of Maryland,"** David Belasco's great play, is billed for the week of October 28th. On Tuesday evening of that week the grocers of San Francisco will be there in force.

CENTRAL.

The spectacular melodrama, **"Bertha, the Sewing Machine Girl,"** is making a great hit this week at the Central Commencing next Monday night **"Tracked Around the World,"** is the bill.

CHUTES.

Commencing next Sunday afternoon **"Fighting the Flames"** will be put on in the theatre. This is a story by real characters. Wonderful electrical and scenic devices, together with real horses, fire engines and other appropriate appliances are introduced. The run to the fire is carried out in a most realistic manner by use of the same mechanical devices as used in **"Ben Hur."**

AMERICAN.

"The Isle of Spice" finishes the current week. Commencing Monday next **"The Yankee Regent"** hold the boards.

NOVELTY.

Ben Hendricks in that old-timer, **"Yon Yonson"** is at this house this week. Another ancient offering, **"In Old Kentucky,"** plays at the Novelty next week.

VAN NESS.

William Faversham in **"The Squaw Man"** is the bill for the week of Oct. 21.

PRINCESS.

Vaudeville will continue at this house all of next week. Commencing with the week of October 29, the comic opera season arranged for the house, commences. **"The Mocking Bird"** will be the first opera sung.

COLISEUM.

Now that society has given this splendid rink the recognition its excellence long ago entitled it, the attendance has materially increased.

ROBBERY AND FIRE.

Cottonwood Merchants Suffer From Depredations of Bold Thieves.

Redding, October 3.—Seaman Brothers' grocery store in Cottonwood, occupying a two-story brick building, was burned shortly after midnight. The building, belonging to Carl Munter, was worth $3000 and the stock of merchandise was worth $3000 more. Seaman Brothers believe that the building was set on fire by unknown persons, whose purpose was robbery. At their request Sheriff Montgomery made an investigation to-day. Telephone and telegraph wires are out because of fires in Cottonwood and Tehama and it is not known here whether any arrests have been made to-day.

Coming the night following the attempted robbery of the Butterway Brothers' store, which failed because George Butterway succeeded in capturing the robber, leads the Cottonwood people to believe that their town has been marked by a gang of thieves.

It was found that Seaman Brothers' safe had been blown open. The fire was probably started to cover up tracts of the robbery. A rifle was found in the ruins. This must have belonged to the robbers, for no gun was kept in the store.

Grocers' Theatre Party—"Alcazar"—October 29th.

LOOKING FOR LOCATION.

To Establosh a Cereal Food Manufactory on This Coast.

Chico. — If proper influences are brought to bear this city has an opportunity to secure the location of a cereal food manufactory in this vicinity, says the Record. Secretary J. G. Neubarth of the Chico chamber of commerce is now corresponding with the Eastern proprietors and an answer is expected soon.

Mr. Pierce, the Pacific coast agent for the Egg-O-See Company of Chicago, has been in Chico and stated that he is touring California to select a suitable site for the location of a factory to manufacture the article. He said that the manufacturers of the food use California and Oregon wheat largely in producing the article, and feel that by locating a factory in this State they will be enable to save largely on the price of wheat through transportation charges.

Get busy! To-day, not to-morrow, is the accepted time. If you would be a success, be one. No one is stopping you. Your hands and feet are not tied. You need not wait till some drives up in a 4 horse-power automobile and invites you to ride with him to fame and glory. Hard work and a little common sense will do the trick. Get busy.



CALIFORNIA'S
CHOICEST PRODUCT
TIPO CHIANTI
RED OR WHITE
Produced by the

ITALIAN-SWISS COLONY.

ASTI, SONOMA COUNTY

San Francisco Offices:
Battery and Greenwich Sts.

New York Offices:
NE cor West 11th & Washington Sts.

Grocers Attention!

On Tuesday Evening, October 29th

The California "Boston Club"

Will give a theatre party at the New Alcazar. The play will be "The Heart of Maryland." Scores of grocers have purchased tickets. All of the Mayoralty candidates have purchased boxes and will attend.

"Your Dues will Pay Your Fare."

California Should Be Strongly Represented at the Next Annual Convention of the

National Retail Grocers Association

Which is to be Held at

BOSTON, MASS., MAY, 1908.

Join the California "Boston Club."

Full details will be forwarded to anyone who may be interested on application. ADDRESS

FRANK B. CONNOLLY

Director, National Association of Retail Grocers.

Secretary, California Retail Grocers and Merchants Association.

901 Stanyan Street **San Francisco**

Port Costa Flour

(28 per cent Gluten)

Golden Poppy Oat Flakes
Golden Poppy Cereals

ENCORE PANCAKE FLOUR



PORT COSTA MILLING CO.

210 Battery Street San Francisco

THE RETAIL

GROCERS ADVOCATE

E. D. EDDY, EDITOR. SAN FRANCISCO, CALIFORNIA, OCTOBER 25, 1907. VOL. 12, NO. 42.

PHOENIX FLOUR

The Whitest **The Best**

Made in Sacramento, Cal.

Up=to=date Machinery

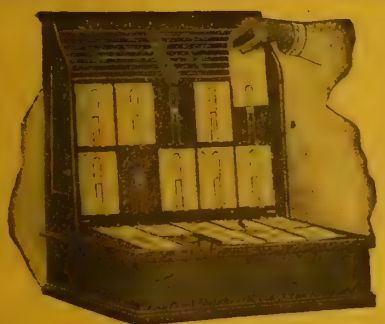
Modern Ideas Coupled with the Thirty Years Experience at the same Location Has Taught Us What Kind Of Wheat To Blend.

RESULT: = PERFECTION

Agencies at Oakland, Eureka, Placerville, Red Bluff and Reno.

PHŒNIX MILLING CO. Sacramento, Cal.

B. E. BRYAN, Oakland Agent, 17th and Wood Sts.
Phone Oakland 8254



The Money You Save Is What Counts

If you spend a large part of your PROFITS in doing Needless Work, your BANK ACCOUNT will be correspondingly smaller.

THE McCASKEY ACCOUNT REGISTER SYSTEM takes care of all your accounts giving you COMPLETE DETAILS of every Transaction, and every Transaction is completed at the time it is made.

Cash Sales, Credit Sales, Cash on Account, C. O. D., or Exchange Sales, Money Received on Account or Money Paid out—all done WITH ONLY ONE WRITING. Credit Sales handled as fast as Cash Sales. No Forgetting to charge goods. No disputes with customers. No Night Work. It is a Collector and a Trade Getter.

Our 64-page Catalog is FREE.

WE CAN SHOW YOU

How Our Register Quickly Pays for Itself, and Continually Earns You a Profit.

W. A. HAWLEY, General Agent Pacific Coast,

237-38 BACON BLOCK, OAKLAND, CAL.

BRANCH AGENCIES: Los Angeles, Cal.; Sacramento, Cal.; Spokane, Wash.; Portland, Ore.; Seattle, Wash.; San Jose, Cal.

THE McCASKEY REGISTER CO., 34 Rush St., Alliance, Ohio, Manufacturers of the Celebrated Multiplex Duplicating Carbon Back Counter Pads, also Single Carbon and Folding Pads.

The Advocate Endorses the McCaskey Account Register.

You take no risk in Selling

RUMFORD

"The Wholesome"

Baking Powder

A guaranty of its purity is on file with the Secretary of Agriculture, Washington, D. C.

Best of the high-grade powders at a reasonable price.

It will pay you to push it.



We Sell

Rice!

From MILLS
Direct to YOU

Send for Samples

W. T. Welisch & Co.

RICE FACTORS

Monadnock Bldg. S. F.

New Sauerkraut

Orders
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Y-E-A-S-T

Golden Gate Compressed Yeast Co.

Washington and Fillmore Sts.

THE
RETAIL GROCERS ADVOCATE
Published Every Friday by the

CALIFORNIA
RETAIL GROCERS
AND
MERCHANTS
ASSOCIATION

EARL D. EDDY. Editor and Manager.
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The firms listed below are using the columns of The Advocate in the cause of publicity. We urge our friends and members to remember them in placing orders.

AGENTS, MNFRS.
R. A. Holcombe & Co., 50 Clay St.
W. A. Hawley, 237-38 Bacon Blk., Okd.
Beck Hardware Co., 73-75 Clementina.
Kelly-Clarke Co., 23 Market.
John H. Spohn Co., 50-52 Clay St.
Fred F. Hobbs Co., Hansford Bldg.
The C. B. Jennings Co., 41 Clay St.
Johnson-Lock Mercantile Co., 213 Sansome St.
P. E. Lenfesty, 49 Hartford St.
Castle Bros., 1444 O'Farrell St.
Hughson & Merton, 438 Market St.
Mailliard & Schmiedell, Front and Sacramento Sts.
M. L. Wooley, 628 Third St.

AMMONIA.
Pacific Ammonia Bottling Co.

BAKING POWDER.
"Royal," Johnson-Locke Mercantile Co., Agts., 213 Sansome St.
A. Schilling & Co., 2nd and Folsom.
"Rumford," Mailliard & Schmeidell, Agts.
Crescent "Egg-Phosphate." John H. Spohn & Co., Agts.

BANKS.
Swiss-American Bank, 1452 Fillmore.

BEER.
California Bottling Co., 1255 Harrison.

BITTERS.
Lash's Bitters Co., 1721 Mission.

CATSUPS.
Pacific Vinegar & Pickle Works, 161 Sacramento St.
"Snider's John H. Spohn Co., Agts., 52 Clay St.
"Griffon's," California Fruit Canners' Association.

CHEESE CUTTERS.
"Perfection," Levenson Co., Distributors. Front and Pine Sts.

COFFEE, TEA, ETC.
J. A. Folger & Co., Spear & Howard.
M. J. Brandenstein & Co., Mission near Spear
A. Schilling & Co., 2nd and Folsom.

COFFEE MILLS.
F. F. Wear, D. S. A., Pacific Coast.
Hobart Mills, 137-139 Telegraph Ave., Oakland.
"Royal," Beck Hardware Co., Agts., 604 Mission St.
"Enterprise," 438 Market St.

COLLECTORS.
American Collection Agency, Grant Bldg.

COMMISSION MERCHANTS.
Dodge-Sweeney & Co., Hathaway Wharf, San Francisco.
Scatena, L. & Co., 104 Washington. Phone Temporary 243.
Scheer, Morehouse & Grandi, Hathaway Wharf and 33 Clay St.
Monotti-Larimer & Co., 707 Grove St.

CONFECTIONERY.
"Hunky-Dory," Dodge, Sweeney & Co., Agts.

DELICACIES.
Rathjens, P. F., 1315-1319 Pacific.
Wieland Bros., 309-311 Davis St.

EVAPORATED MILK.
Carnation, John H. Spohn Co., Agts., 50-52 Clay St.
Alpine, F. F. Hobbs Co., Agts., Hansford Bld.
Borden Condensed Milk Co., Johnson-Locke Co., Agts., 213 Sansome St.
"Honeysuckle," Kelley, Clarke Co., 23 Market St.

FLOUR.
Crown Mills 416 JJackson St.
Del Monte Milling Co., Lombard and Montgomery. Phone, Temporary 1089.
Globe Grain & Milling Co., Chestnut and Montgomery. Phone, West 1616.
Port Costa Milling Co., Battery St., near California.
Bay City Mills, J. C. Westphal & Sons, proprietors, 1st and Clay St., Oakland.
Phoenix Milling Co., Sacramento.
Sperry Flour Co., 112 Spear St.

GINGER ALE.
D. Steimke & Co., Union and Octavia

INSECT POWDER.
"Eureka."

LYE.
"Red Seal."

MAPLEINE.
John H. Spohn Co., Agts., 52 Clay St.

McCASKEY ACCOUNT REGISTER.
W. A. Hawley, Agt., 237-38 Bacon Block Oakland.

MINCE MEAT.
"None Such Condensed," Merrell, Coule Co

MEAT SLICING MACHINES.
"Enterprise," 438 Market St.

OIL TANKS, ETC.
Beck Hardware Co., 604 Mission St.
F. F. Wear, "National," 137 Telegraph Ave., Oakland.

PAINTS, OILS AND GLASS.
W. P. Fuller & Co., Mission and Beale. Phone, Temporary 940.
Whittier, Coburn & Co., Sansome St.

PAPER.
A. Zellerbach & Sons, 421 Jackson St.

PASTE.
Cleveland Macaroni Co., Golden Egg Brands

PEANUT SELLERS.
Kingery Mfg. Co., 406 E. Pearl St., Cincinnati, Ohio.

PICKLES, ETC.
Pacific Vinegar & Pickle Works, 161 Sacramento St.
Reed Pickle Works, 1507 Folsom.

POLISHES.
X-Ray Stove Polish, R. A. Holcombe Co., Agts., 50 Clay St.
U. S. Metal Polish, J. T. Wilson, Agt., 2871 16th St.

PROVISIONS.
Cudahy Packing Co., Union St.
Western Meat Co., 17th and Harrison Sts.
Swift & Co., 5th and Townsend Sts.

PRUNES.
Los Gatos Cured Fruit Co., Los Gatos

ROOT BEER.
Chas. H. Hires Co., Philadelphia.

RICE.
W. T. Wellsch & Co., Monadnock Bldg
New Orleans Rice Co., 104 Front St.

REFRIGERATORS.
Ft. Smith Refrigerator Works, Beck Hardware Co., 73 Clementina St.

SAFES.
Parcell's Safe Co., 542 Market St.
Richardson Bros., 131 Fifth St.

SCALES.
James Geddes & Co., 433 Larkin St.

SOAPS.
"Sapolio," J. P. Gillespie, Agt.
Babbitt's Brands, C. B. Jennings Co., Agts., 41 Clay St.
Cudahy Packing Co., 45 Clay St.
Fels Naptha.
Grandpa's Wonder
Swift & Co., 5th & Townsend Sts.
Peet Bros., 628 Third St.

SODA WATER.
D. Steimke & Co., Union and Octavia Sts.

SYRUPS, ETC.
Long Syrup Refining Co., 8th and Brannan

STATIONERY.
Schwabacher-Frey Co., 12 Sutter St.

WHISKEY.
The Rothenberg Co., 7th and Franklin Sts., Oakland.
Wichman, Lutgen & Co., Everett and Harrison Ave., Alameda.

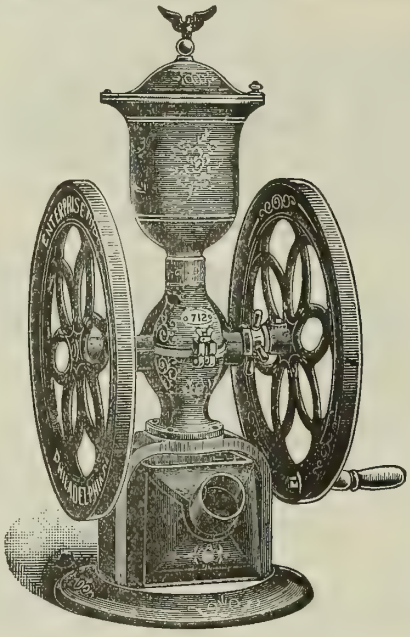
TEA AND COFFEE BAGS (Air Tight.)
James Hermann, 2975 Pacific Ave.

VINEGAR WORKS.
Pacific Vinegar & Pickle Works, 161 Sacramento St.
Western Yeast & Vinegar Works, 143 11th
Phone, Special 274.
Reed Pickle Works, 1507 Folsom St.

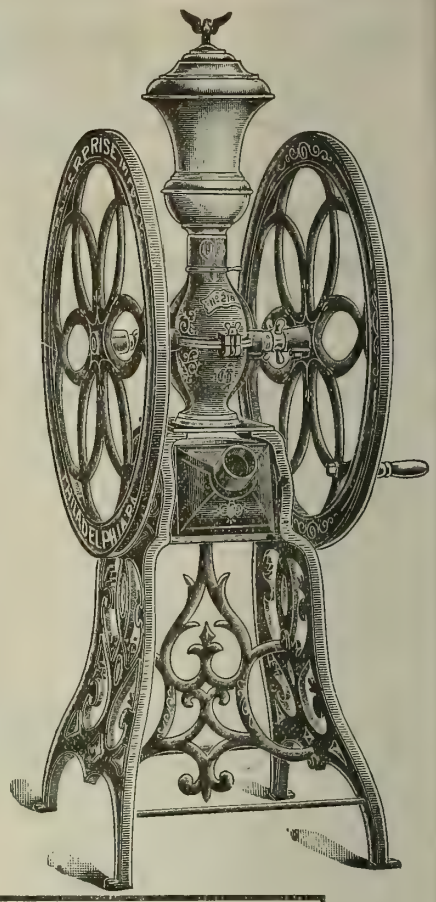
WHOLESALE GROCERS.
Haas Bros., 100 California St.
Lennon, John A., 215 Eddy St. Phone Emergency 10.
J. H. Newbauer & Co., 430-432 5th St.
Wm. Cluff Co., Spear and Mission Sts.
Hooper & Jennings, Bryant near Third St

YEAST.
Golden Gate Compressed Yeast Co., Washington and Fillmore Sts

MARKED "ENTERPRISE"



Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE." The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.



Is your equipment good? Then make it better
Dont't rest till you have the BEST—
"ENTERPRISE"

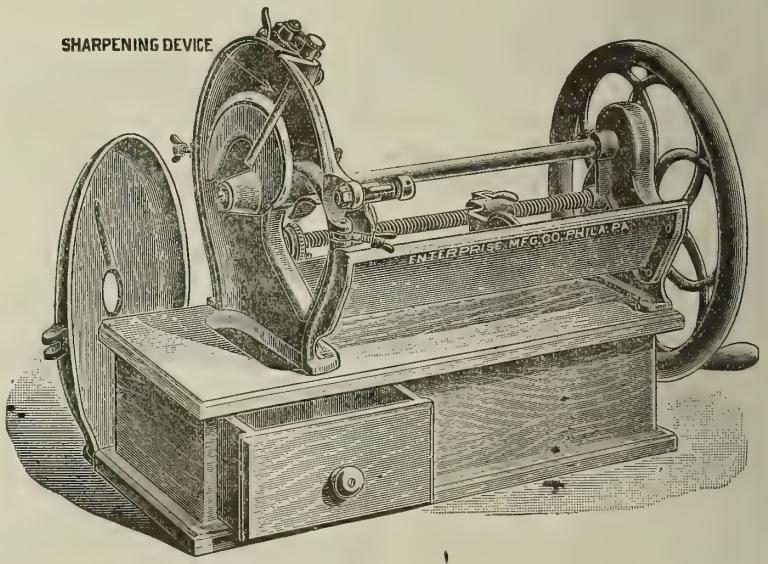
The experience of all users proves that the **"Enterprise" Rotary Smoked Beef Shaver** greatly increases the sales of smoked beef.
Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

AUTOMATIC ADJUSTABLE FEED SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump, and other specialties demanded by enterprising grocers.

The Enterprise Mfg. Co. of Pa.
Philadelphia, U. S. A.

San Francisco Office, 438 Market St.



No. 125 (with 2 Blades - $22.50
No. 129, (with 1 Blade) - $22.50

THE RETAIL GROCERS ADVOCATE

EARL D. EDDY, EDITOR. SAN FRANCISCO, CAL., OCTOBER 25 1907. VOL. 12. NO. 42.

Maintaining Prices.

Manufacturer's Right to Protect His Goods Upheld by Many Authorities.

Grocers all over the State of California have been hurt by the fact that competitors were selling Lea & Perrins Sauce at the rate of 25c. for small bottles and Eagle Milk at the rate of 15c per tin.

When a dealer sells at these prices, he nets a loss on each sale, since the margin is not sufficient to pay the cost of handling the goods.

The Directors of the State Grocer's Association decided to ask the manufacturer's of these goods to adopt the policy that has been accomplished by numerous manufacturers, of fixing the retail selling price and requiring the trade to maintain this price as one of the conditions of being allowed to handle these goods.

The Associated Retail Grocers of San Francisco at their October meeting also directed the Field Secretary to call on the Johnson-Locke Mercantile Co., and explain to them the attitude of the trade in this respect and request of them to protect the retail selling price of these goods and urge upon their principals the desirability and necessity of granting the grocers the protection they desire.

The matter was taken up with the Johnson-Locke Mercantile Co. This company stated that they desired time in which to secure advise as to the legality of such a policy.

Many Lawyers Coincide.

Before the Rainier Bottling Co. fixed the selling price of their beer at 2 bottles for 25 cents, they consulted their attorney, Mr. Hiram Johnson, who is associated with the District At-

(Continued on page 8.)

Grocers Entertainment.

Theatre Party Which Will Help the Association Meet the Expenses of National Delegates.

Every grocer in San Francisco who can do so should plan to go to the Alcazar Theatre, Tuesday evening, OCT. 29TH.

Everybody goes to the theatre once in a while. It would be a good thing to pick out this time, when by so doing you will not only have the pleasure of the entertainment, but also of meeting a lot of your friends in the business, and also add to the funds that are to be used in helping the Association defray the expenses of the men who will go as delegates to the National Convention at Boston in May.

The play for the evening is to be "The Heart of Maryland". This is Belasco's masterpiece. It is a splendid show and will be staged with all the effectivness for which the Alcazar people are famous. The Company is one of the best stock companies the city has ever seen and everyone who attends will get the full worth of his money.

The following named firms, individuals, etc., have taken boxes:

Pacific Coast Syrup Co., American Milling Co., Von Issendorf Bros., and "The Gobblers' Roost," "Good Government League," Joseph A. Stulz and party (2), Messrs. Doyle, Connolly, Pierce, Harrison, Eddy, Trask, Zeitich, Weill Bros.

Will Help Their Friends.

Grocers Urge All Dealers to Handle Only Protected Beers.

EARLY CLOSING IS DISCUSSED

The Two Grocer Candidates, King and Stulz, Given a Warm Reception.

Enthusiastic support was promised the beer bottlers who protect trade, at the October meeting of the Associated Retail Grocers, held Thursday evening, Oct. 17th, at Veterans' Hall, 431 Duboce Ave.

Several members reported that they had already put in Olympia beer because the price was being protected.

Every man present stated that he would consider it a sacred duty to advance the sale of

RAINIER,
TACOMA,
OLYMPIA

beers to the disadvantage of other beers, as long as they were the only beers, the bottlers of which, would not allow to be sold at 10c.

Vice-President Zett called the meeting to order in the absence of President John W. King. The usual routine of work was taken up and then the members took up the question of the beer situation.

Field Secretary Powers was called upon to state the steps that had been taken towards bringing about protection for the trade.

Mr. Powers explained that every beer bottler in San Francisco had been seen and urged to give the trade protection. The bottlers of local beers in every instance stated that they would be glad to see the grocers secure protection on their profits, but they were evidently afraid that they would lose so much 10-cent trade that it would not pay them. Mr. Powers explained

that it now rested with the grocers to give such firm support to the

RAINIER,
TACOMA,
OLYMPIA

beers that the bottlers who allowed their beers to be sold at 10c would feel that they were losing so much trade that it would pay them better to protect their prices also.

Price of Pint Bottles.

The only question raised was to the price for pint bottles.

N. Salomon felt that the action of the bottlers in putting a price of 10c for three bottles, or 40c per dozen on pint botles was unwise, since it would mean that if the grocer redeemed bottles he had not given out himself, he would lose 5 cents a dozen on every dozen sold.

Geo. B. Doyle explained that the grocers had advised the bottlers to take that action. Their reason for doing so, was that the grocers thought that when they invested 35c in a dozen pint bottles, they are entitled to a profit on the money so tied up and that a margin of 5c on the investment of 35c would not be much more than enough to meet the loss by breakage. Mr. Doyle stated that his customers did not expect him to take back bottlers that he had not sent out to them.

H. Hintman of 25th and Church Sts., spoke enthusiastically of the outlook, if the grocers would only stand together. He insisted that it would be only a short time before every bottler would be protecting the price of his beer if the grocers would only stand together and refuse to handle beer that the bottlers allowed to be sold at 10c.

Buys Protected Beers.

Secretary Connolly stated that every grocer should encourage the firms who were protecting the retail selling price of their beers. The driver for the Olympia Company told him that one big firm had refused to carry his beer further when it was told them that no one would be allowed to sell the beer at a less price than two for 25c. This firm afterwards took several dozen, but not so much as usual. Mr. Doyle and practically every other grocer in the Sunset District had given the Olympia Co. large orders, and he, himself, had put in twice as large an order as usual. The firm of Connolly Bros. did not sell any beers that could be sold at 10c.

Mr. Doyle of Doyle & McGowan, said that every grocer that was not handling any of the protected beers should put in at least a few cases of each of the beers to show appreciation of the action of the bottlers. He was throwing out all beers that could be sold at 10c and felt that his business would be advantaged by house cleaning.

Mr. Topp of Topp Bros., stated that his firm intended to sell only those beers that had to be sold at two for 25c.

Harry B. Arnold stated that he thought the man who sold a beer for 10c was doing a very unbusiness-like thing, since he was helping an interest that was trying to hurt his profits.

Customers Are Satisfied.

Mr. Will Hohn of W. & H. Hohn, stated that for some time past he had been handling only Rainier, Tacoma and Olympia beers. His customers now all called for these beers and he had no trouble in selling them and getting a fair price.

Secretary Connolly then introduced the following resolution:

RESOLVED: That it is the concensus of opinion of the members of the Associated Retail Grocers of San Francisco, that the members should sell the beer on which they are assured a profit by the bottler, and that it is not good business policy to handle beer that the bottler allows to be sold at 10 cents.

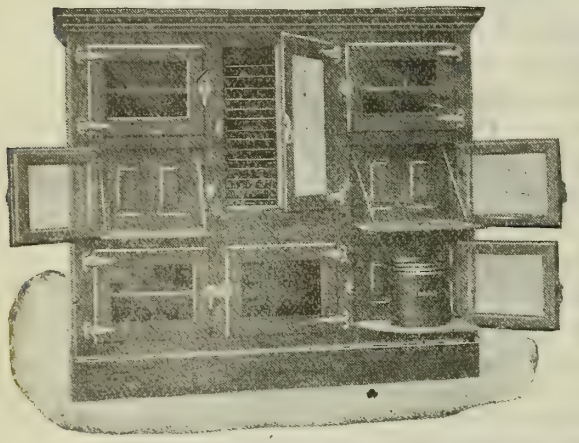
Mr. E. I. Fleiger advised that a copy of this resolution be sent to every bottler. Mr. Fleiger's amendment was unanimously adopted.

Mr. J. Koss of the Potrero, stated that even those men who had to handle 10-cent beer because of local competition, would be able to switch their trade to the protected beers if they tried, and he advised that each member should do this.

The Theatre Party.

Mr. Trask of the firm of Schmidt &

FORT SMITH REFRIGERATORS.



STYLE No. 7686

E. Broderick	715 Fillmore St.	S. F.
Rathjen Co.	Lombard and Fillmore	S. F.
H. Hellberg	Ninth and Bryant	S. F.
McCarthy Bros.	Bush and Baker	S. F.
Kohn Bros	1201 Turk St.	S. F.
F. Stuermer	18th and Danvers St.	S. F.
C. Stelling	29th and Church	S. F.
J. M. Hanley	2300 Sutter	S. F.
Maxwell & Streckenbach	1302 18th St.	S. F.
Fred Pielhop	249 Courtland Ave.	S. F.
Fay Gro. Co.	3rd Ave. and B St.	S F.
J. Vennekohl	1839 Eddy St.	S. F.
Southern Heights Gro. Co	1471 18th St.	S. F.
W. A. Rogers	900 I St., corner 10th Ave.	S. F.
H. Heitman	2248 Misison St.	S. F.
H. Dinslage	3375 Sacramento St.	S. F.
Miller & Lawlor	Guerrero & Clinton Park	S. F.
C. F. W. Miller	239 Brighton Ave., Ingleside	S. F.
J. Straub	101 De Montford Ave., Ingleside,	S. F.
J. Soltaro	Park and Central Ave.	Alameda
Martin Eggers	Fruitvale Av. & Boulevard,	E. Oakland
W. Zeller		Palo Alto
Sonoma Co. Fruit and Produce Co.	Santa Rosa	
C. D. Fontana	Copperopolis	
Rossi Bros.	Stockton	
Drury & Bartholomew		Stockton
J. Rohrer		Stockton
Hall Bros.		Stockton

The Following Well-Known GROCERS are Using the Above Style Refrigerator

We make all Styles and Sizes for the Grocery Trade.

REMEMBER - - - - - - - - - - If We Make It It's Made Right

BECK HARDWARE CO.

SAN FRANCISCO
73-75 Clementina St Near 2d and Folsom

Phone Temporary 978

LOS ANGELES
47 Central Avenue.

Trask, told the grocers about the theatre party of the "Boston Club," which is to be held on Tuesday evening, Oct. 29th, at the Alcazar Treatre. He explained that the purpose was to raise the money necessary to send delegates to the National Convention, which was to be held in Boston in May, 1908. This meant that the work of the Boston Club was in the interest of the entire Association.

The Early Closing Problem

Mr. Will Hohn urged that the matter of early closing should be given attention. He explained that the clerks were now strongly organized and advised that some steps should be taken by the grocers whereby an understanding could be secured as to whether the clerks should stand out for a 7 o'clock or a 6 o'clock closing.

Mr. Stulz stated that the matter of the hours would not be brought up to the grocers. The clerks would decide among themselves and then proceed to enforce their announcements.

Mr. Doyle thought it would be wiser to await some definite word from the clerks before the matter was considered.

Mr. Zett stated that the clerks were well organized and he thought the time was very close when the matter would become a live issue.

Some members expressed the opinion that the clerks were not yet effectively organized.

Mr. Zett explained that this was not the case. The local clerks had received a charter from the National and were paying their dues to the National Association.

Mr. Arnold thought that when the clerks were thoroughly organized, it would be a very easy thing for the clerks and the organization of the grocers to get together.

Mr. Hohn felt that the grocers should take action now, since the clerks were already organized quite strongly.

Mr. Irvine stated that he favored a ten hour day for clerks.

Will Act With New Year.

President King explained that the clerks had proposed to begin an active campaign to secure early closing about the first of the year. Their method would be to bring pressure to bear upon one large store at a time with the aid of the Labor Council. They would keep this up until they would accomplish their end.

Assistant Secretary Harrison explained that the grocery clerks had succeeded in their movement for early closing in other cities larger than San Francisco.

Mr. C. E. Young stated that he would like to see Sunday closing as well as early closing. He had been closing on Sunday and felt that he had not lost enough business to make it worth considering.

Mr. Hohn suggested that if the grocers should appoint a committee to confer with a like committee from the clerks it would probably result in restraining the clerks from making any radical demands. He thought the clerks would be open to reason and that a conference of the two committees would serve to insure that any demand of the clerks would be such as would receive the approval of the grocers.

Mr. Doyle called attention to the fact that up to the present time no definite communication had been received from the clerks. He advised delay. This suggestion met with the general approval and that course was decided upon.

Two Grocer Candidates.

A motion to adjourn was delayed by Mr. Doyle, who called attention to the fact that among the candidates to be voted upon at the coming election were two grocers. President John W. King, who was the Republican candidate for Supervisor, and past president Jos. A. Stulz, who was candidate for Public Administrator. He suggested that these gentlemen be called upon to address the meeting.

President King assured the grocers that if he were elected Supervisor the grocers would have a staunch supporter of anything they desired, and he assured them that they would be proud of his course should he be elected.

Mr. Stulz stated that he had promised to give an honest administration of his office prior to the election of 1905. The records of his office had shown that he had made good in every particular. He thanked the grocers for the support that had been accorded him in the past, and assured them that if elected again that he would continue his office as it had been in the past, so that it would be an honor to the men who gave him their confidence, as well as himself.

The two candidates were received with warm applause.

Mr. J. M. Sullivan gave a warm boost for the theatre party of the Boston Club. He called the attention of the grocers to the fact that they all went to the theatre once in a while. He advised them if they went to the Alcazar on the night of the Boston Club theatre party that they would not only have a good time and see a great many of their neighbors, but that they would be helping themselves as well as the Boston Club, since the funds to be raised would save the Association the necessity of taking from their treasury the expenses for delegates to the National Convention.

The meeting then adjourned.

It is said that $3,000,000 is wasted annually because the law says that cigar boxes may not be used for packing cigars again. The average cigar box costs about ten cents, and it certainly seems that some method should be devised to permit the boxes to be used again. Aside from the great waste, it is said that the supply of material from which the boxes are made is fast diminishing, and the price has increased approximately 50 per cent during the past six years.

Grocers' Theatre Party—"Alcazar"—October 29th.

Schilling's Best

is at home wherever

grocers are

alive to their interests.

MAINTAINING PRICES.

(Continued from page 5.)

torney's office in the prosecution of the graft cases. Mr. Johnson assured Mr. Rapp that the Cartwright law did not prevent an individual manufacturer from fixing a price on his product and refusing to sell a dealer who did not agree to maintain that price.

Field Secretary Powers took the matter up with Attorney General Webb of California.

He was informed that the Cartwright law left the responsibility for enforcement with the District Attorneys of the various counties. They thought that the matter, therefore, should be taken up with the local district attorney.

Application was made to District Attorney Wm. H. Langdon for information as to what had been done in his department.

The matter of the interpretion of the Cartwright law has been left by Mr. Langdon with Wm. Hoff Cook. Judge Cook stated that the District Attorney's office would not act except on the matter of a complaint. He had given considerable thought to the matter however, and stated that he would be glad to give an opinion as to the legality of fixing a retail selling price after he had been able to look into the matter further.

In an article in regard to the Cartwright law written for the "Advocate" A. Schilling & Co. state:

"The California Cartwright law is strictly anti-trust. It prohibits two or more manufacturers from combining and in any way determining, or agreeing upon, or regulating selling prices in restraint of trade. For a number of retailers to agree or combine and agree upon certain selling prices, is in restraint of trade and is prohibited.

A sale of goods by an individual manufacturer to a merchant with the understanding that he offers the goods in accordance with his policy at a specified retail price, is not restraining trade—is not interfered with by the Cartwright law. This is our understanding of the statute and it is the advice of our attorney, and we are governing ourselves accordingly—selling, as we have sold, in accordance with and subject to the conditions stated in our notification by registered letter, to the trade, which notification has legal force and is binding on all dealers in Schilling's Best wholesale or retail.

It is to be hoped that the Johnson-Locke Mercantile Co. will lend its influence towards helping the grocers secure a profit on the goods.

H. Hollman & Co. are putting a new plate glass front into their store at 2805 Mission street. Under the conservative and able management of the junior partner, Mr. A. Zett, this firm has seen a splendid continuance of prosperity.

FORT SMITH REFRIGERATORS—COLD and DRY.

EGG-O-SEE GETS MARRIED.

C. E. Pierce, Coast Representative of Famous Cereal Becomes a Benedict.

Word reaches us from Los Angeles under date of October 21, to the following effect:

"C. E. Pierce, of Egg-O-See fame, is to get married tomorrow to Miss Alice L. Walker of 1349 Ingram St., this city. She has been a resident of the city 12 years and is prominent in society circles here. They leave tomorrow for Santa Barbara and Santa Cruz."

The **Advocate** takes this occasion to congratulate Mr. and Mrs. Pierce on the wisdom of their respective choice and to wish the happy couple the best the world affords. Pierce will get it, if anybody can.

While the mind and intellect are supposed to govern one's passions, still many of our great men have been known to have decided weaknesses in certain of their appetites. Peter the Great would insist on his limburger cheese, Martin Luther would have no other beverage but Torgan beer, Henry IV would repeatedly make himself sick by eating too many oysters, Schiller had ham mixed every day together with his other victuals. A special book is held by a Stuggart restaurant, which is labeled thus: "Meals for Dr. Schiller in 1702."

FT. SMITH REFRIGERATORS SAVE ICE.

HANDLE
SPERRY FLOUR
and make a Good
PROFIT!
The most popular brand on the Market.

DIAMOND MATCH PROJECTS.

Turpentine, Paper and Veneering Plants to Be Built.

Chico.—The president and directors of the Diamond Match Co., at present in this city on their annual tour, have announced the company's plan for the ensuing year, which contemplate the construction of new industries for Butte and Tehama counties and the settling of the corporation's policy. President Barber announces that the company will build a veneering plant on the site of the old Sierra Lumber Co.'s planing mill and box factory in this city, and that actual construction work will commence as soon as the plans and specifications are prepared. This will employ a considerable number of men and will cost in the thousands.

The sawmill at Lyonsville, Tehama County, will be rebuilt with a capacity equal to that of the old one recently burned and of the band-saw type. F. M. Clough, Pacific Coast manager for the company, and who has fostered and supervised the upbuilding of the immense plants at Barber and Stirling City, will be promoted to a larger field. In addition to having charge of the vast properties of the company in Tehama and Butte counties, he will have a voice on the executive board of the company, and will spend part of his time in New York City in conference with the directors.

It is possible that some railroad construction will be authorized in Butte and Tehama counties during the next two months. Bartholomew, the English director and large stockholder of the company, will arrive in New York soon to hold a conference with President Barber and other directors of the company relative to railroad construction. It is probable that the proposed railroad from Red Bluff to Lyonsville, and from Magalia to Butte Meadows will be considered with other matters at that time.

The officials have given much consideration to the turpentine plant at Stirling City, and it is probable that in the course of time the actual construction of a large plant will be authorized. President Barber also stated that the prospects for a wood-pulp factory at Stirling City and a paper mill at Chico to utilize the product were good, as much of the wood at Stirling City goes to waste. No action has been taken on these matters, however. The 25-mile flume from Chico to West Branch, up Chico Creek, will be torn down as no mill will be operated at West Branch or Soda Springs This flume cost the Sierra Lumber Co. about $1,000,000 to construct years ago.

The policy of the company for the ensuing year will be conservative, owing to the present stringency in the money market, and some of the proposed plants, not now authorized, such as the paper mill, turpentine plant and pulp mill, and railroad construction, will not be actually constructed before a couple of years. The company will not endeavor to increase its output of lumber to any great degree, believing it better policy to save the supply as much as possible for the future, when lumber will be higher. This will also tend to give the young trees an opportunity to obtain a greater growth. The mill at Lyonsville is to be reconstructed, owing to the fact that its feeding apparatus is now on the ground, and the factory is established at Red Bluff. If the mill was not rebuilt these would be practically useless.

Grocers' Theatre Party—"Alcazar"—October 29th.



Absolutely Pure

A Cream of Tartar Powder, free from alum or phosphatic acid

Makes Home Baking Easy

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

Now is the time to run on

HUMBOLDT COUNTY BUTTER

GIVE YOUR CUSTOMERS

ALPHINE OR GOLDEN GLOW

And you will not have to listen to Kicks.

MONOTTI-LARIMER CO.

Phone Market 3006. 32-36 Page St., S. F.

California's Best Advertised Product

GHIRARDELLI'S

Chocolates and Cocoa Satisfies Everybody

THE DEALER
Because it Cannot be Sold for Less than a Fair Price:

THE CONSUMER
Because it is always Pure, Fresh and of Full Strength.

In order to protect our Trade Mark and Also Protect the Dealers who Distribute our Goods, we have fixed the following as the minimum prices of the goods listed below:

GHIRARDELLI'S	Ground Chocolate, 1-lb. tins	35c.
"	Ground Chocolate, 3-lb tins	90c.
"	Cocoa, 1-2 lb. tins - - -	25c.
"	Eagle Chocolate, 1-lb. -	30c.

(More may be charged when the dealer finds it necessary.)

We sincerely trust that the Retail Trade will appreciate our Good Will and will lend their aid in our efforts to maintain the above prices

D. GHIRARDELLI CO.

M·J·B·Coffee

WHY PACKED IN TINS ONLY?



RED SEAL LYE.

Disinfectant, Water Softener, Cleanser. The Sifting top Can

P. C. TOMSON & CO., Makers, Philadelphia, Pa.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

POINTS TO WATCH.

FLOUR.—
Another advance of 20 cents per barrel will take place within a few days—such is the talk on the "street."

MEALS.—
Sharp advances in all local brands will occur shortly.

MUSHES.—
Prices are said to be on the verge of such an advance as will make it necessary for the grocer to get 2 for 25c. for the present 10 cent sellers.

CANNED CORN.—
Authentic figures show a shortage, of 2,000.000 cases in this year's pack this makes advances absolutely certain, in accord with present strong market.

TOMATOES.—
Owing to the present threatened weather which is holding back the ripening of the Tomatoes on the vines, the market is extremely firm. It looks as though the market would jump up several notches.

CANNED FRUITS.—
The jobbers now control the situation in this line, but their supplies are rapidly going into Consumption and advances will naturally continue to be the rule.

PEANS.—
California's Crop will be but 35 per cent of the average.

FREE DEALS.

Peet Bros. Mfg. Co. One case Borax Washing Powder free with each ten cases, or, one half case free with each five and one-half cases purchased at the following regular list prices: 5½ cases $3.55; 10 cases $3.50; 30 cases, $3.45. Effective Sept. 30 and subject to withdrawal without advance notice.

Peet Bros. Mfg. Co., one case A-B Naptha Washing Powder free with each ten cases, or, one half case free with each five and one half cases purchased at the following regular list prices:..5½ cases, $4.20; 10 cases, $4.15; 30 cases, $4.10. Effective July 10 and subject to withdrawal without advance notice.

Dr. Price's Cereal Food—½ cs free with five; 1 cs free with 10; freight paid.

Fairbanks Gold Dust.

With five and a half boxes at 4.65 one-half box free. Size 24x72. With ten boxes at 4.60 one box free. With 25½ boxes at 4.55 two and one-half boxes free. With fifty boxes at 4.55 fiv boxes free. Above deal is good for but a short period.

Rumford Baking Powder—Five per cent discount in five case lots; one case free in ten case lots.

Jello—One case free with each 12 cases. Deal limited to 48 cases. Ice cream powder made by the same company may be assorted with Jello in making up orders.

Parsons Ammonia.—½ case free with 5½ cases, 1 case free with 10 cases.

Cal. Home Brand Catsup.—5 case Lots, $2.25 per doz. and one case free; 10 case Lots, $2.20 per doz. Two cases free 25 case Lots, $2.15 per doz. and 5 cases free; 100 case Lots, $2.00 per doz. and 20 cases free.

Murdoch's Starch—10 case lots assorted or straight at list, one case corn starch free. Crates of sixes count for two cases.

X-Ray Stove Polish—5c size, 3 doz. $1.50 with 6 free; 10c size, 3 doz., $2.50 with 6 free.

Bromangelon—One dozen free with each gross ordered. No free goods with orders for less than one gross.

Frazier's Axle Grease.—One case free with ten

Malta Vita—One case free with five.

Rex Lye—One case free with five cases.

SUGAR.

The current week has shown no changes in this line. The market is without feature at the present time.

New York, Oct. 17.—Willett & Gray report:

The week.—Raws: Declined .05c. Refined: Unchanged. Net cash quotations this date are: Molasses 3.00c.; Centrifugals, 3.90.c: Granulated, 4.65c.

Raws.—Local markets and conditions are ignored for the moment and all attention is directed to the European sugar markets as influenced by the maturing beet crops.

The notable feature of the week is

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo County

the commencement of the domestic crop of Louisiana, a few small lots of plantation sugar having been received at New Orleans and sold at full prices.

The crop prospects are favorable under good weather conditions.

Cuba has received much needed rains in some sections of the Island but still lacks moisture in other parts so that diminished crop from last year seems to be assured to a moderate extent.

Refined.—All prices and conditions at the Eastern markets remain unchanged, but important revisions of the selling methods have been made in the West. Up to the present the selling value of Beet Granulated refined has been considered as from 10c per 100 lbs. to 30c. per 100 lbs. below the selling value of Cane Granulated, although such a large difference as 20c. to 30c. has been known not to exist in intrinsic merits. The present crop of Beet Granulated will, therefore, be sold at Kansas City and eastward at a difference of 10c. per 100 lbs. below the basis of the American Sugar Refining Co's selling basis at New York. For Denver and westward, where prices are governed by San Francisco quotations, the difference is now 20c. per 100 lbs. for Beet Granulated below Cane Granulated, and subject to variations.

Present quotations at San Francisco, which advanced 10c per 100 lbs. during the week, are 5.20c. per lb. net for Cane, and 5c. per lb. net for Beet.

At Denver, Colorado, the quotations are 5.35c. per lb. for Cane and 5.15c. per lb. for Beet net.

At Kansas City, 5.14c. per lb. for Cane and 5.04c. per lb. for Beet net.

New Orleans quotations are 4.80c., less 1 per cent, for cash in 7 days, for Cane Granulated.

A very fair demand exists all through the country on the hand-to-mouth basis.

The immediate future look steady.

RICE.

M. Phillips & Co., say under date of Oct. 22.:

"Prices on all grades are maintained owing to the fact that unfavorable weather has retarded operations and has done serious damage to a large portion of the crop. We look for good grades to be scarce and prices to continue high. Lower grades will no doubt decline slightly within the next thirty days but this will have no effect on the Coast until 60 days from date. Spot goods are in great demand with practically nothing to offer. Other grades shown no change."

New York, Oct. 15th.—Dan Talmage's Son's Co., say:

"Demand continues active from all sources. Receipts are coming in slowly, and are mostly sold "to arrive" leaving but little to add to the spot stock which is very limited. Under these conditions prices are well sustained, and on more sightly parcels a trifle advanced. New Crop Japans are being offered and taken quickly at an advance over closing figures of the last crop.

"Advices from the South note good demand on the Atlantic Coast: receipts are moderate and offerings freely taken. At New Orleans, the market is strong and with active demand.

In the Interior Southwest Louisiana and Texas demand is active and full prices are exacted on all offerings. The situation particularly in Texas, is becoming very serious on account of continued rains, and the early hope of planters as to quantity and quality is greatly modified.

"Cables and correspondence from abroad note generally strong market. Transactions mainly confined to immediate wants."

New Orleans, L A., Oct. 12.—Siewerd Milling Co., Ltd., say:

"The Week's Rice Market closes strong, with values fully maintained on Extra Fancies and all White Grades. Medium and Low Grades somewhat depressed with the ideas of Buyers and Sellers quite at variance as to price. The long spell of rain and unfavorable conditions, seems to be broken, Clear Cold Weather prevailing through out the entire Belt."

DRIED FRUIT.

The market in this line is quiet, the

Folger's Golden Gate

Coffees, Teas, Spices

Baking Powder, Extracts.

The mission of the retail grocer is to please his customers and to make money. Folger's Golden Gate goods will help. So completely do they satisfy that dealers and consumers refer to them as

"The Satisfaction Line"

J. A. FOLGER & CO., San Francisco.

Specialists in High Grade Goods.

demand being on a hand to mouth basis. The present financial situation is such that heavy buying by first hands has been discontinued.

PRUNES.

The market in this line is easy. The smaller packers are weakening in their demands and the market is therefore not as firm as it has been. However, this is but a temporary condition and prices will recover themselves within a few days.

RAISINS.

There is not much doing in this line, at present so far as fluctuations in prices are concerned.

ALMONDS.

The market in this line is said to be weakening but prices show no indications of declines.

WALNUTS.

The walnut crop is turning out to be shorter than at first expected. The market is firm.

CANNED FRUITS.

The canned fruit situation is now in control of the wholesale grocers, first hands having disposed of practically all of the goods they possess. The goods which the wholesale grocers control are rapidly going into consumption and more than one jobber is hunting for goods to supply the trade. Practically every line, grade and quality has advanced 30 cents within the past few days and there is every reason to believe that further advances will shortly be made.

CANNED CORN.

Packers claim that there is a carryover of between 1,000,000 and 1,500,000 cases from last year's pack. Average yearly consumption of '04, '05, '06, was 10,606,162 cases against the present visible supply **including** the carryover and estimated pack of '07, of 8,500,000 cases leaving a shortage of 2,1 106,162 cases.

In sympathy with the above figures, the market is very strong. The figures are even worse than those quoted above, because of the known fact that there has been a very heavy shrinkage in this year's output in Main and New York State. Those grocers who have put off purchasing their requirements in this line should get busy.

CANNED TOMATOES.

Owing to the poor ripening weather now being experienced in this State, the vegetable above named is ripening very slowly, and if very much early rain falls or early frosts strike the crop in its present shape, a very much reduced peack is certain. The situation to-day is extremely firm and there is every reason to believe that the pack will be much less than at first anticipated, when prices were named.

Napa.—On account of the unfavorable ripening weather, tomatoes are being received so slowly that the cannery in East Napa is able to keep in operation only about two-thirds of the time. The plant is kept going about four days a week, some 70 to 75 hands being employed. From present indications the packing of tomatoes will last until about the middle of November.

FLOUR.

We have it from authentic sources that this staple will advance another 20 cents per barrel within the next few days. Our information is confirmed to some extent by the gossip of the "street."

MEALS AND MUSHES.

In sympathy with the advances in all lines of raw farinaceous goods, oats and meals, etc, are to be advanced by the local millers within a short time. It is said that prices will be advanced to such a figure as will make it necessary for the retail grocer to get 25 cents for two packages instead of on the basis of 10 cents per package, as at present.

BEANS.

The market in this line is strong and active, particularly in large and small whites and pinks. Figures are now out and the yield of this state will be 35 per cent of the average: that of Michigan 35 per cent; of New York, 75 per cent. These short crops mean that prices must advance as the demand grows keener.

FISH ETC.

New York, Oct. 17th.—Strohmeyer & Arpe Co., say:

Holland Herring.—Market is unchanged. Supplies are coming in freely, but demand has improved, so that prices are about the same. They are likely to go higher when the cold weather sets in.

Norway Herrings.—First shipments have come in and show beautiful quality. Prices are so extremely low now that they are likely to advance shortly.

Stock Fish.—Shippers in Norway not having received orders as freely as they expected have now reduced the prices, but not sufficiently to induce buyers to come into the market freely. They will have to go down further before they will stimulate the demand.

Imported Oil Sardines.—Absolutely no change. There is no catch and no stocks, and excellent demand which cannot be satisfied. The trade has turned to Norwegian Smoked Sardines

KELLEY-CLARKE CO.

23 Market St., San Francisco

IVORY SOAP
LENOX SOAP
P. & G. NAPTHA SOAP
K. C. BAKING POWDER
PROCTOR & GAMBLE CANDLES
ORANGE CITY RUSKS
PEARLC GUM
HONEYSUCKLE MILK

BANKING INSTITUTIONS.

LOCARNO PARIS NEW YORK SAN FRANCISCO

Swiss American Bank

Of Locarno, Switzerland

San Francisco, Main Office 1452 Fillmore St. CAPITAL $600,000 Branch 622 Montgomery St

SURPLUS AND UNDIVIDED PROFITS, $220,000

TOTAL ASSETS, $5,500,000

San Francisco Officers

HENRY BRUNNER, President. ALFRED MONOTTI, 2nd Vice-Pres.
T. C. TOGNAZZINI, 1st Vice-Pres. A. A. MICHELETTI, Manager.
OTTO OTTESEN, Asst. Cashier.

ACCOUNTS OF BANKS, FIRMS AND INDIVIDUALS RESPECTFULLY SOLICITED.

RICE

Buy Right Direct from the Mills
Save Jobbers Profits
Largest Exclusive Rice Dealers on the Coast

NEW ORLEANS RICE MILLING CO., 104 Front St., San Francisco
Samples Mailed on Request

as a substitute for the French and Portuguese. Those Norwegian Smoked Sardines are given excellent satisfaction and are gaining the favor of the public. We are advised by cable from Norway that not more than ½ of our contract for our brands of Smoked Sardines will be executed this season. Other importers must be in the same position, and it is only natural that prices for Smoked Sardines should go higher.

Norway Mackerel.—Are now coming in. Catch will be about 7000 barrels less than last season. The prices for Norway Mackerel are extremely high, but this is a natural consequence of the keen competition amongst the American buyers in the Norwegian market. The prices paid to the fishermen for the fresh mackerel have never been equalled. Norway Mackerel are to-day a luxury and still they sell and sell freely, at present asking prices which are several dollars per barrel higher than when the market opened up when the first shipments arrived here. There is no chance of lower prices for Norway Mackerel this season and there will be hardly enough to satisfy the demand.

Codfish has been advanced ¼c per pound. Still better figures are expected in the near future.

HAY.

Somers & Co., report under date of Oct. 22.;

The general tone of the market has been strong. As both our Hay and Grain markets show higher prices it is but reasonable to believe that all consumers will buy but sparingly until the markets are established at the new range; therefore only those who are actually in need of goods are buying at the moment. But later we are inclined to anticipate a more healthier tone to the situation which in turn should pave the way for still higher prices which are sure to come if the car scarcity continues, which as we understand it. is very liable to continue for several months yet.

"At the moment we can quote no change in last week's prices which we give to-day as follows:

Choice Wheat Hay	$19.00 to 22.00
Good Wheat Hay	17.00 to 18.50
Other Grades Same	12.00 to 160.00
Wheat and Oat	12.00 to 17.00
Tame Oat	12.00 to 16.50
Wild Oat	10.00 to 13.50
Stock Hay	8.00 to 9.50
Alfalfa	9.00 to 13.50
Straw, per bale	.45 to .85

Market Notes.

It is said that some of the Maine corn packers will deliver 80 per cent on their contracts for fancy, others 70 per cent, but more will have only 50 to 60 per cent to deliver. The pack of standard is reported to be very short, some packers having none whatever.

The fall canning season for cove oysters in Baltimore is at hand and shipments will commence shortly.

Can clingstone peaches be preserved in the State in which they are picked from the tree in season, for three or four months into the winter season by means of the ice cold storage system? That is the experiment which John Giblin, a well known orchardist. is trying at the cold storage plant in Marysville, Cal. Here he has 300 pounds of his choicest clings, which have now been four weeks in the test.

A letter from a Western packer to his New York brokers contains the following: "The Western corn packers met in Chicago and according to the reports submitted it was found that the Western pack is 2,000,000 cases less than last year. In view of this, and the great shortage in the East, I believe we will see dollar corn within sixty days."

Cables received from packers of high grade figs in Smyrna say that they cannot get enough stock of the desired grade to fill orders.

The Maryland corn canning season is reported to be over except with the possible exception of a few day's work by canneries here and there.

The Western corn pack is short as compared with last year and much lighter than in 1905 and 1904, but accurate figures of this saeson's output are not vet available.

An effort is being made to hold a conference of representative Puget Sound and Fraser River canners in Bellingham for the purpose of jointly agreeing to suspend fishing operations for sockeye salmon until 1909. This would become effective by packers putting up certified checks which would be forfeited in case of breach of agreement. The British Columbia canners will insist that not only sockeye fishing be abandoned, but also all varieties of salmon, claiming that some breaches of agreement would be the result of the surrentitious use of sockeye nets. All canneries will be required to remain closed throughout the year.

Four carloads of seeded raisins in one-pound cartons, aggregating eigthy tons, have been shipped from Fresno via San Francisco to New Zealand and Australia. Further large lots are to follow. The shipment of California seeded raisins to Australia is a thing which occurs every year to some extent, although the demand for saisins in that locality this season exceeds by far anything ever experienced before. Usually a few hundred boxes go by a steamer in place of the many tons scheduled to go this time.

VALUE IN FROGS.

That there is some value in almost everything is shown in the case of the Louisiana frog. Here he was a few years ago, a consummate nuisance, whose chief purpose in life appeared to be to make life hideous to residents of the vicinity of the swamps and bayous. Now the delicacy of frogs' legs has built up an industry from which the revenue is something over $1,000,000 per annum. The frogs are shipped alive in barrels, packed in moss. Over one mililon barrels of this living freight are shipped yearly. Of course they are no longer the ordinary frogs, but aer carefully raised and fattened, being fed on bread, meal and cracklings.

Oak Park, Cal.—Geo. W. Daly, conducting a grocery business at 34th and Magnolia Ave. has sold out to Wm. M. McConnell and Mark F. Raynsford.

Junket
Tablets
Always
Reliable
In Any
Climate
Always
Salable
At Any
Season
They Make
Delicious
Ice Cream
and
Exquisite
Desserts
Your
Jobber
Sells
Them.

Chr. Hansen's Laboratory,
Little Falls, N. Y.

AGENTS
Maillard & Schmiedell
300 Front St.
San Francisco.

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NATIONAL RETAIL GROCERS' ASSOCIATION OF THE UNITED STATES.

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Membership and Annual Dues—Two classes of members are recognized by the by-laws of the Association—delegates from local or State Associations, and individuals from cities or towns where there are no local associations or when existing associations do not affiliate with National Association.

The dues of Associations are 25 cents per capita of local membership.

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Retail Grocers' Association.

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Grocers' Theatre Party—"Alcazar"—October 29th.

Do you want a good clerk for your Coffee Department?

One who puts up a good front and brings back customers. Besides a very efficient worker.

THAT'S THE HOBART MILL

Its strong and can pulverize coffee as well as granulate it. Address



FRANK F. WEAR, D. S. A.

For Pacific Coast

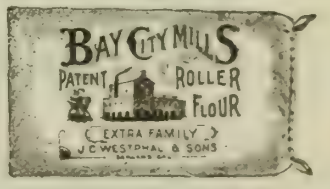
Office: 137-39 Telegraph Ave.,

OAKLAND, CAL.

BAY CITY MILLS

GROCERS!

TRY OUR PATENT (Extra Family) ROLLER FLOUR
YOUR CUSTOMERS WILL THANK YOU.



Bay City Flour Mills, First and Clay Sts., Oakland

A. Schilling & Co's general offices, on the ground floor of their new building, are now ready for occupancy. The installation of the fittings has taken a long time, as it being done on a large scale. The bronze doorway leads into a circular space in the center of the room, surrounded by counters. To the left is the sample department for teas, coffees and spices. For the coffee and spice samples are several large cabinets of drawers, with the two racks for tea, one of which will hold 500 large cans and the other 2,000 small cans of tea samples. On the other side of the room are a number of well-lighted offices, shut off from the rest by plate-glass partitions, and in the rear is the stairway leading to private offices on the second floor. All the office fittings are of oak, and hand polished. This building, as well as the adjacent factory, has every possible safeguard against fire, the windows being equipped with rolling iron shutters.

Anaheim.—The Chamber of Commerce has appointed Messrs. Howard and Wickett a committee to meet representatives of the Spreckels company, owning a sugar factory at Watsonville, which the company contemplates moving south.

NAPA OYSTERS PLANTED.

Napa.—An experiment of the utmost importance to this section of the State was begun here a few days ago, when the first seed oysters were planted on the tract formerly used as a shotting preserve by the Outing Club. The oysters came from Connecticut, and shipments will be made monthly during the planting season. The result of this first experiment in oyster-growing in this section is awaited with interest.



IF A CUSTOMER

asks for

HAND SAPOLIO

and you can not supply it, will he not consider you behind the times?

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Wholesale Price List.

EACH DEPARTMENT OF OUR PRICE LIST IS CHECKED UP AND CORRECTED EVERY WEDNESDAY BY M. J. BRANDENSTEIN & CO., A. SCHILLING & CO., J. A. FOLGER & CO., SUSSMMAN, WORMSER & CO., J. H. NEWBAUER & CO., GUGGENHIME & CO., TILLMANN & BENDEL, WELLMAN, PECK & CO., CUDAHY & CO., WIELAND BROS., ROETHLISBERGER & GRASSOFF, WILLIAM CLUFF CO., WHITTIER-COBURN CO., W. P. FULLER & CO., STANDARD OIL CO., HOOPER & JENNINGS, M. PHILLIPS & CO., PACIFIC COAST BISCUIT CO., PACIFIC VINEGAR & PICKLE WORKS, HEYMAN-WEILL CO., AND SCHWABACHER-FREY CO., LEVENSON & CO., SWIFT & CO., EACH FIRM TAKING THE DEPARTMENTS ASSIGNED, AS LIST INDICATES.

No claim is made that this Price List contains an ironclad schedule of rates—good for a week. No such schedule could be obtained, even on actual cash sales. These prices are solicited for publication, and represent, at the time of going to press, the average prices demanded by the general run of jobbing houses for average amounts of goods on average conditions of purchase. Persons with cash, or undoubted credit, always get special low rates.

Subscribers will confer a favor by pointing out to us any particular error or omission.

COL.		COL.		COL.		COL.	
Abalones	17	Clam chowder	18	Ham	11	Paper, Shelf	44
Ammonia, Laundry	25	Clothes Lines	43	Herring	16	Paper, Toilet	40
Anchovies	17	Clothes Line Pulleys	43	High Grade Smoking Tobacco	48	Paper, Wrapping	40
Asparagus	10	Clothes Pins	43	Honey	8	Paprika	18
Ax Handles	42	Coal Oil	29	Hops	35	Paraffine Candles	38
Axle Grease	38	Cocoa	34	Horseradish	50	Pastes	24
Bacon	11	Cocoanut	34	Ink	46	Peanut Butter	36
Bar Sugar	3	Codfish	15	Insect Powder	40	Peas (canned)	11
Barrel Covers	45	Coffees	1	Ironing Boards	44	Peels	37
Baked Beans	11	Coffee Extracts	1	Jams	7-8	Pens, Steel	46
Baking Powder	19	Condensed Milk	34	Jars	39	Pencils	46
Bags (paper)	38	Condiments	50-56	Jellies	9-10	Pepper	19
Barley, Pearl	23-24	Corks	43	Lantern Globes	45	Pepper Sauce	50
Baskets	42	Cordage	40	Lamp Burners	44	Pickles	51-56
Bath Brick	38	Corn, Canned	11	Lamp Chimneys	44	Pigs' Feet	12
Beans, Canned	10	Corn Starch	29	Lamp Wicks	45	Pineapples (canned)	9
Beef, Barreled	12	Cottolene	35	Laundry Starch	29	Plug Tobacco	47
Benzine	29	Crackers	32	Lard	12	Plum Pudding	37
Beef, Extracts	33	Cream of Tartar	20	Laundry Materials	25	Polish, Metal	42
Binder Twine	42	Currants	5	Lard Oil	30	Polish, Shoe	41
Blacking, Shoe	42	Cuttle Bnoe	40	Lead Pencils	46	Polish, Stove	41
Bloaters	15	Demijohn	43	Lemon Squeezers	44	Pork and Beans	9
Bluestone	38	Dishes, Wooden	45	Lemon Sugar	36	Pork, Barreled	11
Bluing	26	Door Mats	43	Lemon Juice	36	Potato Mashers	45
Boullon Capsules	33	Dried Fruits	5	Linseed Oil	30	Potted Fish	16
Bowls	43	Drops and Lumps	31	Liquid Bluing	26	Preserves	9-10
Brooms	43	Dry Paints	30	Lobsters, canned	18	Provisions	11
Breakfast Foods	21-24	Dust Pans	43	Lozenges	30	Prunes	6
Brushes	43	Dusters	43	Lubricating Oil	30	Raisins	6
Butter Ladles	45	Eels	17	Lye	26	Relishes	51-56
Candies	30	Egg Food	39	Macaroni	24	Rice	24-25
Candles	38	Egg Beaters	45	Mackerel (salt)	15	Rolling Pins	45
Canned Fish	17	Envelopes	46	Mackerel, tins	17	Rope	40
Canned Fruits	5-6-7-8	Evaporated Milk	31	Maple Sugar	4	Sago	24
Canned Meats	13-14	Extracts, Beef	35	Maple Syrup	3	Salad Oil	37
Canned Soups	37	Extracts, Flavoring	19-20	Matches	40	Salad Dressing	37
Canned Vegetables	10	Extracts, Syrups	4	Meals	21-22-23-24	Saleratus	20
Can Openers	43	Farin. Goods	21-22-23-24	Meats (canned)	13-14	Salmon (salt)	16
Capers	33	Figs	5	Milk (condensed)	34	Salmon (canned)	17
Castle Soap	28	Fine Cut Tobacco	47	Mince Meat	8	Salsoda	26
Castor Oil	30	Fish and Cheese	14	Mixed Candy	30	Salt	37
Catsups (bulk)	53-54	Fish (canned)	17	Molasses	2-3	Sardines	17
Caviar, Russian	14	Fish, Smoked	16	Mops and Handles	44	Salt Fish	15
Cereal Coffee	34	Fish, Potted	16	Mouse Traps	45	Salt Meats	11
Cereal Laxative	41	Flavoring Extracts	19-20	Mushes	21-22-23-24	Saratoga Chips	37
Cereals	21-22-23-24	Flour	21	Mushrooms	36	Sauces	51-56
Cheese, for & dom	14	Fly Paper	39	Mustard (dry)	18	Sauces (bulk)	51-56
Cheroots	47	French Mustard (bulk)	51	Mustard (bulk)	51	Sauerkraut	52
Cheese Safes	43	Fruits, canned	5-6-7-8	Neatsfoot Oil	29	Seeds	41
Cigarette Papers	47	Fruits, dried	5	Nest Eggs	54	Steel Pens	46
Chewing Gum	32	Fruit Wax & Strings	42	Nuts	7	Sheep Dip	41
Chicory	1	Fruit Jars	39	Oil Cans	45	Shelf Paper	44
Chimneys	44	Faucets	44	Oils	29	Shell Fish	17
Chloride of Lime	25	Fruit Jar Caps	39	Olives	36	Shoe Dressing	42
Chocolate	33	Fruit Jar Rubbers	39	Olive Oil	36	Shoe Bhushes	43
Chutney	34	Gasolene	29	Oysters	18	Shrimps	18
Cider	34	Gelatine	35	Pails	44	Smoked Fish	16
Cigarettes	48	Ginger, preserved	35	Paints, Dry	30	Smoking Tobacco	46
Citron	37	Glue	40	Paper Bags	38	Snuff	50
Clam & Clam Juice	17	Gum, Chewing	32	Soda and Saleratus	20	Soap, scouring	28
						Soups	37
						Spices	19-20
						Spittons	45
						Spoons, Wood	45
						Sprats	17
						Starch	28
						Stationery	45
						Stick Candy	30
						Stogies	47
						Stove Polish	41
						Sugar	2
						Sugar, Maple	4
						Syrup	3
						Syrup, Extracts	4
						Tacks	45
						Tapers, Gas	45
						Tapioca	24
						Teas	1
						Tobacco	46
						Tobasco Sauce	50
						Tomatoes	11
						Tomato Catsup (bulk)	53-54
						Tooth Picks	45
						Traps	45
						Truffles	38
						Tubs	45
						Turpentine	29
						Twine	42
						Twine Holders	45
						Twist Tobacco	48
						Vegetables (canned)	9
						Vermicelli	24
						Vinegar	55-56
						Washboards	44
						Washing Powder	28
						Wax	42
						Wax Strings	42
						Whips	45
						White ead	30
						Wicking	45
						Willow Ware, etc	42
						Window Screen	45
						Wringers	45
						Writing Paper	45
						Wooden Ware, etc	42
						Yeast Cakes	38

Department 1

COFFEE, CHICORY, ETC.

This Dept. is corrected by M. J. Brandenstein & Co.; A. Schilling & Co.; J. A. Folger & Co.

Green Coffee.

	In bags	In drums
Mocha, Gen. Arabian	23	25
No. 2	21	23
No. 3	..	..
Mocha Liverato	23	....
" Aden	21	....
Kona (Hawaiian)	12	16
Mexican	12	18
Java, Common	15	18
Java, brown pln'tion	20	25
Java Mandheling	26	....
" Kroe	17	....
Caracol, prime w'shd.	13	16
Caracol, ordinary	12	13
Guatemala Prime	15	..
" Choice	14¼	..
" Good	12½	..
Costa Rica Prime	13	..
" Choice(La G'nd)	13	..
" Good	11¾	..
Salvador Washed	13	..
" Unwashed	11½	..
Caracola Guatemala	15	..
" Salvador	13½	..

Roast Coffee.

Salvador	15
Java	24
Mocha Aden	27
Prme w'shd, C.A.binds	19
Good C. A. Blends	18
Ordinary Blends	12
Java Fncy Mndheling	33¼
" Kroe	25¾
Mocha Liverato	31¼
" J. S.	25¼
Java & Mocha Fancy	32¼
" No. 2	25½
Guatemala No. 1	19
" No. 2	16¼
Cosa Rica No. 1	17¾
" No. 2	17
" No. 2	17
" No. 3	15½
Kona Fancy	20¼
" No 1	16¼

Private Brands.

Lion, 100-lb	..
Hills Bros. Arabian Roast	.26
Arbuckle's 100-lb	17.37½
"M. J. B."	
"M.J.B.," 60 1's in case	.28
"M.J.B.," 30 2's in case	.27
"M.J.B.," 24 3's in case	.25

Schilling's Best Coffee.

In 1-lb cartons, in 25, 50 or 100-lb cases. Can be assorted as required.

5-star	.36¼	1-star	.18¾
4-star	.29¼	2-star	.22¼
3-star	25¾		

Folger's Golden Gate Coffee.

100 or 60, 1-lb tins	.31
50 or 30 2-lb tins	.30
40 or 30, 2½-lb tins	.30
20 or 12, 5-lb tins	.30

Never sold in bulk

Chicory.

California	05¼
Belgian No. 2	.07
Belgian, No. 1	.07¼

Coffee Extracts.

Bulk, per lb	.07
Vienna, ¼'s, 10-lb. bx	.25
Vienna, 1's, 10-lb. bx	.25
Ackermann's, ½-gross bxs.	
gross	4 50

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Department 2

This Dept. is corrected by M. J. Brandenstein & Co., A. Schilling & Co., J. A. Folger & Co.

Japan.

TEAS.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	56	74
Fancy	44	55
Choicest	39	43
Choice	34	38
Fine	28	35
Fair	25	30

Green China

(Gunpowder Imperial or Young Hyson)

Extra Fancy	56	76
Fancy	38	46
Choicest	35	37
Extra Choice	32	34
Fine	25	31
Fair	20	25

English Breakfast.

Extra Fancy	67	80
Fancy	51	66
Choicest	35	50
Choice	24	30
Fine	20	22
Fair	15	20

Oolong.

Extra Fancy	58	$1 50
Fancy	50	57
Choicest	36	48
Extra Choice	33	35
Fine	27	32
Fair	22	26

Ceylon and India.

Broken Orange Pekoe	36	65
Broken Pekoe	33	56
Orange Pekoe	31	53
Pekoe	27	46
Pekoe Souchong	24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz, Cartoons. Never in bulk)

Japan, per lb	$0.45
do. 1 crown	.90
do. 2 crown	1.80
English Breakfast	.45
do. 1 crown	.90
do. 2 crown	1.80
Ceylon	.45
do. 1 crown	.90
do. 2 crown	1.80
Oolong	.45
do. 1 crown	.90
do. 2 crown	1.80

TREE TEA.

(Full weights only.)

Packed in 1 lb. and ½ lb. cartons.

Japan	37½	E. B Congou	37½
Oolong	50	Gunpowder	45
Ceylon	37½	Or'ntal Blnd	37½

Folger's Golden Gate Tea.

	6-oz.	8-oz.	12-oz.	16-oz.	3-lbs.
Japan	43	42	41½	41	41
English Breakfast	43	42	41½	41	41
Ceylon	46	45	44½	44	44
Oolong	48	47	46½	46	46
Gunpowder	46	45	44½	44	44
Black and Green	43	42	41½	41	41

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Department 3.

This Dept. is corrected by William Cluff & Co., Wellman, Peck & Co.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c; half barrels, 25c; boxes, 50c; 50-lb. bags, 10c.

Standard Granulated—Fine, Fruit or Coarse	5.45
Beet Granulated	5.25
Confectioners A	5.45
Cube	5.70
Cubes (A) Crushed	5.70
Powdered	5.55
Candy Granulated	5.55
Magnolia A	5.05
Extra C	4.95
Golden C	4.85
"D" Sugar	4.75
H. & E. Crystal Dominos	8.85

California & Hawaiian Sugar Refining Co. Additional per 100 lbs: In bbls. and 50-lb bags, 10c more; half bbls. 25c more; boxes 50c more; for all grades:

Granulated Basis	5.45
Bar	5.80
Powdered	5.55
(A) Crushed	5.70
Berry	5.45
Extra Fine Granulated	5.45

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Coarse Dry Granulated	5.40
Confectioners' (A)	5.45
Confectioners' Crystal	4.55
Cubes	5.70
Bricks	5.70
XXX Granulated (100-lb bags only	5.25
Excelsior (A)	5.05
Extra (B)	4.95
Golden (C)	5.05
Yellow (D)	5.05
C. and H. "Higrade" Bar.	
In 100-lb. sacks	5.65
30-lb. boxes	6.15
10-lb. tins, 10 in case	8.00
35-lb. tins	7.30
40-lb. tins	7.30
Barrels	5.75
Half Barrels	5.90
Long's Peerless XXXXXX	
Do. bbls.	6.95
Do. ½ bbls.	7.20
Do. 4-lb. tins, cases	8.50
Do. 35-lb. tins, 10 in case.	8.50
Do. 10-lb. tins, 10 in case.	9.15
Do. 8-lb. tins, 8 in case.	9.15
Do. 30-lb boxes	7.80
For Bakers' and Conrections' Use.	
Barrels	6.35
Half Barrels	6.60
Boxes, 20 lbs. each	7.20

MAPLE SYRUP.

"Old Manse."

Gal. tins, ½ dz to case, dz	$14.00
½ Gal tins, 1 dz to case, dz	7.50
Quart tins, 2 dz to case, dz	4.25
Pint tins, 4 dz to case, dz	2.50
Jacket Cans, bulk, per gal	1.00
Glass Qts, 1 dz to case, dz	4.50
Glass Pts, 2 dz to case, dz	2.75

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Log Cabin Maple Syrup.

Gallons, per doz	$15.00
Cans	
Half-gals, per doz	8.00
Quarts, per doz	4.50
Pints, per doz	2.60
Bottles	
Quarts, per doz	4.75
Pints, per doz	3.00
Jackets, per gal	1.10

Log Cabin Pen-O-Che Syrup.

Cans	
Gallons, per doz	$12.00
Half-Gals., per doz	6.50
Quarts, per doz	3.75
Pints, per doz	2.25
Bottles	
Quarts, per doz	4.00
Pints, per doz	2.50
Jackets, per gal	.85

MAPLE SUGAR.

Toboggan Brand Maple Sugar.

30 1-lb blocks (cases) $4.50
60 ½-lb blocks (cases) 4.80

Maltese Cross Brand Maple Sugar.

Ass't'd ¼s, ½s, 1s, per case. $3.00
Scalloped Cakes, 100 to case. 2.85

Syrup Extracts.



2 oz, doz	3.00	16 oz, doz	18.00
4 oz, doz	5.25	32 oz, doz	36.00
8 oz, doz	9.75	Gals, each	11.00

Crescent Oil of Mapleine.

1-oz., doz	2.70	2-oz., doz	4.75
8-oz.,	15.00	4-oz., doz	8.25
16 oz, doz	27.00	32 oz, doz	48.00
Gals, each	15.00		

Hardesty's Maple Extract.

1 oz, doz $1.10 | 2 oz, doz 1.75

MOLASSES.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS 5 G	¾ G	4 G	CASES 10 G	20 ½ G	24 ¼ G
Fancy Molasses									
Pickaninny	.57	.59	.67	3.30	3.02	2.73	7.50	8.30	5.82
Belmont	.52	.54	.62	3.05	2.79	2.53	7.00	7.80	5.52
St. Claire	.46	.48	.56	2.75	2.52	2.29	6.40	7.20	5.16
Medium Grade									
Oak Grove	.42	.44	.52	2.55	2.34	2.13	6.00	6.80	4.92
St. Mary's	.34	.36	.44	2.15	1.98	1.81	5.20	6.00	4.44
Import	.28	.30	.38	1.85	1.71	1.57	4.60	5.40	4.08
Baking Molasses									
Hawaiian Genuine	.19	.21	.29	1.40	1.30	1.21			
Island	.17	.19	.27	1.30	1.22	1.13			
Cane Black Strap	.15	.17	.25	1.20	1.13	1.05			

Old Fashioned Molasses, 2 doz. 2-lb tins to case, per doz, $2.40.

TABLE SYRUPS.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS 5 G	4½ G	4 G	3 G	KITTS 2 G	1 G	2 G	1¾ G	CASES 1½ G	20 1-G	20 ½ G
High Grade Table Syrups														
Humming Bird	.51	.53	.61	3.00	2.75	2.49	1.93	1.32	1.42	1.29	1.17	6.90	7.70	
Peerless Sugar Drips	.50	.52	.60	2.95	2.70	2.45	1.90							
White Castle Drips	.49	.51	.59	2.90	2.65	2.41	1.87	1.30	1.40	1.28	1.15	6.80	7.60	
Perfecto	.46	.48	.56	2.75	2.52	2.29	1.78	1.28	1.38	1.26	1.14	6.70	7.50	5.35
Table Syrups														
New Butter Scotch	.47	.49	.57	2.80	2.57	2.33	1.81	1.22						
Victor	.42	.44	.52	2.55	2.34	2.13	1.66	1.24	1.34	1.22	1.11	6.50	7.30	5.22
Golden Gate	.40	.42	.50	2.45	2.25	2.05	1.60	1.14	1.24	1.14	1.03	6.00	6.80	4.92
Cooking Syrups								1.02	1.12	1.03	.94	5.40	6.20	
Carnation Drips	.36	.38	.46	2.25	2.07	1.89	1.48	.94	1.04	.96	.88	5.00	5.80	
Golden Drips	.32	.34	.42	2.05	1.89	1.73	1.36	1.10	1.20	1.10	1.00	5.80	6.60	
Special Table Syrup														
Heliotrope	.40	.42	.50	2.45	2.25	2.05	1.60							

Cases: Round Friction Top Pails: 6 10-lb. tins, per case, $3.48; 12 5-lb. tins, per case, $3.96; 24 3-lb. tins, per case, $4.80

MAPLE AND CANE SYRUPS.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS. 5 G	4½ G	4 G	CASES 10 1 G	20 ½ G	24 ¼ G
Woodlawn, made from pure maple sap in the groves at Beauce, Canada, and 1's also packed: Cases: 12-1's, $14.00; 6-1's, $6.72; 12-½'s, $7.14; 24-¼'s, $8.10; 24-⅛'s, $5.10. Bottles: 12 qts., $4.60; 24 pts., $4.90.	.95	.97	1.05	5.13	4.50	4.00	11.20	12.50	8.50
Deer Lodge	.85	.87	.95	4.70	4.28	3.85	10.30	11.10	7.50
New England	.77	.79	.87	4.30	3.92	3.53	9.50	10.30	7.02
Canada Maple Syrup and Cane Syrup	.67	.69	.77	3.80	3.47	3.13			

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Department 4.

DRIED FRUITS, NUTS AND HONEY.

This Dept. is corrected by Guggenhime & Co., Wm. Cluff Co.

(Add ¼c for 50-lb. boxes and ½c for 25-lb boxes).

Apples (crop 1907.)

Sundried, sacks 7
Evap. Fancy, 50-lb boxes.... 9½
Evap. ex. choice, 50-lb box.. 9
Evap. choice, 50-lb box..... 8½

Apricots.

1907 Crop
Choice Sacks 22
Fancy Sacks 23
Fancy, 25-lb. boxes..... 25

Blackberries.

In boxes, per lb.....none

Cherries.

Pitted, in boxes, per lb.....35
Unpitted, in boxes, per lb.12½

Currants.

In bbls 09½
Recleaned, in bbls.....10½
Recleaned, 25-lb boxes.....11¼
Recleaned, 50-lb boxes.....11
Recleaned, 1-lb carts.....11¾
Recleaned, 12-oz carts..... 10¾

Dates.

Fard, 14-lb, per lb.....11
Persian, 65-lb case.....07

FIGS (California)

Black, sacks 04½
Black, 25-lb boxes, per box..1.25
White, bags 04½
White, 10 1-lb. brks., pr box ..... .90
White, 50-½s 1.90

FIGS (Imp. Smyrna.)

box ..... .90
Choice, 5-lb. bx., per lb....16

Nectarines.

1907 Crop
White 16
Red 16

Peaches.

Choice, sks..11|Fancy, sks..12½

6

Ex Ch'ce,sks11½

Pears.

Choice, ¼s, in sacks.....10½
Ex. choice, ½s, in sacks.....10
Fancy, ½s, in sacks.....13

Plums.

Unpitted ... Pitted,black.11
Pitted, blchd11½|100s-110s ..

Prunes.

	Sks.	bx. 25-lb.
30-40s	8¾	9¼
40-50s	7¼	7½
50-60s	6	6½
60-70s	5½	6
80-90s	5	5½
90-100s	4¼	5
in cases of 125-lb tins.....		..
in cases of 12 5-lb tins...		..

Raisins.

	Box ½s	¼s 50lb.
6 Cr. Layers..	3.50	2.75 ....
5 Cr. Layers..	3.00	3.25 3.50 ....
4 Cr. Layers		1.90
3 Cr. Layers		2.00
2 Cr. Layers		2.25
4 Cr. Loose		.10½
3 Cr. Loose		.10
2 Cr. Loose		.09½

Fancy Clusters, 1-lb cart per doz .....
Fancy Clusters, 5-lb cart per case .....
Unbichd Sultanas, 50-lb.... 8
Thompson's bleached Sult. seedless, 50-lb 11
Bleached Sult., sdlss..... 9
Seedless Muscatels, 50-lb cases 7¾
Red Ribbon. 48 16s.....11
Blue Bell, 50 1st (seeded)....10½
Seeded, 12 oz. cartons.....09
Seeded, bulk, lb.....11

1907 Crop F. O. B.

Clusters and Layers	20-lb bxs	
Imperial, clusters, 6 c.	3.00	3.50
Dehesa, clusters, 6 c..	2.50	2.75
Fancy clusters, 4 c....	2.00	2.25
London Layers, 3 c.....	....	1.60
London Layers, 2 c.....	....	1.50
Seeded	Per pkg	

7

Fancy, No. 16, 36 to cs	9¼	9½
Fancy, No. 12, 45 to cs	7½	7¾
Choice, No. 16, 36 to cs	8⅝	9
Choice, No. 12, 45 to cs	6⅞	6¼
	25-lb bxs	
Fancy bulk, per lb....	8½	8¾
Choice bulk, per lb....	8⅛	8¼

Loose Muscatels 50-lb bxs
Standard, 4 c .....
" 3c .....
" 2c .....
Seedless .....

Seedless Sultanas

Unbleached .....
Bleached, standard .....
" choice .....
" ex choice .....

Thompson Seedless

Unbleached 11
Bleached, standard ....
" Choice 10
" fancy 10½
" ex. fancy.. ... 11

NUTS.

Almonds, Fancy, I. X. L....19
Almonds, choice soft shell Drake 16
Almonds, shelled, No. 1.....45
Almonds, shelled, No. 2.....35
Almonds, shelled, Jordan Imported .....
Almonds, Jordan, Dom....
Brazils, 160-lb sacks.....18
Chestnuts, Italian 20
Cocoanuts, per 100.....4.50 5.00
Filberts, 175-lb sack.....14
Peanuts, California 07
Peanuts, Japanese 09
Peanuts, Eastern h'nd pick'd..09
Peanuts, roasted 9-10
Pecan, polished 18-20
Pine .....
Walnuts, soft shell, bleached.17½

HONEY.

Pure white sage, 2 5-gal tins, per lb..... .8
Light Amber, 2 5-gal tins .... per lb 7½

8

White Clover (stained.)

5-gal. tin, per lb..... .07½
2 dz 2-lb jars, per case.... 8.00
2 dz 1-lb jars, per case.... 4.25
24-qt. cans, per case..... 7.00
12 ½-gal. cans..... 6.60
6 1-gal. cans..... 6.00

Glass.

Per Doz
Tumbler, 8 oz., 4 doz in case 1.25
Oval pints, 4 doz in case.... 1.25
1-lb glass jars, 2 doz in case 2.25
1-lb glass jars (with comb.. 2.50

COMB

Water White, 24 1-lb frames..16
Light Amber, 24 1-lb frames..14
Water White, 24 1-lb frames..15

BEESWAX.

Pure 30-31

PINE APPLES

Per Doz

Johnson's Columbia

2's sliced, 2 doz. in case...2 30
2's grated, 2 doz. in case..2 30
1's sliced, 4 doz. in case..1 15
1's grated, 4 doz. in case..1 15
Gal. coreless, 4½ lb to tin, ½ doz. in case, per lb.. 16
Gal., grated, 7lb .to tins, ½ doz. in case ,per lb.. 16
2's sliced, Baltimore, 2 doz case 2 25
1's cocktail, Baltimore ovals, 4 doz. case.....1 25

Hawaiian.

Extra sliced, 2 doz, 2½.... 2.50
" " 4 doz, 1s.....none
" grated, 2 doz, 2s.... 2.25
" " 4 doz, 1s 1.40

Per doz
Standard, sliced, 2½s, 2 doz 2.00
" " 2s, 4 doz....none
" " 1s, 4 doz.... 1.35

DEPARTMENT 7.

Prices should be figured on a basis of 5 per cent above those quoted hereinbelow.
This Dept. is corrected by J. H. Newbauer & Co., Tillmann & Bendel.

Canned Fruits

No. 3 Extras	No. 2½ Special	No. 2½ Extras	No. 2½ Ex. Standards	No. 2½ Standards	No. 2½ Second	No. 2½ Water	No. 2½ Pie	VARIETY	No. 8 Extra, No. 3 Grade	No. 8 Extra, No. 2½ Grade	No. 8 Extra, Standard	No. 8 Standard	No. 8 Water	No. 8 Pie
2 00	1 85	1 70	1 40	1 30	1 20	1 10	1 10	Apples		4 50	4 25	3 75	3 00	2 85
3 00	2 75	2 50	2 10	1 80	1 50	1 40	1 25	Apricots	8 00	7 00	6 50	6 00	5 25	5 00
3 50	3 25	2 80	2 60					" peeled	9 50	8 50	8 00			
3 50	3 25	2 80	2 60					" sliced	9 50	8 50	8 00			
								Assorted						
2 25	2 00	1 75	1 60	1 50	1 40	1 30	1 30	Blackberries		5 00	4 75	4 25		4 25
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (Royal Anne)	10 00	9 00	8 00	7 00	5 00	4 50
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (White)	10 00	9 00	8 00	7 00	5 00	4 50
3 50	3 25	3 00	2 85	2 50	2 00	1 90	1 70	Cherries (Black)	10 00	9 00	8 00	7 00	5 00	4 50
2 00	1 75	1 60	1 35	1 25	1 10	1 05	1 05	Grapes (White Muscat)			3 75	3 50	3 00	3 00
2 50	2 25	2 00	1 80	1 65	1 45	1 30	1 10 unp 1 20 pld	Peaches (Yelolw Free)	7 00	6 00	5 50	5 00	4 25	4 00 pld 3 25 unp
3 00	2 60	2 40	2 15	1 85	1 65	1 40	1 10 unp 1 25 pld	Peaches (Lemon Cling)	8 00	7 50	6 50	6 00	4 50	4 25 pld 3 50 unp
3 00	2 60	2 40	2 15	1 85				Peaches (Lemon Cling Sliced)	8 00	7 50	6 50	6 00	4 50	
3 00	2 60	2 40	2 15	1 85	1 65	1 40	1 10 upd 1 25 pld	Peaches (White Heath)	8 00	7 50	6 50	6 00	4 50	
3 00	2 60	2 40	2 15	1 85				Peaches (White Heath Sliced)						
3 00	2 60	2 40	2 15	1 80	1 65	1 40	1 05 unp 1 20 pld	Pears (Bartlett)	8 00	7 50	6 50	5 50	4 50	3 75 pld 3 25 unp
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Green Gage)	5 50	4 50	4 00	3 75	3 25	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Egg)	5 50	4 50	4 00	3 75	3 25	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Gold Drop	5 50	4 50	4 00	3 75	3 25	3 00
2 25	2 00	1 50	1 30	1 20	1 10	1 05	1 00	Plums (Damson)	5 50	4 50	4 00	3 75	3 25	3 00
3 25	3 00	2 75	2 50	2 35	2 25			Raspberries						
3 25	2 75	2 60	2 50	2 25	2 15			Strawberries						

No. 1 Tall Cans sliced L. C. Peaches, Ex. $1.35; Ex. Standard, $1.25.

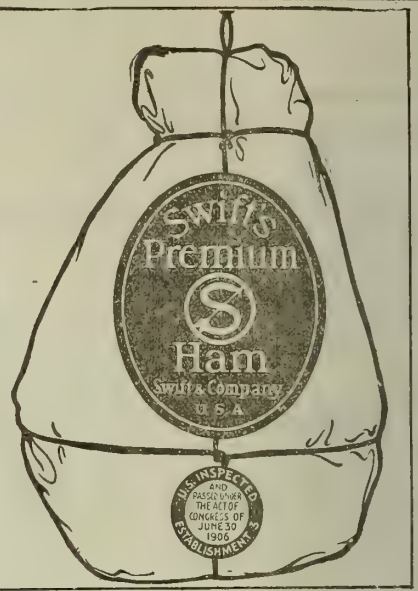
If shipped 6 cans to the case, figure Gals. —10c per dozen higher.

All No. 3, No. 2 and No. 2½ cans, 2 dozen in a case; No. 1 cans 4 dozen in a case; galoln cans, 1 dozen in a case.

Swift's Premium Ham

The superior Quality of Swift's Premium Ham is due to the careful selection, scientific pickling and careful smoking. They please customers. Every Ham U. S. Inspected and Passed.

Swift & Company, U. S. A.



9 10

Department 5.

This Dept. is corrected by J. H. Newbauer & Co., Tillmann & Bendel.

JELLIES, JAMS AND PRESERVES.

	Griffon 16-oz. Jars		Cutting 16-oz. Jars		Rose No. 2 Tins.		Rose Picnic Tins		Tumeler Jelly 4-doz.Case
	Preserves	Jam Pure	Jam Pure	Jelly Blended	Jam Pure	Jelly Blended	Jelly Pure	Jelly Blended	Jelly Blended
Apple	....	2 35	....	2 00	....	1 60	....	92½	90
Apricot	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Apricot Marmalade	2 35	....	....	....	1 85	....	....	....	.....
Blackberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Currant	2 35	2 35	....	2 00	....	1 60	97½	92½	90
Fig	2 35	....	2 00	....	1 85	....	97½	....	.....
Gooseberry	....	2 35	....	2 00	....	1 60	....	92½	90
Lemon	....	2 35	....	2 00	....	1 60	....	92½	90
Loganberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	....	90
Orange	2 35	2 35	....	2 00	1 85	1 60	97½	92½	90
Orange Marmalade	2 35	....	2 00	....	1 85	....	97½	....	.....
Peach	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Damson	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Green Gage	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Quince	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Raspberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Strawberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Assorted Regular	2 35	....	2 00	2 00	1 85	1 60	97½	92½	90
Assorted Berries	2 35	....	2 00	2 00	1 85	1 60	97½	92½	90

Chunks, 2s	2.25
Whole, 2½s, 2 doz	2.00
Grated, 2s, 2 doz	1 75
" 1s, 4 doz	1.25
" gals, ½ doz	5.25

Singapore.

2 lb sliced	1.75
22-oz., doz.	48.00
1-lb sliced	.95
2½ whole	2.25

Mince Meat.

Merrell-Soule Co.'s None Such Condensed Mince Meat, cases (6 doz. each), per case, $6.25.

Department 7.

This Dept. is corrected by Sussman, Wormser & Co., William Cluff Co.

CANNED VEGETABLES

Asparagus.

Mammoth	5.25
Large White	4.75
Medium White	4.50
White Tips	4.25

Beans

Stringless Extras	
Blue Lake,	1.35
Blue Lake, gal., none	
String, 2 lb Standard	1.25
String, gal., Standard	4.50
Lima, soaked	1.00

Baked Beans

Fancy Eastern	$
1-lb Tall tins	50
2-lb Tall Tins	80
2½-lb Tall tins	1 00
3-lb Tall tins	1 10

Van Camp's; Pork and Beans (Tomato Sauce.)

No. 1 cans, 4 dz. in cs., dz.	.95
No. 2 cans	1.40
No. 3 cans	1.90
Same (Plain) No. 3	1.75
Kidney Beans, No. 2	1.20
Lima Beans, No. 2	1.20

Corn

1s Maine, per doz	$1.50
Gallon, cut, Maine, per doz.	none
Gallon, cob, Maine, per doz.	6.50

11

Iowa, per doz	.90
5 case lots, Iowa	.85

Succotash.

Standard Maine	1.35

Peas

Petit Pois	2.25
2s Extra Fine Sifted	2.00
Standards	1.35
2s, Soaks	1.00

Tomatoes

3s, Solid Pack	1.50
3s, with peppers	No quotation
2½s, Solid Pack	1.35
2½'s, Solid Pack with peppers	No quotation
2½s, Standard	1.00
Gallon, Standard	2.85
Gallon, Solid Pack	No quotation
Gallon Puree	No quotation

Miscellaneous

Artichoke 2½s	$
Carrots, 2s	1.
Cabbage, 2s	1.1
Turnips ,gal	4.00
Spinach, 2s	1.35
Spinach, gal	4 00
Beets, 2s	1.05
Hominy, Great Western, 3s	1.15
Hominy, Van Camp's	1.15
Pumpkin and Squash, gal	2.50
Van Camp's Strawberry Beets, No. 3, cans, 2 doz to case	1.90
Van Camp's Golden Pumpkin and Marrow Squash, No. 3, 2 doz in case, per doz	1.40
Same, No. 8	3.70

Department 8.

This Dept. is corrected by Cudahy & Co., Swift & Co.

PROVISIONS.

HAMS.

Eastern Standard, 18-20	.16½
" " 15-16	.16½
" " 12-14	.16¾
Picnic Hams	.11½

Boiled Hams

Skin on	.24½
Skin on	.25½

Breakfast Bacon

Eastern Standard, 6-8	.21½
" " 8-10	.20
" " 10-12	.19

English Cured Bacon

Eastern Cure, 8-10	.18
Eastern Cure, 8-10	.18½

Dry Salt Bacon

Clear Medium Bacon	.14
Clear Light Medium	.14

12

Light Belly	.16
Extra Light Belly	.16½
Bacon Backs	.14
Bacon Bellies	.15½

Dry Salt Meats

Sides	.13½
Bellies	.13½
Backs	.13
Fat Backs	.12½

Barreled Pork

	Bbls.	½-bbls
Spare Ribs	$	
Family Pork	21.50	11.25
Clear Pork	24.00	12.50
Big Pork	26.50	13.75

Barreled Beef

Mess Beef	10.00	5.50
Family Beef	10.50	5.75
Ex. Family Beef	11.00	6.00
Beef Tongues	23.00	12.00

Pigs Feet

Tierces, about 300 lb	$18.00
Barrels, about 200 lbs	13.50
½ bbls, about 80 lbs	5.50
Kegs, about 25 lbs	2.50
Kits, about 15 lbs	1.25

Pure Leaf Lard

Tierces, about 350 lbs. net	11
½ bbls, about 100 lbs	11¼
80-lb. Wood Tub, 80-lbs. net	11¼
60-lb. Wood Tub, 60 lbs. net	11¼
20-lb. Wood Tubs	11⅝
50-lb. Cans, one to a case	11¼
20-lb. Cans, 4 to case	11⅜
10-lb. Cans, 6 to a case	11¾
5-lb. Cans, 6 to a case	11⅞
3-lb. Cans, 20 to a case	12

Golden Gate Lard.

Tierces, about 370 lb. net	11
½ bbls, about 150 lb. net	11¼
50-lb. cans, 2 to a case	11¼
20-lb. cans, 4 to a case	11⅜
10-lb. cans, 6 to a case	11¾
5-lb. cans, 12 to a case	11⅞
3-lb. cans, 20 to a case	12
20-lb. wood baskets	11¾
60-lb. tubs	11⅛
80-lb. tubs	11⅛

Compound Lard

Tierces, about 360 lbs., net	08¼
50-lb. cans, 1 to a case	08¾
10-lb. cans, 6 to a case	09¼
5-lb. cans, 12 to a case	09¾
3-lb. cans, 20 to a case	09½

"Arrow" Compound.

Tierces, about 370 lb. net	08½
50-lb. tins, 2 to a case	08¾
½ bbls, about 150 lb net	10¼
50-lb tins, 1 to case	10¼
20-lb tins, 4 to case	10⅛

13

10-lb. tins, 6 to a case.....09¼
5-lb. tins, 12 to a case.....09⅜
3-lb. tins, 20 to a case.....09½
20-lb wood bkts, 20 lb net..10⅜
60-lb wood bkts, 60 lb net10⅛
80-lb wood kegs, 80 lb net..10⅛

Suetene.

50-lb Cans .....None

Beechnut Packing Co.

Beechnut Sliced Bacon and Beef in Glass.



14

1 doz No. 1 Jars.....$3.25
Erie Brand Chipped Beef in Glass, 1 doz No. 1 Jars.... 2.60
5 case lots, less 5 per cent.

Van Camp Packing Co.

Boned Chicken, No. ½ Cans.
1 doz. in case, per doz..... 2.90
Same; No. 1..... 5.15
Boned Turkey, No. ½..... 2.90
Same 5.15

Department 10.
FISH AND CHEESE.

This Dept. is corrected by **Wieland Bros.; Roethlisberger & Grassolf.**

Russian Caviar.

	Per doz
1-lb. cans, 2 doz. in case....	$17.00
½-lb. cans, 2 doz. in case..	9.00
¼-lb. cans, 5 doz. in case..	5.00
⅛-lb. cans, 6 doz. in case..	2.75
White Label Brand.....	none

CHEESE
Foreign and Domestic.

	new
New York State Factory	
Cheddars, June make ..	19½
Twins, June make.....	19½
Triplets	20
Cal. State factory flats....	19-20
Cal.State fctry, Young Am.	19-20-21
Jack or Monterey.....	21
Brick Cream	19
Limburger, Eastern, lb.....	17-18
Swiss,, imported, lb.....	29

Department 9.
CANNED MEATS.

This Dept. is corrected by **Cudahy & Co.**

ALL PRICES ARE PER DOZEN

	No. ¼ Tins 4 doz in case	No. ¼ Tins, 2 doz in case	No. 1 Tins, 2 doz in case	No. 2 Tins, 1 or 2 doz in case	No. 6 Tins, 1 doz in case	No. 14 Tins, ½ doz in case	No. 1 Tins, 1 doz in case
Corned Beef			1 25	2 25	7 50	16 75	
Roast Beef			1 25	2 25	7 50		
Roast Mutton			1 55	2 60			
Brisket Beef				2 75			
Boiled Beef			1 25	2 25	7 50		
Chipped Beef (in tins)		1 25	2 10		20 00		
Sliced Beef (in glass)		1 40	2 40				2 40
Sliced Beef (in tins)		1 35	2 35		22 00		
Sliced Beef (in glass)		1 50	2 50				2 50
Chip Beef (in Tins)		1 85					
Brawn			1 25	2 25			
Pigs' Feet			1 40	2 60			
Corned Pork			1 25	2 25			
Lunch Tongue		1 65	2 75				
Sheep Tongue		1 45	2 35				
Lambs' Tongue		1 45	2 35			No.1½	
Luncheon Tongue						5 50	
Sliced Bacon (in tins)							2 50
Sliced Bacon (in glass)		1 55					2 55
Deviled Ham (Geinuine)	85	1 50					
Potted Ham (Genuine)	85	1 50					
Potted Tongue (Genuine)	85	1 50					
Potted Meat (Ham Flavor)	40	75			No. 3		
Deviled Meat (Ham Flavor)	40	75			Tins		
Potted Meat (Tongue Flavor)	40	75			1 or 2		
Boneless Chicken		2 60			Dz. in		
Veal Loaf					Case		
Sandwich Loaf		95	1 80		1 80		
Picnic Loaf		95	1 80		1 80		
Chili Con Carne	No. ¾	95	1 80		1 80		
Beafsteak and Onions	95	80	1 30				
Hamburger Steak		90	1 65				
Frankfurter Bratwurst		90	1 65				
Minced Collops			1 80				
Tripe				2 20			
Sweetbreads				1 65			
Vienna Sausage			2 50				
Pork Sausage		85	1 35				
Oxford Sausage			2 35				
Bologna Sausage			2 10				
Sausage and Kraut			1 10				
Stewed Kidneys				2 35			
Corned-Beef Hash		90	1 55				
Lunch Sausage		85					
German Lunch Sausage		1 00					
Ox Marrow				2 90			
		No.1½	No. 2	No.2½	No. 3	No. 6	
Ox Tongue (whole)		6 25	7 50	9 25	11 25	20 50	
Chorizos							No. 5 10 00

15

Domestic Swiss	20-21
Roquefort, lb	40
Gouda, per lb	27
Sap Sago	22½
Pineapples, Eastrn, 6 in cs, cs.	3 50
Pineapples, Eastn, 6 in cs, sml	2 55
P'ffr'd Edam, small	34-35 pds per case of 12 8.25
P'ffr'd Edam, med	38-40 8.75
Do. Edam, large	44-45 9.50

Fancy

Camembert, Brie, Roquefort and Gorgonzola, jars	none
Parmesan C & B, sml bot doz	3 00
Parmesan C & B, lge bot, doz	5 00

Bayle'-

Small ½-lb 1 lb. 2½-lb 5-lb
Deviled Cheese
$1.00, $2.25, $4.00, $5.00, $9.00
After Dinner Cheese:
$1.00, $2.40, $4.00, $4.50, $7.50
Roquefort Cheese:
$1.00 ,$2.40, $4.00 ,$4.50, $7.50

MacLaren Imperial Cheese Co.,Ltd

Imperial Cheese—

Club size, 2 doz jars, doz	$1.25
No. 1, size, 1 doz jars, doz..	2.80
No. 2 size, ½ doz jars, doz..	5.25
No. 3 size, ½ doz jars, doz..	10.60
Individuals, 5 doz jars, doz..	.85

Roquefort Cheese—

Small size, 2 doz jars, doz..	1.75
Large size, 1 doz jars, doz..	3.25
Individuals, 5 doz jars, doz..	.85

SALT FISH
Pacific Codfish

Bundles, per lb.	04¾
Case, selected, per lb	5.75
Boneless, 30-lb. boxes, lb	none
Boneless, 40-lb. boxes, lb	7½
Boneless, Srtips, per lb	7
Boneless Blocks, per lb	8
Boneless Tablets, per lb	8½
Boneless Middles, per lb	7½
Boneless Middles, ex., per lb	11

Eastern Codfish

Gen. Georges, 8 fish to cs	$11.00
Gen. Georges, 12 fish to cs..	10.00
Geo. Cur. Cod, case	9.50
Geo. Cur. Cod ,40 fish to cs	8.00
Gen. Geo. Middles, 60 fish...	15
Gen. Geo. Tablets,36 fish	11½
Gen. Geo. Blocks, 40 fish	11½

Shredded Codfish

Beardsley's shredded, 2 doz. in case	1.00

Norwegian Mackerel

Bloater, 120-130 fish	57.00
Bloater, ½-bbl., 60-65 fish.	29.50
No. 1, 150-160 fish	47.00
No. 1, 75-80 fish	24.50
No. 2, 220-240 fish	39.00
No. 3, 110-120 fish	20.50
No. 3, 300-350 fish	30.00
No. 3, 150-175 fish	16.00
No. 4, 400-440 fish, bbl	27.00
No. 4, 200-220 fish	14.50

Irish Mackerel

No. 1, 200-220 fish	none
No. 1, 80-90 fish	none
No. 2, 325-350 fish	none
No. 2, 130-140 fish	none
No. 2, 475-500 fish	none
No. 2, 180-190 fish	none
No. 1, 10-lb kits, 15-16	
No. 2, 20-22 fish	1 30

American Bloaters

Shore Bloaters, 115-120 fish.. none

16

Shore Bloaters, 45-50 fish..	none
Extra No. 1, 120-130 fish....	none
Extra No. 1, 50-55 fish.....	none
No. 1, 140-150 fish.....	none
No. 1, 60-65 fish.....	none
No. 2, 130-140 fish.....	28.50
No. 2, 55-60 fish.....	11.00
No. 2, 140-160 fish.....	none
No. 2, 60-65 fish.....	none
No. 2, 160-180 fish.....	none
No. 2, 70-80 fish.....	none
No. 2, 180-200 fish.....	none
No. 2, 80-90 fish.....	none

In Kits

Extra Mess, 7 to 8 fish each..	$3.00
No. 1, kits, 8-9 fish or 15-17 fish	1.40
No. 2, kits, 8-9 or 20-22 fish	1.30

Salmon

King, bbls	none
Oregon Silversides, bbls.	13 00
Alaska Red, bbls	13 00
Alaska Red, ½-bbls, 100 lbs	7 25
Alaska Red, kits	1.00
Bellies, bbls	15.00-18.00
Tongues and Sounds, kits 10-lb	1 40
Tongues and Sounds, ½-bbls, 80-lb	11 50

New Herring, Pack 1907.

Ex Sictd Mixed, bbls	17.00
" " " ½ bbls	9.00
" " " Keg	1.20
Cheaper grade, mixed, bbl..	15.00
" " " ½ bbl..	8.00
" " Keg	.90
Ex Selected, Milcher, bbl....	19.00
" " " ½ bbl..	10.00
" " " Keg	1.35
Cheaper, Milchner, bbl	17.00
" " ½ bbl	9.00
" " Kegs	1.00
Labrador, round, 160 fish...	5.50
Labrador Split, per ½ bbl..	6.50
Pacific, ½-bbl	4.00

Smoked Fish

Neptune, Brand, 100s	$2.85
Neptune, Brand 50s	1.60
Dainty Brand, 50s	2.25
Bloaters, Grim., 100 box	$3.00
Bloaters, Grim., 50 in box.	1.75
Bloaters, Cromarty	3.00
Yarmouth, 100 in box	
Halibut, chunks	.15
Herring, boxes, Eastern	.25
Herring, boxes, Washington	.20
Herrings, Neptune, boneless, boxes of 10s, net	1.35
Moir's Selected Red Herrings, 100's	1.90
Moir's Selected Red Herrings, 50's	1.25
Salmon ,per lb	10 20

Beardsley's.

Herring, boneless, tins, doz..	1.50
Herring, boneless, small, doz	1.00
Herring, boneless, vacuum tumblers, 2 doz in case	1.95
Finnan Haddies, 30-lb boxes, per lb	15

Potted Fish.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy Bloater Paste	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	.75

WIELAND BROS.

309-311 DAVIS STREET, SAN FRANCISCO

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Camenbert, Schloss, Kronen and Neufchatel Cheese.

17

Ditto, fancy pots.... .. 4.75
Kippered Herrings, Marshall's 1.90
Kippered Herrings, Moirs... 1.90

Department 11.
CANNED FISH.

This Dept. is corrected by Sussman, Hooper & Jennings, Wellman, Peck & Co.

	Doz.
Anchovies, in oil, 2 doz ½ pts., in glass, doz.....	5.00
Anchovies, 2 doz, ¼ pts, dz.	3.00
Bloaters, Yarmouth C. & B. doz.....	4.50
Codfish Balls, 2-lb tins per. doz.....	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.35
Eels, smoked, 1-lb, per dz..	2.85
Finnan Haddies, 2-lb ovl.	2.25
Finnan Haddies, 1-lb. round, per doz.....	1.80
Sardelles. imp.,½-lb tins....	2.50
Sardelles, imp. in glass.	3.00
Sardelles, dom. 1-lb, glss 2	25
Sardelles, Ankers. ⅛ keg	3.00
Sprats 7.50	8.00

Mackerel
1-lb tins, 50 in a case
2-lb tins ,2 doz. in a case

Gold Label ,1-lb tins....	1.50
P. &. W., 2-lb soused....	2.75
P. & W., 2- lbmustard....	2.75
P. & W., 2-lb tomato....	2.75
Underwood, 2-lb soused..	2.85
Underwood, 2-lb tomato.	2.85
Underwood, 2-lb mustard.	2.85
Los Angeles, 2-lb soused.	2.55
Los Angeles ,2-lb tomato.	2.55
Los Angeles, 2-lb mustrd.	2.55
Mt. Desert, 2-lb soused..	2.25
Mt. Desert, 2-lb tomato...	2.25
Mt. Desert, 1-lb soused..	1.35
Blueback, 1-lb, fresh....	1.10
4 doz., 1s, flat, oval.....	1.80
4 doz., flat, square.....	1.40

Crescent Mackerel

Soused, 18-oz tins, doz.....	$1.80
Tomato, 18-oz tins, doz....	1.80
Mustard, 18-oz tins, doz....	1.80

Mackerel in Oil.

Bezler's	3.00	4.00
Lemarchand	5.00	7.00

Salmon

Alaska Red, 1-lb. tins, doz..	$1.35
Alaska Red, 2-lb .....none	
Alaska Pink, 1-lb. tins.....92½	
Alaska Flats, 1 lb.....none	
Oregon Red, 1 lb.....none	
Oregon Red 2 lb.....none	
Oregon Pink, 1 lb.....none	
Oregon Pink, 2 lb... ....none	
Oregon Flats, 1 lb .. ...none	
Columbia Riv., 1-lb. talls..	1.90
Columbia Riv. 1 lb flats..none	

Sardines.

	Per case
French, ¼s, 18 m.m.....	11.00
" ¼s, 22 m.m.....	12.50
Portuguese, ¼s, 18 m.m....	
" ¼s, 22 m.m....	10.00
" ½s, 30 m.m.....	16.00
Norwegian, ¼s, 18 m.m....	9.00

Sprats.

French, ¼s, 18 m.m.. ..	7.50
" 22 m.m	9.50

American Sardines

(¼s pkd 100 to cs, ¾s 50 to cs.)	
¼ in oil, without key.....3.80	
¼s in oil, with key.....4.25	
¼s in oil, per doz.....	.50
¼s in mustard, per doz.....	.60
¼s in mustard, case.....3.75	
¾s in mustard, per doz.....	.95
¾s in mustard, case.....	3.40

Maconochie Bros., Ltd., London.

Kippered Herrings, case of 6 dz., No. 1 oval tins, per dz...$1.80	
Herrings in Tomato, case of 6 dz.,No.1 square tins,pr dz.	1.80
Findon Haddocks, case 6 doz., No. 1 oval tins, per doz..	2.30
Preserved Bloaters, case of 6 doz., No. 1 oval tins, per dz.	1.80

SHELL FISH.

Abalones

4 doz in cs ,with shells, cs 6.00

18

Clams and Clam Juice

	doz
Doxsee Clams, 1-lb tins....$1.85	
Doxsee Clams ,2-lb tins.	2.75
Doxsee Clam Juice ,1-lb..	.90
Doxsee Clam Juice ,2-lb..	1.60
B&M Lunch Clams, flat	1.37½
Underwood Clams, 1-lb.....	1.05
Underwood Clams, 2-lb.....	1.65
P. & W. Clams, 1-lb tins....	1.35
P. & W. Clams, 2-lb tins....	1.65
Oxford Clams, 1-lb tins.....	.95
Oxford Clams, 2-lb tins....	1.50
P. & W. Clam Chowder.....	2.25
Burnham's Clam Bullion, qts. ...	
Burnham's Clam Bullion,pts.	4.50
Burnham's Cl'm Bullion,½ pts	2.40

Crabs.

½s flat, 4 doz, per doz.....	2.25
Minced, ½s flat, 4 doz....	1.25
Picnic, 1s, 4 doz.....	1.15
" 2s, 2 doz.....	1.75

Lobsters

	Doz
Picnic talls; 4 doz, per doz..	3.00
Picnic flats, 4 doz, per doz..	2.80
½-lb. flats, 4 doz, per doz..	2.60
¼-lb flats, 4 doz, per doz..	1.40

Oysters

Oysters, Selects, 12 oz.....$3.25	
Oysters, Selects, 6 oz.....	1.90
Oysters, Standard, 10 oz....	2.35
Oysters, Standard, 5 oz.....	1.35
Oysters, Standard, 8 oz.....	2.10
Oyster, Standard, 4 oz.....	1.15

Shrimps.

Shrimps, pickled. 1-lb.....$1.35	
Dunbar's Picnics, 1-lb, doz..	1.35
Pride of the Gulf, 1-lb, doz..	1.30
Dunbar's 1½-lb, doz.....	2.35
Pride of the Gulf, 1½-lb, dz	2.30
Pickled Shrimp, 1-lb, doz....	1.35

Department 12.
This Dept. is corrected by
SPICES AND EXTRACTS.
A. Schilling & Co., Wellman, Peck & Co.

In Original Packages.

Pepper, Black.....14		18
Pepper, White.....25		30
Ginger 13		19
Ginger, Gen Jam.....15		21
Cinnamon, Ceylon.....22		25
Cassia .. 16		24
Cassia 16		64
Cloves 20		36
Allspice 10		17
Nutmegs 30		65
Mace 80		90
Laurel Leaves, in bales.....07		
Laurel Leaves, in small lots,		10.

E. McIlhenny's Son.

Powdered Tabasco Pepper, cs 2 dz, No. ¼ tins, dz.....	2.40
Same, box, 1 dz No. ⅛ tins, dz	.96
Powdered Cayenne Pepper, bx 1 dz No. ⅛ tins, doz.....	.96

Paprika.

1 oz, doz..	1.00	16 oz, doz..	7.75
2 oz, doz..	1.50	2½-lb tins.	
4 oz, doz..	2.75	5-lb tins....	
8 oz, doz..	4.50	Bulk, lb....	

MUSTARD.

Colman's, ¼s, per lb....	.52
Colman's, ½s ,per lb.....	.48
Colman's 1s, per lb.....	.48
Colman's 5s, per lb.....	.43
Durkees ⅛s, per doz.....	.65
Durkees ¼s, per doz.....	1.30
Schilling's Best, small, doz..	.80
Schilling's Best, medium, doz	1.35

Prepared.

Louit Freres, per doz.....	2.25
Imitation Freres, per doz..	.70
Dusseldorfer, 1 doz pts, case	1.60
Eddy's Salad, small.....	.90
Eddy's salad ,medium.....	1.35
Eddy's large	2.00
Webbs, 2 doz. cs.....	1.35
Heinz, 2 doz. cs.....	1.26

FLAVORING EXTRACTS

Schilling's Best.

Triple Strength, Pure and Uncolored, Sprinkling Tops.
Full Measure. Never sold in bulk

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Department 12.
SPICES AND FLAVORING EXTRACTS.
Schilling's Best Spices — Nature's Best.
Square Tins. Never Sold in Bulk.
Small medium, large size have sifting tops except Mustard.

	Small size per doz.	Medium size pr doz	Large size per doz	Ex.Large size pr doz	Hotel size pr tin
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.80	1.35	2.40	4.00	.85
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	1.35	2.30	4.35	7.75	2.00
Cloves	1.10	1.90	3.50	6.50	1.35
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
White Pepper	1.10	2.00	3.75	6.75	1.50
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain.....	**6 doz.**	**4 doz.**	**2 doz.**	**2 doz.**	**1 doz.**
Gross Weight.....	**21 lbs.**	**24 lbs.**	**23 lbs.**	**38 lbs.**	**54 lbs.**

Folger's Golden Gate Ground Spices.
High Grade—High Price.

Net Weight	⅛-lb per dz 4 doz to cs	¼-lb per dz 4 doz to cs	½-lb per dz 2 doz to cs	1-lb per dz 2 doz to cs	2½-lb per dz 2 doz to cs	5-lb per dz 1 doz to cs
Pepper	.75	1.15	2.15	3.65	.29	.28
Mustard	.75	1.15	2.15	3.65	.29	.28
Ginger	.75	1.15	2.15	3.65	.29	.28
Allspice	.70	1.10	2.05	3.50	.28	.27
Cinnamon	1.30	2.25	4.25	8.15	.65	.64
Cloves	.90	1.50	2.75	4.95	.40	.39
Cayenne	.90	1.50	2.75	4.95	.40	.39
White Pepper	.95	1.55	2.85	5.10	.41	.40
Nutmegs	1.60	2.65	5.15	9.75	.71	.70
Mace	1.75	2.90	5.40	10.25	.75	.74
Sage	.65	1.05	1.95	3.35	.21	.20
Thyme	.70	1.25	2.35	4.35	.32	.31
Marjoram	.85	1.40	2.60	4.80	.38	.36
Savory	.70	1.25	2.35	4.35	.32	.31

		Lemon and Others	Vanilla and Rose
1	oz....	1.30	1.80
2	oz....	2.00	3.00
4	oz....	3.75	5.75
6	oz....	5.50	8.50
8	oz..	7.25	11.00
16	oz..	14.00	21.50
32	oz..	27.00	42.00

Folger's Golden Gate.
High Grade—High Price.

		Vanilla and Rose		Lemon and Others
1	oz.....	1.60	1 oz.....	1.25
2	oz.....	2.50	2 oz.....	1.85
4	oz.....	4.75	4 oz.....	3.45
6	oz.....	6.75	6 oz.....	4.75
8	oz.....	9.00	8 oz.....	6.50
16	oz.....	16.50	16 oz.....	12.00
32	oz.....	32.00	32 oz.....	23.00

Department 13.
BAKING POWDER, ETC.
This Dept. is corrected by William Cluff Co., J. H. Newbauer & Co.

Bendel.
Royal

	1 cs	5 cs	10cs
¼ lbs cans.	$1.38	$ 1.36	$ 1.34
6 oz. cans..	1.92	1.89	1.87
½ lb. cans	2.57	2.52	2.50
12 oz cans.	3.82	3.75	3.72
1 lb cans..	4.95	4.85	4.80
2½ lbs cans	11.65	11.40	11.28
3 lb cans..	13.60	13.34	13.20
5 lb cans..	22.35	21.90	21.68

An extra discount of 1 % if packed in barrels.

Trophy

4 oz., doz..	1.10	2½ lb, doz.	9.00
8 oz., doz..	2.00	5 lbs., doz..	18.00
16 oz., doz.	3.50	10 lbs, doz.	31.50

Sun Baking Powder

16 oz, doz.	$3.90	4 oz, doz..	1.20
8 oz, doz..	2.20		

Schilling's Best.
Never sold in bulk.

4 oz, gr....	16.50	½ lb., doz..	10.50
6 oz. gr....	22.50	3 lbs, doz..	12.00
8 oz, gr....	28.00	4 lbs, doz..	16.00
12 oz, gr...	41.00	5 lbs, doz..	20.00
16 oz, gr...	53.00	10 lbs, doz..	39.00

Folger's Golden Gate.
Guaranteed Pure.

4 oz, gr....	16.00	2½ pat, dz.	10.00
6 oz, gr....	22.50	3 pat, dz..	12.50
8 oz, gr....	28.00	4 pat, dz..	16.00
12 oz, gr...	41.00	5 pat, dz..	20.00
16 oz, gr...	53.00	10 pat, dz..	39.00

CRESCENT.

	Per doz		
¼-lb tins..	.65	3-lb tins...	5.50
½-lb tins..	1.25	5-lb tins...	9.00
1-lb tins...	2.00		

Rumford Baking Powder.



	Per doz.
½ lb. can, 2 dz in box	1.40
1-lb. can, 1 dz. in box	2.80
3-lb. can, ½ dz in box	7.50
5-lb. can, ½ dz in box	12.50

Less 5 per cent in 5 case lots.
One case ½s or 1s free with 10 case lots.

K. C.

10 oz., dz..	.90	50 oz., dz..	4.25
15 oz., dz..	1.35	80 oz., dz..	6.50
25 oz., dz..	2.15		

Pure Cream Tartar.

100-lb bbls	.27	5-lb tins,dz	2.65
50, 25-lb bx	.28	1-lb tins, dz	5.50
5-lb tins,lb.	.40		

SODA.

Churches ,A. & H., 30 or 60 1's	.05¼
Same, 60 ½s.....	.05½
Dwight's Cow Brand, 60 1s	.05¼
Same, 60 ½s.....	.05½

(12-oz. pkg. ½c more; 8-oz. package ¼c more; 5 cs lots, ¼c less.)

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Department 14.
FARINACEOUS GOODS.

This Dept. is corrected by **Wellman, Peck & Co., Port Costa Milling Co.**

Miscellaneous Flours

	Bbl.
Port Costa	$5.40
Globe, A 1	5.40
Sperry	5.40
Golden Gate	5.40
Drifted Snow	5.40
Crown	5.40
Peacock	5.40
Banquet	5.20
Royal	5.20
Starr's Choice Extra	5.20
Colonial	5.20
White Navy	5.20
Success	5.20
Mission	5.20
Triumph	5.00
Bear	5.00
Bonanza	5.00
Eagle	5.00
Capitol	5.00
Caledonian	5.00
Silver Star	5.00
Mayflower	5.00
Rye Flour	5.20
Rye Meal	5.00
Whole Wheat Flour	5.40
Graham	5.20

Quaker Oats Co.

Quaker Oats, 36 2s	**$3.85**
" " family size, 20s	5.15
Scotch Oats, 36 2s	**3.85**
Banner Oats, 30 5s	**4.75**
" " family size, 20s	5.15
Saxon Oats, 20 5s	4.75
" " family size, 20s	5.15
Zest, 20s	**4.10**
Zest, 36s	2.75
Apetizo, 24s	3.00
Quaker Wheat Berries, 36 2s.	3.00
Quaker Puffed Rice, 36 2s..	3.00
Quaker Yellow or White Corn Meal, 36 3s	4.10

EGG-O-SEE CEREAL CO.

Egg-O-See, 36 1s, per case..	2.85
E-C Corn Flakes, 36 1s, case	2.85
5 case lots either	2.75

DEL MONTE MILLING CO.

Del Monte Rolled Oats, wood	8.00
Del Monte Rolled Oats,, sacks, 2 90-lb	7.50
Alta Mills, Rolled Oats, wood	7.50
Alta Mills Rolled Oats, sacks, 2 90-lb.	7.00

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Del Monte Rolled Wheat, wood	4.30
Del Monte Rolled Wheat, 2 75-lb sacks	3.80

Case Goods.

	Per case
Self-raising Buckwheat Flour 24 cartons, 3 lbs	3.85
40 cartons, 1¾ lbs	4.00
Cal. Flapjack Flour, 36 2s..	3.85
Semola or Nutty Grains, 20 cartons, 4 lbs	3.60
Cal. Cream Flake Oats, 36 2s	3.60
Primrose Wheat, 36 2¾s	3.85
Farina, 24 cartons, 1-lb	1.80

American Milling Co.'s Cereals.

	Per Bbl.
Colonial Ex. Cream Rolled Oats, 180 lbs., (wood)	$7.25
180 lbs., 90-lb sacks	6.75
150 lbs., wood	6.00
Pacific Brand Rolled Oats, 180 lbs. (wood)	6.75
180 lbs., 90-lb sacks	6.25
Bohemian Rolled Oats, 180 lbs. (wood)	6.00
180 lbs., 90-lb sacks	5.50
Colonial Pearl Rolled Wheat, 150 lbs. (75-lb sacks)	3.80
Colonial Granulated Hominy, 200 lbs (wood)	7.75
Colonial Steel Cut Oat Meal, 200 lbs. (wood)	8.25
Brewster's Pat. N. Y. Buckwheat Flour, 200 lbs (wood)	8.25
Colonial Pearled Hominy, 200 lbs. (wood)	7.75
Colonial New Process Buckwheat Flour, 200 lbs (wood)	8.25

Case Goods.

Colonial Ex. Cream Rolled Oats, 36 2-lb pkgs	3.60
Colonial Self-Raising Buckwheat Flour, 24 3-lb pkgs	3.80
Pettijohn's Breakfast Gem, 2-lb pkgs. to case	3.25

MISCELLANEOUS PACKAGE CEREALS.

(All prices net.)

Port Costa Milling Co.

Golden Poppy Oat Flakes, 36 2s	3.60
Encore Pancake Flour, 36 2s.	3.60
Encore Buckwht Flour, 36 2½s	5.75
Oat Flakes, 36 2s	3.60
Grape Nuts, 1 & 2 doz. per dz	1.35
Breakfast Gem, case 3 doz	3.25
Wheatine, 36 2s, per case	3.30
Germea, 20 4-lb. pkgs, per case	4.10
Germea, 20 2-lb. pkgs per case	4.25

23

case	3.20
Flaked Rice, 24 1's	3.00
Dr. Price's Wheat Flake Celery Food per case	2.85
Hecker's Farina, 24 2s, case	2.00
Pillsbury's Best Cereal Vitos, 36 2s	5.10
Cream of Wheat, 36 2's	5.25
Crespo, 36 2's	2.75
Snow Flake, 36 2's	2.80
Malta Vita, 36 1's	4.00
Our Mother's Mush, 36 2s	2.80
Twin Bros. Mush, 36 2s	2.80
H. H Robbins, Cr'mry Bkfst 36 2s	2.80
Phoenix Wheat Flakes, 36 2-lb	2.80
White Rose Wheat Flakes, 20 5-lb.)	4.70
Carnation Wheat Flakes 20 5s	4.70
A B C Breakfast Wheat 72 2's	5.00
A B C Breakfast Wheat 36 2's	2.60
Nutro, 9s	2.80
Wheaton, 9s	5.20
Grape Nuts, No. 22, per doz	1.35
Morning Meal, per case	2.80
Olympic Wheat Hearts, 24 5s	4.75
Olympic Wheat Hearts, 48 2s	4.75
" Cake Pastry, 20 5s.	4.75

Pancake Flours.

Uncle Sam, 36 2s	3.25
Encore, 36 2s	3.60
Olympic Pancake Flour, 24 4s	4.45

H. O. Cereals.

	Case
H-O Buckwheat, 2 doz. 3-lb pkgs, per case	4.25
H-O Pan Cake Flour, cse.	3.90
H-O Oats ,24 2's, per cs.	3.15
Korn Kinks, 36 2s	2.85
Force	4.50

Freight paid on country shipments of H. O. goods up to 25c per cent on 5 case lots.

RALSTON MILLS.

Ralston Breakfast Food 36 2s	4.50
Ralston Barley Fo'd, 36 2s	4.25
Ralston Health Oats, 36 2s	4.50
Ralston Hominy Grits, 36 2s	4.25
Ralston Health Crisp 36 2s	2.75
Ralston Select Bran, 24 3s	2.50
Ralston Pan Cake Flour 36 2's	3.75
Ralston Whole Wheat Flr 4 ¼s	5.50

Capitol Mills.

	Per Bbl.
Ex Cream Rld Oats, 180 lbs.	$7.25
Ex Cream R'lld Oats, 180 lbs. (90-lb. sacks	6.75
Rolled Oats, 180 lbs	6.75
Rld Oats, (90-lb. sks), 180 lbs	6.25
Rolled Oats, 180-lb. bbls	6.00
Rolled Oats, 90-lb. sacks	5.50
Pearled Rld Wheat, 150 lb..s	4.30
Pearled Rld Wheat (75-lb. sacks), 150 lbs	3.80
Granulated Hominy, bbls	7.75
Pearled Hominy, bbls	7.25
New Process Buckwheat Flour, bbls	8.25
Steel-Cut Oatmeal, "A" (fine) "B" (medium), "C" (coarse) bbls	8.25
Brewster's Pat. New Process Buckwheat Flour, bbls	8.25

	Per Case
Self-Raising Bckwheat Flour 20-3½-lb. pkgs, in cases	3.80
Self-Raising Bckwheat Flour 24-3 lb. pkgs, in cases	3.80
Farina, 24 1-lb. pkgs in cases	1.60
Mills Ex. Cream Rld Oats, 36 2-lb. pkgs in cases	3.60
Pan-Cake Flour, 36 2-lb. pkgs in cases	3.80

Farinaceous Goods in Sacks Manufactured by Local Mills.

Per 100 lbs. in 10-lb. sacks.

Buckwheat Flour, Plain	$4.00
Buckwheat Flour, Extra	4.30
Bckwheat Flour, New Process	4.30
Bckwheat Flour, Self-Raising	5.40
Buckwheat Groats	9.00

24

Corn Meal, Yellow	2.75
Corn Meal, White	2.75
Corn Meal, Ex Cream Yellow	3.40
Corn Meal, Ex Cream White	3.40
Corn Flour	2.75
Cracked Wheat	3.50
Entire Wheat Flour	3.20
Farina	4.20
Flaked Pearl Wht, 7-lb & 10-lb	3.20
Graham Flour	3.00
Hominy, large	3.40
Hominy, small	3.60
Granulated Hominy	3.80
Oatmeal, plain	4.10
Oatmeal, extra	4.30
Oatmeal, steel-cut	4.30
Oat Groats	4.30
Pearl Grits	3.85
Pearl Barley, No. 1	5.40
Pearl Barley, No. 2	5.40
Pearl Barley, No. 3	5.40
Split Peas, Yellow	5.00
Split Peas, Green	6.50
Rice Flour	7.20
Rolled Oats, 7-lb & 10-lb	4.30
Rye Flour	3.40
Rye Meal	3.20
Wheat Meal	3.40
Pearl Barley, No. 1, 25 and 50-lb. boxes	5.40
Split Peas, Yellow, 25 and 50-lb. boxes	5.00
Split Peas, Green, 25 and 50-lb. boxes	6.50

25-lb. sacks deduct 10 cents per cwt. from price of 10s.

50-lb. sacks deduct 20 cents per cwt. from price of 10s.

PASTES

Imported.

Crown Macaroni, 25 1s, pr pkg	.12
" Spaghetti, 25 1s, pr pkg	.12
" Vermicelli, 25 1s, pr pkg	.12

Imported Style.

Bellac Macaroni, 25 1s, pr pkg	.10
" Spaghetti, 25 1s, per pkg	.10
" Vermicelli, 25 1s, pr pkg	.10
" Alphabet, 25 1s, pr pkg	.12
Wash. Macaroni, 25 1s, pr cse	1.80
" Spaghetti, 25 1s, pr cse.	1.80
" Vermicelli, 25 1s, pr cse	1.80

Golden Egg.

Macaroni, 48 5c packages	$1.80
" 24 10c "	1.80
Spaghetti, 48 5c "	1.80
" 24 10c "	1.80
Noodles, 48 5c "	1.80
" 24 10c "	1.80
Alphabets, 48 5c "	1.80
" 24 10c "	1.80

Marvelli.

Macaroni, cs 4 dz, No. 1 car, dz	1.20
Spaghetti,, cs 4 dz, No. 1 car, dz	1.20
Vermicelli, cs 4 dz, No. 1 car, dz	1.20
Alphabets, cs 4 dz, No. 1 car, dz	1.20
Straight or assorted on above.	
No. ½, Extra, per box	.20
No. 1, Extra, per box	.35
No. 1, Extra, 25 lbs	1.00
No. 1, Extra, 50 lbs	2.00
No. 1, Extra, 100 lbs	5.00

CAL. PASTE CO.

Macaroni, Vermicelli, Etc.

Extra No. 1	.30
Extra Halves	.18
Extra, 15 lbs	.60
Extra, 25 lbs	.90
Extra, 50 lbs	1.80
Extra, 100 lbs	3.60
Royal, 24 1-lb pkgs	1.50
Queen's Taste, 12 3-lb. pkgs.	3.20

SAGO AND TAPIOCA.

Pearl Sago	.06
Pearl Tapioca	.06
Flake Tapioca	.06
Minute, 36-¾	2.75
Instantaneous, 50-1s	5.50
Instantaneous, 36-¾	2.75

Department 15.

This Dept. corrected by **Haas Bros., William Cluff Co.**, ex- otherwise noted.

RICE.

Fair Japan	05
Good Japan	05¼
Choice Japan	05¾
Fancy Japan	06
Fair Honduras	05½
Good Honduras	06

STERILIZED MEALS IN CARTONS PUT UP BY LOCAL MILLS.

ALL NET	Carton	Net Case	Rt'l Pr Pkg.
Buckwheat Flour	36-2 lbs.	$3.75	15c
Buckwheat Flour	20-5 lbs.	5.00	30c
Corn Meal, White or Yellow	36-2 lbs.	2.50	10c
Corn Meal, White or Yellow	20-5 lbs.	3.40	25c
Cracked Wheat	36-2 lbs.	3.75	15c
Cracked Wheat	20-5 lbs.	4.80	30c
Graham Flour	36-2 lbs.	3.00	10c
Graham Flour	20-5 lbs.	4.10	25c
Hominy, Large	36-2 lbs.	3.70	15c
Hominy, Large	20-5 lbs.	4.80	30c
Hominy, Small	36-2 lbs.	3.70	15c
Hominy, Small	20-5 lbs.	4.80	30c
Oat Meal, Granulated	36-2 lbs.	3.75	15c
Oat Meal, Granulated	20-5 lbs.	4.85	30c
Steel Cut Oatmeal, A. B. C.	36-2 lbs.	3.85	15c
Steel Cut Oatmeal, A. B. C.	20-5 lbs.	5.00	30c
Pearl Barley, 1, 2, 3	36-2 lbs.	4.85	20c
Pearl Barley, 1, 2, 3	20-5 lbs.	6.40	40c
Rice Flour	36-2 lbs.	6.20	25c
Rice Flour	20-5 lbs.	8.20	55c
Rye Flour	36-2 lbs.	3.70	15c
Rye Flour	20-5 lbs.	4.80	20c
Rye Meal	36-2 lbs.	3.70	15c
Rye Meal	20-5 lbs.	4.80	30c
Split Peas, Yellow or Green	36-2 lbs.	4.55	15c
Split Peas, Yellow or Green	20-5 lbs.	5.90	40c
Whole Wheat Flour	36-2 lbs.	3.15	10c
Whole Wheat Flour	20-5 lbs.	4.00	25c
Gluten Flour	36-2 lbs.	4.50	15c
Gluten Flour	20-5 lbs.	6.20	40c
Farina	36-2 lbs.	4.10	15c
Farina	20-5 lbs.	5.50	30c
Lightning Tapioca	24-1-lb.	2.20	15c
Cardinal Crushed Oats, Premium	20-5 lbs	4.25	

The Advocate is the LARGEST EXCLUSIVE Retail Grocery JOURNAL west of CHICAGO.

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Choice Honduras 06½
Fancy Honduras 07
Extra Honduras 07½

M. J. Brandenstein & Co.

Japan, Tycoon, Fancy Table $5.50
" Rubicon, extra fancy 6.00
" M. J. B., Double Diamond 6.25
Fancy Head, Carolina.. 6.50 7.00
Louisiana, Japan 5.50 5.75
Louisiana Tengue..... 5.12½
Louisiana, Japan Banzai..... 5.00
Haiwaiian 5.25 5.50
China, No. 1, per dbl mt..... 6.37½ 6.50
China, Mxd, dbl mt.... 4.60 4.75
Patna Head 7.00
Card Head, MJB, 40 2s, r 20 5s.. 7.50
Imp. Japan MJB 40 2½-lb.. 6.75
Imp. Japan MJB, 10 5-lb.... 6.75
Japan Table Queen, 33 3-lb.. 6.00
Japan Table Queen, 40 2½-lb 6.00

M. Phillips & Co.

Hermosa, Ex. Fancy 2½ & 5-lb 7.10
Fiesta, 2½ and 5-lb..... 6.75
Ex. Fancy Carolina..... 7.00
Fancy Carolina .....6.00 to 6.75
Hawaiian .....5.10 to 5.50
Satsuma No. 1 Imp. Japan.. 6.25
Toyokome 6.00
Togo 5.85
Matsuta 5.65
Higo 5.50
Mikado 5.35
Texas Japans .....5.10 to 5.85
China No. 1 .....5.65 to 6.75
China No. 2 .....4.35 to 5.15

W. T. Wellsch & Co.

Samurai, La., Japan.....$5.25
Ito 5.60
Fuji, La., Japan.....
Fuji Yama, La., Japan.....
W (circle), La. Japan..... 5.85
Snow White, Caro. Head....
Mardi Gras, Caro. Head..... 6.40
Paragon, Caro. Head..... 6.15
Virgin " " 2½&5 to arrive 7.00
Honeymoon, Caro. Head, 2½&5 6.90
Natural, Caro Head, 3s..... 6.50
Mascot, Caro. Head.....
Tiffin, Caro. Head..... 5.35
Best Yet, Japan, 3s..... 6.25

Rice Specialties.

Quaker Puffed, 3 doz to case. 3.00

Department 16.

LAUNDRY MATERIALS.

This Dept. is corrected by **Haas Bros., Wellman, Peck & Co.**

AMMONIA

Greer's Washing Ammonia

First grade absolutely pure. 180 Beaume Strength.
Pints, 2 doz to cs, per doz..$1.65
Qts, 1 doz to case, per doz.. 2.70
½ Gal., ½ doz to cs, per doz. 4.50

Greer's Toilet Ammonia

Lavender and Violet
Pints (2 doz .to cs).$2.50 pr dz

Parson's Household Ammonia (Neutral.)

Pts., 2 doz to case, per doz..$ 1.75

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Qts., 1 doz to case, per doz.. 2.65
½ gals, 1 doz to case, per doz 4.50
One-half case free with 5 cases; one case free with 10 cases.

Washing Ammonia

Standard Grade
Pts, 2 doz to case, per doz..$ .80
Qts, 2 doz to case, per doz.. 1.10

Bluing, Ball

Nuremberg, A, ½s, per lb. .35
Do A. D., ½s, per lb.... .27½
Do A. C. R., ½s, per lb.. .22½

Crown

German ½s' per lb...12½ 13
Do ¼'s, per lb....14½ 15
Deschamp's French, 1's per lb 27½
Do ½'s, per lb....28½

Bluing, Liquid

Common, pts, 3 dz to case.. .85
" qt, 2 doz to case.. 1.25
" ½ gal, 1 doz to case 2.50

Borax

20-Mule Team, 1's cs of 2 doz $2.25
20-Mule Team, 12-oz cs of 4 doz..... 3.45
20-Mule Team, ¼'s cs of 8 doz 2.90
(Less 5 per cent in 5 case lots;
Lump, 25 lbs in box..... .09
Powdered, 25 lbs in box.... .09

Chloride of Lime

Brookman's, 1's per lb....7¼
Do ½'s, per lb.....9
Blue Bell, 50 1s, per lb.....6½
Owl, 50 1s.....7

Potash.

Per case
Babbitt's, 4 doz in case..... 3.35
American, 4 doz in case..... 3.00

Lye.

Tomson's Red Seal, 4 dz to case 3.85
Tomson's 5-lb 12 to cs.. 4 50
American, 1s, 4 dz in case.... 3.00
Babbitt's Lye, 4 doz in case...3.35
Metropolitan 4 dz to cs.. 3 00
" 5-case lots... 2 90
Banner, 1 case, 4 doz..... 3.60
Blue Bell, 48 1s..... 2 85
Jumbo, 48 1s..... 1 90
Golden Star, 4 doz to case.. 2.90
Merry Nickel, case 1.75
Merry War, case 2.85

Sal Soda

California, sacks 1 40
California, bbls 1 50

Department 17.

SOAPS.

This Dept. is corrected by **Wellman, Peck & Co., Sussman, Wormser & Co.**

Peet Bros. Mfg. Co.

Silk Soap $3 35
A. B. Naptha Soap..... 4.20
Crystal White Soap..... 4.00
Nugget Soap, 100s..... 2.50
Lily White (Floating Bath).. 3.90

27

Mechanics, 36 cakes in box.. 2.05
Mechanics, 50 in box (5c size) 1.90
Pine Tar, 100 cakes in box.. 3.75
Olive Castile, bx doz, pr gr.. 4.80
Mottled Castile, bx 1 dz cakes 4.80
Antonia Berti White Castile, 12, 15 or 20 bars to box.... 3.10
Spring Blossoms, bx 3, wrpd, gr 4.80
Beau Ideal, bx 3, wrpd, gr.. 5.20
Attar of Roses, bx 3, wrpd, gr 5.20
Elder Flower, bx 1 dz cakes 4.80
Oatmeal, bx 1 dz cakes, pr gr. 4.25
Witchazel, bx 1 dz cakes pr gr 5.00
Bart'nia Bouquet, bx 3 wrpd, gr 24.00
Sweet Narcissus, bx 3, wrpd, gr. 17.50
La Rosa, bx 3 wrpd, pr gr.... 9.00
Maj'tic Series Heliotrope Jasimine, Jcky Clb, Rose bx 3, wrp 9.00
Japan Bouquet, bx 3, wrpd, gr 5.00
Barbers' Cream, 6 lb bxs, pr lb .20
Wild Rose Glycerine, 50s.... 3.75
Rainbow Assorted, gross..... 5.50
Carnation, gross 9.00
Savon De Veleria, gross..... 9.00

Standard Soap Co.

Gasene, 100 ..... 4 25
Top Notch, 100 10 oz..... 3.25
Yellowstone, 100 14 oz..... 4 00
Marigold, 100 16 oz..... 4 20
Radio, 100 [illegible] oz 3.00
Magno, 100 [illegible] oz..... 6 00
Gold Medal Borax..... 6 50
Purity, "Floating," 5c size 3 90
Do. 10c size..... 6 25
Do. 10c size, 20..... 1 30
Electric Mineral, 100 16 oz 5 50
Electric Mineral, 20, 16 oz.. 1 15
Peerless Kitchen, 100 10 oz.. 2 85
Peerless Kitchen, 20 10 oz ..... .65

Swift & Co.

Wool Soap, 10 oz., 100s..... 7.00
" " 6 oz., 100s..... 4.00
Witch Hazel (Swift & Co.).. 5.00
Oat Meal (Swift & Co.)..... 5.00
White Ribbon 3.65
Swift's Pride 3.35
Swift's Naptha 4.00
Elko 3.55
Cream Laundry 4.25
Snap, 60, 16 oz..... 2.65
Snap, 100, 8 oz..... 2.25
Special, Grocers' Assmt (sells for $9.00, 80% profit)..... 5.00

P. & G. Naptha.

Lenox, 20 ..... .75
Ivory, 100 10 oz..... 7.00
Ivory, 100 6 oz..... 4.00

N. K. Fairbanks & Co.

Fairbank's Clairette, 100.... 3.35
Fairbank's Santa Claus, 100.. 3.35
Fairbank's Copco, 100.... 4.00
Fairbanks' Fairy Ovl, 5c.... 4.00
Fairy Oval, 10c..... 7.00
Sunny Monday, 100s..... 4.75
Fels Naptha, case..... 4.35

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Miscellaneous.

Mascot $2.65
Miller's Naphta, 100 14-oz.... 4.35
Mikado, 20 14 oz..... 4.25
Mikado, 20 14 oz..... 1.05
Lenox, 100..... 3.35



50 large.. 3.50
100 small 3.65

Lifebuoy, Indry size, 60 cakes. $4.00
" Indry size, 30 cakes.. 2.00
" toilet size, 100 cakes.. 2.00
" toilet size, 50 cakes.. 2.00
Sunlight, Indry shape, 100 cks 4.20
Welcome, Borax Indry soap. 4.20
Cheerful, high grd Indry soap 3.50
Monkey Brand, 100 cakes.... 4.00
Monkey Brand, 50 cakes..... 2.00
Babbitt's, 100 ..... 4.25
Strker's Kitchen, 100s, 8 oz.. 3.40
Strker's Kitchen, 20s, 8 oz.. .80
Star of Kitchen Sand Soap.. 4.75
Gem of Kitchen Sand Soap.. 3.25
Yacht Club Borax, 200s..... 7.50
" " " 100s 3.90
" " " 20s ..... .85
Nun Nicer Borax, 10 oz..... 6.00
Blue Ribbon Borax, 7 oz.... 4.00

SAVON.

Gilt Edge, 100, 16 oz.....$3.80
" " 20s ..... .85
Royal, 100, 14-oz..... 3.40
" 100 12-oz 3.10
" 100 10-oz 2.75
Vermont Long Bar Laundry, 100-lb cases 3.50
Packed either 100, 80, 40 or 25 bars to case.

Castile Soap

Notre Dame 8
White Virgin, lb..... 8½
White, Conti 15
Mottled, imported 7½
Clover Leaf White 15
La Lune White French Castile Soap
Case of 12 long bars, per case 2.65
5 case lots, per case..... 2.60
10 case lots, per case..... 2.55
25 case lots, per case..... 2.50

Scouring Soap

Bon Ami, 3 dz to cs, per cs.$2.50
Sapolio, ½ gross box, per bx 4.50
Sapolio, hand, ½ grs bx, pr bx 4.50

WASHING POWDERS

Gold Dust, 24 3's, per cs.$4.50

BABBITT'S BRANDS.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!

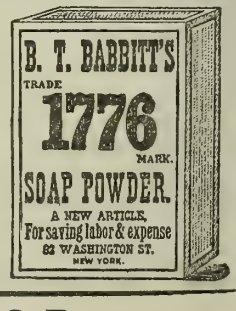


B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 41 CLAY STREET. S. F.

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Gold Dust, 100 10 oz.... 4.00
Swift's Pride, 12 oz..... 4.25
Swift's Pride, 24 4s..... 4.25
Lavarine, 36 1 lb, pr. cs. 3.00
A.B.Naptha,100 16-oz pkgs,1 cs 3.90
A.B. Naptha, 24 4-lb pkgs, 1 cs 3.90
Lavarine, 100 5c pkgs.... 3.50
Pearline, 100 6 oz pkgs.. 3.75
Babbitt's 1776, 6 oz..... 2.85
Kleeno, 72 1s..... 5.25
Kleeno, 24 3s..... 4.75
Kleeno, 100 ½s..... 4.00
Peet's Seafoam, 24 3s..... 3.75
" " 100 12 oz..... 3.75
Grandma's Borax, powdered 24 3s 4.50
" 60 ¾'s 2.40
One case, large size, free with 5 cases, large or small.

Department 18.

STARCHES.

This Dept. is corrected by Sussman, Wormser & Co., Hooper & Jennings.

KINGSFORD'S OSWEGO.

Silver Gloss 12 6-lb bxs..9
" 40 1-lb pkgs.8½
Corn, 40-lb boxes.....8

NATIONAL STARCH CO.
Lily, Sioux and Niagra Brands.

Corn, 40 1s 6
Gloss, 48 1s.....6¼
Gloss. 12 6lb.....7
Laundry (bulk), 50s.....5½

J. C. HUBINGER BROS. CO.

Elastic (Flat Irn Brnd),64 ¾s 5.00
Pops Corn, 40 1s..... 6.50
Tiger Lump (bulk 50-lb bxs) 4¾
" " 40 1s 5¾
" " 3-lb. pkgs..... 5½

NONE SUCH BRAND.

Corn, 40 1s.....6
Gloss, 48 1s.....6
Gloss, 12 6s.....7
Gloss, 50-lb box. 4¾

OWL.

Corn, 40 1s, per lb.....5
Gloss. 40 1s, per lb.....5½
" 12 6s, per lb.....6

MURDOCH'S OSWEGO.

Oswego Corn, 40 1s.....7½
Velvet Gloss, 40 1s.....8
" " 12 6s.....8½
One case free with 10.

BLUE RIBBON.

Gloss, 48 1s .....
Gloss, 12 6s.....
Corn, 40 12s.....

MISCELLANEOUS.

Celluloid, 60 ¾-lb pkgs,pr bx 4.75
Elastic, same, per box..... 5 00
China, 80s 5.50

Department 19.
OILS, PAINTS, ETC.

This Dept. is corrected by Whittier-Coburn Co.; W. P. Fuller & Co.

Coal Oil

Water White, bulk.....10½
Water White, 150 deg bulk..11½
Special Water White, bulk...12½
Pearl, cases, 2 5s.....17½
Astral, cases, 2 5s.....17½
Star, cases, 2 5's 17½
Ex. Star, cases, 2 5's.....20½
Argo, bulk 19
" case 26
Elaine, cases, 2 5s.....26½
Eocene, cases, 2 5s.....20½

Gasoline and Benzine

86 deg. Gasoline, bulk.....30
86 deg. Gasoline, cases....37½
Benzine, bulk 12
Benzine, cases 19
Stove Gasoline, bulk.....18
" " case 25
Gasoline, 86 deg., bulk.....30

30

Same, cases, 2 5s 37½
Red Crown Gasoline, in bulk.18
Red Crown Gasoline, in cases, 2 5s 25
Motor Gasoline, bulk.....18
Motor Gasoline, in cases, 2 5s.25
No. 1 Eng. Dist. Iron Bbls. or Drums 09½
No. 1 Eng. Dist., cases, 2 5s..16½
No. 2 Eng. Dist. Iron Bbls or Drums 08
No. 2, Eng. Dist., cases, 2 5s..15
V. M. & P. Naptha, in bulk..10
V. M. & P. Naptha,cases,2 5s.17½

Turpentine.

Strictly Pure, cases, 2 5s....77½
" drums of iron bbls..70½

Linseed Oil

Pure, raw, bbls 59
" boiled, in bbls.....61
" raw, case, 2 5s.....65
" boiled, case, 2 5s.....67

Castor Oil

Baker's AA, cases, 2 5s..... 1.30
No. 1, cases ,2 5's..... .70
2 oz ..... .65
4 oz ..... .90
8 oz 2.00
2 5-gal tins, per gal..... 1.30

Lard Oil

	Bbl.	Case
Strictly pure	90	.96
Sup. Win., str.....	85	.91
No. 1	75	.81
1 oz		.45
2 oz		.55
4 oz		.85

Neatsfoot Oil

Cooper's	80	.86
Extra	70	.76
No. 1	60	.66

Lubricating Oils

	bbls	Case
Star Cylinder Oil.....60		65
Columbia Cylinder.....40		65
Gem Cylinder Oil.....		..
Ruby Cylinder Oil.....		..
Star Machine Oil.....30		35
Star Dynamo Oil.....50		55
Star Spindle Oil.....50		05
Star Sep'tor Oil.....50		55
Red Engine Oil.....27		32
600 M Cylinder.....45		50
FFV Cylinder.....80		85
Med. Ruby Eng.....30		35
Castor Machine 23		28
Auto-Cylinder 60		65
Gas Engine 30		35

Miscellaneous Oils

Union Salad Oil.....66 72
Pure Sperm Oil.....70 75
No. 1 Polar.....40 45
ihCna Nut Oil,ordinary..— 75
China Nut Oil, No. 1.....— 90

White Lead

Whittier, in kegs,.....7¾ 8½
Pioneer, " " 7¼ 8¼

Dry Paints

English Paris White, bbls..$1.60
Whiting, barrels 1.20
Prince's Min'l B'wn, bbls. 1.65
Yellow Ochre 1.50 1.65
Eng. Ven. Red, bbls....1.50 1.75

Department 20.

This Dept. is corected by Pac. Coast Biscuit Co.

CANDIES.

Lozenges
5-lb. boxes)

XXX Peppermint, pals.13 .16
Thin Peppermint..... .16
TT Peppermint ..... .16
Musk, fluted, pails.... .22
Cinnamon, Lemon, Sassafras, Rose..... .18
Midget fruit ..... .20
Conversation and hrts. .15
Liliput Conv. & herts.. .17
Midget Conv. Lozenges. .18
Crown T. T. Loz, 24 5c pkgs .80
Aurora Lozenges, 24 5c pkgs .80
Cough Troaches, 5-lb bx .25
Eagle Wafers, Peppermints ,Wintergreen.. .25

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Mixed Candy
(30-lb pails)

Plain Mixed 9½
Royal Mixed.....12½
Grocers' Mixed.....10½
Yankee Mixed 13
American Mixed.....13
Fancy A Mixed 15
Fancy C. Mixed.....14½
French S. Mixed 16
French No .1 Mixed.....18
French Extra Mixed.....20
Lady Mixed 15
Broken Mixed 9½

Steam Panwork

Anise Seed 22
Aromatic Cachous.....18
Assorted Berries.....16
Assorted Dragee.....14
Assorted Imperials.....16
Assorted Small Seeds....22
Bird's Eggs 17
Boston Baked Beans.....17
Burnt Peanuts.....18
Burnt Almonds.....25
Caraway Seed ,smooth....22
Caraway Seed, pearled...22
Celery Seed.....22
Cinnamon Beans large red15
Cinnamon Beans, imperial17
Coriander Seed, pearled..22
Jelly Beans, pails..12½ 14
Jelly Bird's Eggs.....17
Jelly Cranberries.....17
Jelly Limes.....17
Jelly Raspberries.....17
Jordon Almonds, fine 50
Jordon Almonds ,imitation18
Licorice Beans 15
Red Hots.....25
Ringed Marbles.....16
Sugar Coated Licorice Tablets 20
Sugar Almonds.....25
Sugar Plums.....16

Cream Goods.
(5-lb boxes)

Fondans Creams.....14
Hand Dipped.....20
Hand Dipped, with nuts on....22
Fruit and nut ices.....18
Cream Peppermint.....20
Crushed Fruit Bonbons..32

Chocolates.
(5-lb boxes)

Chocolate, plain ..... .17
Chocolate, Hand Made..... .22
Chocolate Dipped Bonbons...21
Chocolate Dipped Bonbons with nuts ..... .24
Chocolate ,Climax ,30-lb pails 18
Chocolate Chips ..... .28
Chocolate Nonpareil Drops.. .22
Chocolate Wafers 22
Chocolate Cream Tablets 30 in box 1.10
Fleur de Lis Marshmallows, 6-
Fleur de Lis Marshmallows, 3-lb tins ..... .28
Occidental Marshmallows, 3 lb tins ..... .30
Dipping Marshmallows, 5-lb boxes ..... .25
Angel Food, 5-lb boxes.. .20
French Nougat, 30 5c slices in box 1.00
Walnut, Apricot ,Spanish Nougat, 5-lb boxes ,lb....25

Sundries.

Opera Carmels ..... .19
Rock Candy ,white & red .15
Rock Candy, brown..... .16
Licorice Drops ..... .20
Licorice Sticks, 16 to lb.. .28
Licorice Tablets, 5-lb box.... 1.25
Licorice Tablets, 24 5c bx .80
Licorice Penny Sticks, 100 in box..... .65
Buttercups, 5-lb tins..... .25

Gum Goods
(5-lb boxes)

A. B. Gum Drops, asstd....9
A. B. Gum Drops licorice 9
A. B. Gum Drops, cryst'zd11
A. B. Bonbons, plain inbls 7
A .B. Bonbons, fancy, inbl 7½

32

A. B. Bonobns ,fancy, crystalized, 5-lb boxes.....15
A. B. Fruits.....18
Royal Gum Drops.....15
Genuine Gum Drops, hard 25
Jelly Squares ,assorted...14
Bijou Sticks 18
Spiced Jelly Drops.....20
New Turkish Figs.....16
Fig Paste ,plain.....17
Fig Paste, tricolor.....18

Chewing Gum.

	Single	Box
Sweet Heart, per box....		.60
Sen-Sen, 20 pieces.....		.60
Sweet Heart, 20 pieces..		.60
Blood Orange, 20 pieces..		.60
Chiclets, 40 5c pkgs.....		1.25
Chiclets, 10 10c pkgs....		.80
Newton's Pepsin, 20 pkgs....		60
Pearlo, 40 5c package.....		1.00

Department 21.

This Dept. corrected by Pacific Coast Biscuit Co.

CRACKERS.

Animals ..... .14
Animals Iced ..... .15
Assorted ..... .13
Assorted Extra ..... .15
Assorted Fingers ..... .15
Boston ..... .10
Butters, Templar ..... .10
Champions ..... .10
Chocolate Wafer ..... .18
Coco Taffy ..... .15
Cocoanut Marshmallow..... .16
Currant Cakes ..... .15
Cornhills ..... .11
Cracker Meal ..... .06
Cracknel, plain ..... .22
Dainty Chip ..... .15
Dainty Marshmallow ..... .16
Digestives ..... .10
Egg Jumble ..... .15
Fig Bar ..... .15
Fruit, Iced ..... .15
Fruit Biscuit ..... .15
Fruit Sultanas ..... .15
Graham Gems ..... .09
Ginger Cake ..... .11
Ginger Nut ..... .11
Graham ..... .11
High Tea ..... .15
Honey, Frosted ..... .15
Jennie Lind ..... .14
Lemon Snap ..... .14
La Grand ..... .12
Lemon Biscuit ..... .14
Lemon Wafer ..... .15
Lunch, 'Frisco ..... .10
Monitor ..... .12
Marshmallow, Walnut ..... .16
Nicuacs ..... .14
Nicuacs, No. 1..... .12
Orange Wafer ..... .15
Oysteretts ..... .12
Pilot Bread ..... .04½
Pretzel ..... .10
Popular, Mixed ..... .12½
Picnics ..... .07½
Pilot, Extra ..... .05
Pretzelletts ..... .11
Pineapple Delight ..... .16
Saline Snowflake ..... .15
Seed Cake ..... .12
Snowball ..... .16
Salmon Pilot 07
Sugar Cookies ..... .12
Soda, Extra 07
Soda, Saloon ..... .07½
Soda No 10 ..... .08
Soda No 20 ..... .16
Soda No 25 20
Soda Extra ¼ boxes 50
Strawberry Wafer ..... .15
Star Butter ..... .10
Vanilla Biscuit 14
Vanilla Snap 14
Wafers Assorted 16
Walnuts Marshmallow 16
Zanzibar Pilot 10
Abett's Biscuit, per doz.... .50
Hoo Hoo Snaps, per doz.. .50
Abette's Graham, per doz.... 1.00
Perfection, Banel's Geinger Snaps 2.00

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Department 22.
FANCY GROCERIES.

This Dept. is corected by
Wellman, Peck & Co., William Cluff Co.

Bouillion Capsules.

Armour's, 10 capsules in box
½ doz boxes 3.00

BEEF EXTRACT

"Rex," 2 oz per doz..... 4.40
" 4 oz " " 8.00
" 8 oz " " 14.75
" 16 oz " " 27.50
Marshall's 2 oz, per doz.... 2.65
" 4 oz., per doz..... 4.75
Liebig's 2 oz, 32 12s to cs doz..41.55
" 4 oz,16 12s to cs, doz.. 8.50
" 8 oz, 8 12s to cs, " 15.90
" 16 oz, 4 6s to cs. " 29.75
Libby's, 2 oz, per doz..... 4.45
" 4 oz, " " 8.00
" 8 oz, " " 14.00
" 16 oz, " " 26.00

Capers.

Capotes, 1 d in case....1.00 1.50
Nonpareil, small 1.50
Nonpareil, large 2.25
Nonpareil, Imperial qts. 10.00
" , 2 litre... 20.00
" , 4 " .. 37.50

CHOCOLATES.

Baker's.

Our registered guarantee under National Pure Food Laws is Serial No. 90



BAKER'S COCOA AND CHOCOLATE

48 HIGHEST AWARDS IN EUROPE AND AMERICA

Registered U.S. Pat. Off.

WALTER BAKER & CO., Ltd.

(Established 1780)

DORCHESTER, MASS.

	Per Lb.
Premium No. 1 Chocolate, 12 and 25-lb. boxes	39½
Vanila Chocolate, 6 and 12-lb boxes	30
German Sweet, 6 and 12-lb boxes	26
Breakfast Cocoa, ½-lb tins, plain, 6-lb. boxes	43
Breakfast Cocoa, ¼-lb tins, 12-lb. boxes	43
Cracked Cocoa, ½-lb pkgs, 12-lb boxes	
Caracas Sweet Chocolate, 6-lb boxes	
Soluble Chocolate (hot or cold soda), 1-lb cans	

Ghirardelli's. (Cake.)

	Per lb. Cts.
Crescent, 1-4 lb papers	20
" 1-5 lb. papers	20½
" 1-6 lb. papers	21½
Standard, 1-6 lb. papers	23½
" 1-8 lb. papers	25
California, 1-4 lb. papers	24
" 1-5 lb papers	24½
" 1-6 lb. papers	25
" 1-8 lb papers	28
Cal. Star, 1-lb. papers	22
" 1-lb. papers	21½
Miner's Eagle, 1-lb. papers	23
" " 1-lb. papers	22½
Ghirardelli's Eagle, ¼-lb p'prs.	27
Same, ½-lb. papers	26
Same, 1-lb. papers	25
Same, 1-lb. papers	24½
Premium (not swt.) ½-lb. p'prs.	40
Monarch (Vanilla) ¼-lb. p'prs.	30

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Same, assort'd, 1½ lbs.	28
Same, ½-lb. papers	29
Same, 1-lb papers	27

Ground. In tins.

Ghirardelli's, 12 1-lb	29½
" 24 1-lb tins	29
" 60 1-lb tins	28½
" 60 3-lb tins	27
" 30 3-lb tins	27
" 60 10-lb tins	26½
" 1 35-lb tins	26
Venard's, 24 1-lb. tins	25½
" 20 3-lb. tins	24
Miner's, 12 1-lb. tins	27½
" 24 1-lb. tins	27
" 20 3-lb. tins	26

COCOAS.

Van Houten's, ¼s and ½s	83
Van Houten's, 1s	80
Royal Dutch, 12 ¼s	77
Royal Dutch, 12 1s	60
Epp's, 14 ½s	38
Fry's, 12 ½s	39
Webb's, 6 ½s	23
Lowney's, 6 ½s	37
Van Emden's Dutch, 1-lb	65
Van Emden's Dutch, ½-lb	70
Van Emden's Dutch, ½-lb	75
Imperial Soluble, ¼-lb. cans	60
Same, ½-lb. cans	53
Same, 1-lb. cans	52
Same, 5-lb. cans	50
Same, 25-lb. cans	49
Ghirardelli's Bkfst, ¼-lb cans	46
Same, ½-lb. cans	43½
Same, ½-lb. cans	43
Same, 1-lb. cans	42½
Same, 5-lb. cans	42
Same, 25-lb. cans	41½
Miner's Bkfst., 1-6 lb. cans	47
Same, ½-lb. cans	42½
Same, ½-lb. cans	42
Same, 1-lb. cans	41½
Same, 5-lb. cans	41

Cocoa Shells.

10, 25 or 50-lb. bags.....04

Cereal Coffee.

Postum, 24 ½'s, per doz	$1.35
Postum, 36 1's, per doz	2.25
Fig Prune Cereal, 12 1s	2.25
Caramel Cereal, 36 1s	1.20
Graino, 12 1s	2.20

Chutney.

Bombay, assorted qts	$6.25
" assorted pts	4.00
" Major Grey, qts	7.50
" Major Grey, pts	4.50

CIDER.

Mott's boiled, doz qts	3.25
Monroe's, champagne, doz	2.50
" boiled, doz	2.75
Bidwell's, " "	2.50

COCOANUT.

Baker's.

Baker's Drifted Snow, pails	15
Bbls, 126 lbs	13
Brazil shr'ded or Table Talk, long thread, 20-lb pails	lb.14
" 150-lb bbls, per	lb.13
Table Talk in parchment bgs, cases of 30's, 60½'s or 30½'s and 15 1's	14½

Schepp's.

Shredded 1-lb pkgs, per	lb..23
" ½-lb pail, per	lb..24
" ¼-lb pail, per	lb..25
" 12 5c pkgs	47½

Dunham's.

Shredded, 1-lb ppr, per	lb...27
" ½-lb ppr, per	lb..28
" ¼-lb pksg, per	lb.29

COFFEE SUBSTITUTES.

Postum Cereal.

No. 1, 2 dz, sml pkgs, per dz	1.35
No. 3, 3 dz, lrg pkgs, per dz	2.25
No. 0, 1 dz, lrg pkgs, per dz	2.25

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EVAPORATED MILKS.

BORDEN'S

MILK CO.

All Borden's Brands Guaranteed.



Eagle Brand—	
Condensed Milk, 4 doz	7.05
Pioneer Brand—	
Evaporated Milk (Unsweetened)	
Tall Cans, 4 doz	4.45
Small Size, 4 doz	2.20
Challenge	4.75
Floral	4.60
Rose	5.20

Borden's Malted Milk.

Trial size, per doz	.90
Small Size	4.00
Large ize	8.00
Hospital Size	33.00

Alpine Milk.

20-oz., 1 to 5 case	4.25
20-oz., 5 to 10 case	4.20
20-oz., 10 to 25 case	4.15
Gallon, 6 to case	3.50

Carnation Milk.

20-oz., 1 to 4 case	4.25
20-oz., 5 to 9 case	4.20
20-oz., 10 to 24 case	4.15
20-oz, 25 to 49 case	
Gal., 6 to case, 10c less	

HONEYSUCKLE MILK.

20 oz., 1 to 5 cases, per case	$4.15
20 oz., 5 to 10 cases, per case	4.10
20 oz., 10 to 25 cases, per case	4.05
Baby size	3.05

Miscellaneous.

St. Charles, 4 doz in case	4.90
St. Charles, 5 case lots	4.70
Jersey, 4 doz, per case	4.00
Lily	4.25
Highland	4.25
Pet, Fam., 4 doz to case	3.35
Baby Pet, 6 doz to case	3.10

Cottolene.

	Single cs.	5 cs.	10 cs.	25 cs
Small	7.25	7.15	7.10	7.00
Medium	7.25	7.15	7.10	7.00
Large	7.25	7.15	7.10	7.00

GELATINE.

Bromangelon.



(Straight and assorted flavors: Raspberry, Lemon, Strawberry, Orange, Cherry, Chocolate).

Large, 2 doz, per doz	1.20
Small, 3 doz, straight or assorted, per doz	.90
Silver White Keystone, per dz	1.00
Minute, per doz	1.00
Knox's, per doz	1.25
Knox's per gross	15.00
Knox, Acidulated, per doz	1.20
Cox's, per doz	1.15

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Keck's, per doz	1.10
Plymouth Rock (1 doz. free with 3 doz.)	1.20
Sheet	.35

Ginger Confections.

China, per case of 6 stone jars	2.50
China, Chyloong small stone pots, per doz	
Crystallized glace, ½-lb. tin, per doz.	2.50

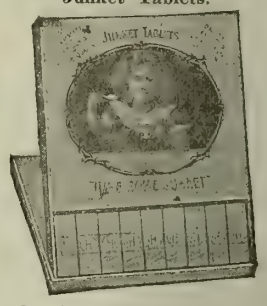
Hops.

No. 1, ¼ lb, 30-lb box, lb	.30
No. 1, 1 lb, 30-lb box, lb	.30
Less than 30-lb boxes	.31

HOSFORD'S ACID PHOSPHATE.

No. ½ bottles, per doz	$4.25
No. 1 bottles, per doz	8.50

Junket Tablets.



1½ doz in container, per dz .80

Pure Food Colors, 1 doz. in container. Six colors: Berry Blue, Grape Green, Plum Purple, Raspberry Red, Lemon Yellow, Orange Gold and assorted.

No. 1-16 bottles, — doz..... .80

Lemon Sugar.

Gilt Edge, 24½s, per doz	1.37½
Gilt Edge, 24 1s, per doz	2.00

Lime Juice.

Tahita, 24 8 oz, per doz	$1.25
Tahita, shoft measure, 16-oz.	1.50
Tahita, full measure, 32-oz.	2.50
Tahita, bulk, gal	1.00

Olives.

Bottled.

Queen Olives, 10 oz, oval, pts, 2 doz	3.00
Fluted Stuffed Olives, 5 oz., 6 doz	1.10
10 oz., oval olives, pts, 2 dz	2.50
Baby Pimolas, 10 oz., 2 doz	3.65
Baby Pimolas, 24 18s	6.25
Manzanilla, 8 oz, 4 doz	1.25
Manzanilla, 5 oz, 4 doz	1.10
American Ripe, pts, tin, 2 dz	2.25
American Ripe, qts, 2 doz	3.75
Old Mission Ripe, pts, 4 doz.	1.80
Old Mission Ripe, qts, 2 doz.	3.25

White Label, 5-oz., Manzanillas.

	Per doz
5-oz., Manzanilla	1.05
8-oz., Queen	1.85
10 oz., Queen	2.35
14 oz., Queen	3.75
22 oz., Queen	5.75
32 oz., Queen	9.00
64 oz., Queen	16.00
5 oz., Stuffed	1.30
10 oz., Stuffed	2.65

Olive Oil.

1 doz qts (California) per dz	8.00
2 doz pts, (California) per dz	4.25
4 doz ½ pts (California) pr dz	2.25
Gallon tins, " each	2.50
½ gal. (California) each	1.50

HOOPER & JENNINGS

Importers and Wholesale Grocers

Teas, Coffees, Dried Fruits, Provisions, Cigars and Tobaccos

462-468 Bryant St., bet 2nd and 3rd Sts.

Telephone Temporary 674 **San Francisco**

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Nicelle Brand.

4 doz ½ pts, case	9.00
2 doz pts, case	8.50
1 doz 22 oz., case	9.00
1 doz qts, case	8.00

Old Mission.

1 doz qts., case	8.00
2 doz pts., case	9.00
2 doz ¼ pts	4.80

Grogan's Purity Olive Oil.

Bangali French Olive Oil.

Per case of 1 doz. litre bottles	8.50
Per cs. of 1 doz ½ litre bottles	5.35
Per cs. of 2 doz ¼ litre bottles	6.35
Case of 5 1 gal cans, per gal	2.25
Case of 10 ½ gal cans, per gal	2.30
Qts., 6 to gal, 12 to cs, pr cs	7.50
Pts., 12 to gal, 24 to cs, pr cs	8.00
½ pts., 24 to gal, 48 to cs, pr cs	8.50
Gal. Can, 8 to case, per can	2.40
½ Gal Can, 12 to case, pr can	1.30

Mushrooms.

	doz.
Le Court, 100 to case	3.60
La Forrest, 100 to cs	3.00
Hotel, 100 to case	3.00
Fancy Stuffed pts	4.00

Peanut Butter.

Heron's 2 doz to cs, per doz 2.40



No. ¼, glass per doz ..$1.10
No. ½, glass, per doz .. 2.10
No. 1, glass, per doz .. 3.25

Orange Marmalade.

Maconochie Bros. 4s of 4 doz, No. 1 white jars, doz 2.45

Peels.

Citron, 25-lb. box	.18½
Citron, 10-lb. box	.19
Lemon, 25-lb. box	.12½
Lemon, 10-lb. box	.13
Orange, 25-lb. box	.13
Orange, 10-lb. box	.13

Plum Pudding.

Curtice, Individual, doz	$1.10
" No. 1, doz	2.50
" No. 2, doz	4.50
" No. 3, doz	6.50
G. & D., 1s, 2 doz to cs, dz	2.50
" 2s, 12 to cs, doz	4.50
" 3's, 6 to case, doz	6.50
" 4's, 6 to case, doz	8.50
R. & R., Individual, doz	1.00
" 1's, per doz	2.65
" 2's, per doz	4.60
" 3's, per doz	7.10
Van Camp's, No. 1 cans, 1 dz in case, doz	2.50
Same, No. 2	4.50

Grandma's Spanish Pepper.

Large, 2 doz. to case, case	4.00
Small, 4 doz to case, case	3.50

Salad Dressing.

Durkee, small, 2 dz, per doz	2.50
" large, 1 doz, per doz	4.15
" picnic size, 4 dz, pr dz	1.00
My Wife's 2 doz, ½s, doz	2.00
My Wife's, 1 doz, 1s, doz	3.25

Salad Oil.

Tierces, about 50 gal., gal	$ .75
1 gal. tins, 10 to case, gal	1.10
5 gal. tins, 1 to case, gal	.95
½ gal. tins, 20 to case, gal	1.20
Quart bottles, 12 to case, doz	2.50
Pt. Bottles, 24 to case, doz	1.50
½ pt. bot., 36 case, doz	

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Saratoga Chips.

Bulk, 15-lb.	2.50
Cartons, 6 oz., 24 in case	3.00

SALT.

Cal. Table & Dairy, 75 2's, 60 2½'s, 50 3's, 30 5's, 15 10's and 8 20s, per bale	1.75
Do 50-lb. bags, ton	13.00
Leslie's Sterilized, 75 2's, 50 3's, 40 4's, 30 5's, 15 10's, and 8 20s, per bale	2.25
Do, 50-lb bags, ton	none
Leslie's, 50s	20.00
Imptd Liverpool, 50s, ton	20.50
" " 100s, ton	19.50
" " 200s, ton	19.00
Genuine Werrington, 50s, pr ton	20.00

H. R. H. Liverpool.

Bales of 75, 2s, per bale	2.00
Bales of 50 3's, 40 4's, 30 5's, 15 10s, 8 20s, per bale	
Bags, 50s, per ton	

Worcester.

Worcester Dairy, bbl 320 lbs (5 bbls. 5.25)	5.25
Worcester Dairy, bbl 320 lbs, 10 bbls	4.75

Worcester Table, 140 2s, 100 3s and 60 5s	1 bbl 5.75	5 bbl 5.50
Worcester Table, 30 10s	5.50	5.25
Worcester Table, 50lb sacks, Irish Linen	.90	.85

Rock Salt.

Half-Ground, 100-lb. sks, ton	10.00
" " 50s, ton	10.50
Stock, 100-lb. sack, per ton	10.00
" 50s, ton	9.75

Package Salt.

Leslie's Sterlized, 48 2's	2.75
" " 24 3's	2.00
" " 20 5's	2.50
" " 50 2's	3.60
R. S. V. P., 2s, 26 to case	2.25
R. S. V. P., 3s, 24 to cs, pr cs	2.25
R. S. V. P., 5s, 20 to cs, pr cs	2.75
Log Cabin, 24 2s	1.70

Celery Salt.

Durkee's, 1 doz in box 1.25

SOUPS.

Anderson's 20 varieties	.90
Campbell's, 21 varieties	.90
Snider's, Tomato, 3's	2.60
" " 2's	1.85



Van Camp's, 21 varieties—tomato, Beef, Cream of Celery, Ox Tail, Bean, Clam Chowder, Vegetable, Vermicelli-Tomato, Consomme, Mulligatawney, Chicken, Pea, Chicken Gumbo, Mock Turtle, Mutton Broth, Tomato Okra, Boullon, Julienne 95

Libby's, 2's, assorted	2.35
" 1's, "	1.40
" concentrated, 1's	1.00

Franco-American.

	Qts.	Pts.
Mock-Turtle, Ox-Tail, Consomme, Bouillon, Julienne, Vegetable, Beef, Pea	3.15	1.80
Chicken	3.50	2.00
" Gumbo	3.30	2.00
Green Turtle, thick	7.00	3.60
" " clear	9.50	....
Mulligatawney	3.50	2.00
Tomato	3.15	1.80
Assorted	3.25	1.85

Truffles.

1-16 glass, per doz	3.60
1-16 tins, per doz	2.75

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⅛ tins, per doz	5.25
¼ tins, per doz	10.45
½ tins, per doz	20.35

Yeast Cakes.

Magic Yeast, case	1.20
Yeast Gem, case	1.15
Great Western	1.00
Gillet's Magic	1.20
Yeast Foam	1.20

Macaroni & Cheese.

Van Camp's No. 1 cans, 4 dz in case, doz	.95
Same, No. 2 cans, 2 dz in cs, dz	1.40
Same, No. 3 cans, 2 doz in cs, dz	1.90

B. LaForest French Delicacies.

	Price per doz.
Puree de Foie Gras, No. ¼ (100 tins to case)	2.50
Puree de Foie Gras, No. ⅛, (100 tins to case)	1.75
Pates de Foie Gras, No. 1-32 (100 tins to case)	2.50
Pates de Foie Gras, No. ⅛, (48 tins to case)	7.25
Pates de Foie Gras, No. ¼, (36 tins to case)	11.25
Game Pates, assorted, No. ⅛, (100 tins to case)	1.75
With Terrine Interior.	
Pates de Foie Gras, No. 14, (48 to case)	4.20
Pates de Foie Gras, No. 12, (48 to case)	7.00

Department 24.

GROCERY SUNDRIES.

This Dept. is corrected by J. H. Newbauer & Co., Sussman, Wormser & Co.

Axle Grease.

H. & L., per case	$2.00
C. & S., 2-doz case, per case	2.00
" 5 case lots	1.95
" 10 case lots	1.85
Frazer's, 2 doz tins, per case	2.25
Frazer's, 4 doz wd, per case	3.60
Frazers, 15-lb pails	1.00
Mica, 3 doz tins, per case	2.60
Castor Oil, 2 doz 1s	2.60
Universal, 2½, light	2.00
Universal, 2½, dark	1.75

Paper Bags.

Automatic, Self-Opening, 500 in pkg., List.

¼-lb	$1.00	8-lb	4.80
½-lb	1.20	10-lb	5.20
1-lb	1.60	12-lb	6.30
1½-lb	1.70	14-lb	8.30
2-lb	2.00	16-lb	9.00
3-lb	2.50	20-lb	10.00
4-lb	2.90	25-lb	11.00
5-lb	3.40	30-lb	13.00
6-lb	4.00	35-lb	15.00
7-lb	4.40		

Sizes 8 to 35 lbs.

Sugar Bags, broad bottom, lb 08

Discounts from above list
Cheapest, 50%.
Eagle or Equal, 50%
White bags, 50%.
Lion, 40%.
Mikado (stripped) 40%

Bluestone.

Barrels, per lb	.12
5 bbl. lots, per lb	11½

BATH BRICK

Bristol, 2 doz, per case	.80
Powdered, Large	1.40
Powdered, Small	1.60
Assorted	1.50

CANDLES.

Admantine.

Adam, 14-oz., 20s	.11½
" 12-oz., 20s	.10½
" 10-oz., 20s	.09¾
Hotel, 40s, 12-oz	.10¾
(Wrapped ¼c higher.)	
Chippowa, 1 oz	.07

Torchlight

Stearic Acid, 12 oz, 20s	.10¼
" 14 oz, 20s	.11¼
" (wrap) 16 oz 20s	.13¼

Stearic.

Schneider's 14-oz., 20s	.14
Schneider's 14-oz., 40s	.13¾
Schneider's 16-oz., 20s	.15¾

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Paraffine, Etc.

	Per lb
1s, 6s, in cartons of 36-lb bxs	11
12s, in cartons of 36-lb bxs	11¼
½-lb, in cartoons of 25-lb bxs	11
1-lb cartons of 25-lb bxs	11
Colored, 1c higher	
Beeswax, pure for churches	.35
Do No 2	.27½
Do No. 3	.22½
Christmas, all sizes	.09
Do holders, per gross	.85
Wax Tapers, per doz pkgs	.80
Do Per gross	8.00
Night Lights, German, on pap & wd, per doz	.40
Do French, on tin, doz 85, 1.25	

Werks

16 oz, S. A., 40s, (wrap)	.16¼
16 oz, S. A., 20s	.15¾
14 oz., S. A., 40s, (wrap)	.14
14 oz, S. A., 20s	.13⅞
14 oz, Adam, 20s	.11¾
12 oz, Adam, 20s	.10¾
10 oz. Adam 20s	.09

Standard Oil Company. Electric Light.

	Per Set
6s, 16 oz., 20 sets	.11¼
6s, 14 oz., 20 sets	.10¼
6s, 12 oz., 20 sets	.09¼
6s, 10 oz., 20 sets	.08¼
12s, 12 oz., 40 sets (hotel)	.05¼

Granite Mining.

	Per Set
6s, 16 oz., 40 sets	.13¼
6s, 16 oz., 20 sets	.13
6s, 14 oz., 40 sets	.10¼
6s, 14 oz., 20 sets	.11¾
6s, 12 oz., 20 sets	.09¾
6s, 12 oz., 20 sets	.09¾
6s, 10 oz., 20 sets	.09
12s, 12 oz., 40 sets (hotel)	.10

Paraffine Wax.

	Per Set
1s, 14 oz., 25 sets white	.10½
2s, 14 oz., 25 sets white	.10½
4s, 14 oz., 36 sets white	.10½
6s, 14 oz., 36 sets white	.10½
12s, 14 oz., 36 sets white	.11
Colored, 1 cent higher.	

Radiant Paraffine Wax.

	Per Set
4s, 14 oz., 36 sets	.10
6s, 14 oz., 36 sets	.10
6s, 14 oz., 20 sets	.09¾
6s, 10 oz., 20 sets	.08

Egg Food.

Pratt's, 26-oz, 2 doz in cs	$4.50
Wellington's, 1-lb. 2 doz boz.	4.00

Glue.

Le Page's, 1 oz per doz	.80

Fly Paper.



Sticky (holders gratis) $ 2.50



Tanglefoot, per case	2.50
Tanglefoot Holders, per case of 50	.35
Subert's, 40 6s, paper in box	.90

FRUIT JARS.

(Net cash—no discount)

Mason's, pts, per gross	6.25
Mason's, qts, per gross	7.00
Mason's, ½ gal., per gross	10.00

Kerr Glass Manufacturing Co.

	Per Gross
Economy Jars, pts., 1 dz. to cs.	5.50
Quarts, 1 doz to case	10.75
Half-gallon, 1 doz. to case	15.00
Extra Economy bags	1.25
Extra Economy springs	.70

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Fruit Jar Caps.

Porcelain, 6 doz to box, pr bx 2.80

Fruit Jar Rubbers.

No. 1 White, per lb..... .60
"Gold Seal," cartons, per gr .75
"Badgers," cartons, per gr.. .60
Red Ribbon ..... .75
Le Page's, 2 ob., per doz.... 1.30
Le Page's ½-gill tins, per doz 1.50
Le Page's, 1-gill tin, per doz 2.00
" " Tubes, small, gr....12.00
" " " big, per gr....18.00

Cordage.

Basic price—Manila 15¾, Sisal 10¾, (5,000 lbs. ¼c and 10,000 lbs. ½c less.) All kinds advance on base price per pound as given underneath:

	Sis.	Man.
Rope, 1¼-in.,(7-16 diam		
" 6 and 9 thr. (¼ and upwards)	basis	basis.
" 12 thread (⅜ diam)	½	½
and 5-16 diam)..	1	1
" Bale, 3 and 4, strand	½ less	basis
" " 2, 6, 8 st'nd	½	⅛
Lath Yarn	basis	basis
Hop Twine, tarred....	1	1
Grape Vine Twine.....	1	1
Spring Twine	..	2½
Paper Twine, unoiled..	½	2½
Whale Line and Bolt..	..	1
Hawser laid rope for well-boring	..	1
Transmission of Power	..	5
Lanyard and Tarred...	..	basis
Lariat Rope, hd tw, unoiled, 3 & 4 st'd..	1	1
Sash Cord in coils....	..	..

Cuttle Bone.

Birds', per lb..... .30

Insect Powder.

Eureka, 10c size, per doz.... .75
Eureka, 25c size, per doz.... 1.75
Eureka, 60c size, per doz.. 4.50
Eureka, $1.00 size, per doz.. 8.00
Buhach, 2-oz., per doz..... 1.15
" 4-oz., per doz..... 2.15
" 8-oz., per doz..... 3.75
" 16-oz., per doz..... 6.80
" 6-lb, per lb..... .60

Matches.

Tins 1.65
Boys, doz boxes..... .12
Swedish Safety, per gross.... .65
Swedish Wind, 1 gross..... .90
Vulcan Paraffine, 65s per gr .55
Do 50 grs lots..... .50

Diamond Match Co.'s.

Anchor, 200s..... 1.70
Do, 500s 4.00
Bird's Eye, 500s, gr..... 3.75
3 Noes Safety, 100s..... 7.75
Bees Wax, 100s..... 4.50
Globe, 100s 5.00
Domino, case 2.75
Red Top Safety 2.75
S. & C. Eastern Parlor 80's.. 4.25
S. & C., 200s 2.25
S & C., 300s..... 3.25
S. & C., 500s..... 4.25
Press, 100s, 5-gross case.... 4.75
Little Star, per case..... 2.20
Search Light, 100s, large,1 gr 4.75

Paper, Wrapping.

Butter, White, per ream.. .20
Do Waxed, per ream.. .25
Manilla, No. 1, rolls or flat.. .06
Manilla, No. 1, rolls or flat .05
Straw, per ream..... .95
Do rolls, any size, per lb .03½
Drab, per ream..... .60
Do rolls, any size, per lb .02¾

Paper, Toilet.

Royal, 100 rolls of 500 shts.. 4.00
O Keyed, 5-oz rolls, per case 2.50
Royal, 8-oz rolls, per case.. 4.25
O Keyed, tablets, per caes.. 3.75
Pastime, tablets, per case... 4.50
Union, per case..... 7.00
Lulu, pkgs, 4000 shts, per cs 3.75
Astoria, pkgs 450 shts, per cs 3.90
Windsor,pkgs 500 shts, per cs 4.00

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Universal, pkgs 700 shts, pr cs 6.00
Great Eastern,pkgs 1000 shts, per case 7.50
Popular Rolls, 5 oz, 100 rols, per case 3.00
Daisy Rols, 9 oz, 100 rolls, per case 4.50
Express Rolls,10 oz, 100 rolls, per case 5.00
Asbestos Rolls, 11 oz, 100 rolls, per case 5.25
Mammoth Rolls, 16 oz, 100 rolls, per case 7.50
Pyramidal, 2000 sheets, 50 rolls in case..... 7.5¢

Seeds.

Anis ..... .15½
Canary ..... .07
Caraway ..... .15
Celery ..... .17½
Coriander ..... .11
Cumin ..... .18
Flax, ground ..... .06
Flax, whole ..... .06½
Hemp, sacks ..... .06½
Millet ..... .06½
Mustard ..... .10
Poppy ..... .15
Rape, Cal..... .06
Bird gravel, 2s, per doz.... .85
Bird Seed Mixed, 48 1s, doz .80
Red Ribbon, 60 1s..... .6½

Original sacks ½c less.

Sheep Dip.

Little', 10-gal tins, per gal.. 1.20
Little's, 5-gal drums, per gal 1.20
Smith's, 10 ½-gal tins, gal .95
Smith's, 5-gal drums, per gal .95

"No-Meds"

(Cereal Laxative.)

48 cartons to case, per case.$12.00
Less 30 % discount to trade.
Varying cash discount depending on quantity purchased.

Mason's Stove Polish.

	Doz.	¼ Gr.	Gr.
.....	..... .45	1.20	4.80

Polish, Stove.

Rising Sun, large pkg., per gr 6.25
Do 5-gross lots..... 6.00
Do Small pkg., per gross.. 3.85
Sun Paste,lrg, ¼ gr bx per gr 5.00
Enameline, No. 4 tins, per gr 5.00
Do No. 6 tins, per gr.... 8.25
Do Liquid, pt-tins, bx 3 dz 2.25

X-Ray Stove Polish.



Small, 3 doz. to case, per cs 1.50
Large, 3 doz to case, per cs 2.50
(½ doz. free with each case.)

Polish, Metal.

Electro Silicon, 1 gr in case per doz ..... .80
Brilliantshine, ½ pts, per doz .95
Brilliantshine, pts per doz.. 1.80
Brilliantshine, qts, per doz.. 3.15
Do, ½ gal., per doz..... 6.00
Do 1 gal tins, per tin.... .85
U. S. Metal Polish, qts..... 3.67
" " pts 2.00
" " ½ pts..... 1.25
U. S. Metallic Polish Paste, lb. package, doz..... 3.35
½-lb. package, doz..... 1.67
3-oz package, doz..... .50
Barkeeper's Friend, pwdr, gr.21.60

Polishes, Shoe.

Day & Martin's.

Large, 6 dz to case, doz.... 3 0¢
Medium, 6 dz to case, doz.. 2.25
Small, 10 dz to case, doz.... 1.0¢

Mason's Russet Polish.

	Doz.	¼ Gr.	Gr
No. 2	40	1.20	4.80
No. 3	70	2.00	8.00

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Comb Black Dressing.

	Doz.	¼ Gr.	Gr.
Large	.....1.50	4.50	18.00
Small	..... .80	2.30	9.20

Combination Russet.

	Doz.	¼ Gr.	Gr.
Large	.....1.50	4.50	18.00
Small	..... .80	2.30	4.80

Shoe Blacking.

	Doz.	¼ Gr.	Gr.
No. 1	..... .25	.75	2.80
No. 2	..... .30	.85	3.25
No. 3	..... .35	1.00	3.85
No. 4	..... .45	1.40	5.45

Shoe Dressing.

Boss, 3 dz to cs, per gr..... 9.00
Russian, 3 dz to cs, per gr..12.00
Shinola, per gross.....10.00
16 Shinola outfits of brush and dauber, no charge.
Shinola paste, case of 3 doz 2.50
3 solid brass scoops, no charge

Bixby's Polishes.

Royal Polish, 1 doz in box.. .85
Royal P'lish,3 dz bx,ham'r free 2.55
Shoe, Satin, 1 dz (sml comb'n) .75
No. 5 Shoe Satin Pste, 1 doz .80
No. 5 Shoe Satin Paste, 1 doz .40
No. 10 Satinola Paste, 1 doz .80
No. 10 Satinola Paste, 1 doz in box ..... .80
Satinola, combination, sml, dz .75
Satinola, combination, lrge, dz 1.25
Shoe White Cream, per doz .85
Ermino White Paste, per doz .80



Jet Oil, doz..... .85
Jet Oil, 3 dz bx, 5 Bixola free 2.55

Bixby's.

"BBB," size M., ¼ gr. box.. 1.25
"BBB," size B, per ½ gr. box 2.50

Twine.

Cotton, 4-ply, 100-lb bales, lb .26
" 3-ply, 100-lb bales.. .26
" 2-lb cones, per lb.. .26
Hemp, 8-oz balls,pr 3-lb pkg.. .26
" 4-oz balls, per 3-lb pkg .26
Sack, 4-ply, 12-lb pkgs, lb.. .29

Binder Twine.

Pure Manila,650 ft to lb,pr lb 14½
Manila, 600 ft to lb, per lb. .13½
Standard, 500 ft to lb, pr lb 11½
Sisal, 500 ft to lb, per lb.. .11½

Wax.

Fruit, 25 1-lb pkgs, per box.. 1.50
Mint Wax, per box..... 1.50
Japan, per lb.....19½
Beeswax ..... .38
Pure Ref. Paraf., 40 1s, lb.. .10
Pure Ref. Paraf., 20 1s, lb.. .10

Wax Strings.

12-in., 10 pkg, 100 stgs each. 1.75
14-in., 10 pkg, 100 stgs each.. 1.90

Department 24.

WOOD AND WILLOW WARE AXE HANDLES.

This Dept. is corrected by The Heyman-Weill Co., Sevenson Co.

Ex, 36-in., doz .....$2.5¢
No. 1, 36-in., doz 1.75
No. 2, 36-in., doz..... 1.35

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Baskets.

	Per doz.
Cal., Open, Spruce, No. 3....	.85
Cal., Open, Spruce, No. 4....	.90
Cal., Open, Spruce, No. 5....	1.25
Cal., Satchel, Spruce, nest,0-5	1.35
Cal., Satchel, Spruce, nest,1-5	1.00
Cal.,Satchel, Spruce,nest, 1-41	.71
German Market, nest of 4....	1.25
Clothes, Oval, Wil., No. 2..	8.00
Clothes, Oval, Wil., No. 3..	9.25
Same, nest of 5 sizes.....	3.50
Japanese Telescopee, nest of 5, size 18x12x7.....	1.30
Same, size 20x13½x7.....	1.60
Same, size 24x15x10.....	2.00

Bowls, Wooden.

	Per doz
Maple, No. 1, 11-inch.....	.80
Do No. 2, 13-inch.....	1.75
Do No. 3, 15-inch.....	3.00
Do No. 4, 17-inch.....	4.75
Do No. 5, 19-inch.....	6.50
Do No. 6, 21-inch.....	8.50

Brooms.

	Per doz
No. 7 Special.....	4.00
Little Lady	3.65
Dandy	3.10
Cooks' Choice	2.35
Ladies' Pride, No. 1.....	2.85
Toy, string	1.00
Common Whisk.....	1.00
OO Whisk.....	1.¶¶
Leader	2.40
Flyer	2.90

Brushes.

	Per doz
Dust	2.25 12.00
Scrubbing	.55 3.00
Dandy	1.50 5.75

Shoe Brushes.

No. 415, black tampico No. 59 .95
No. 25 Mixed Center..... 1.75
No. 173, all black..... 2.25
No. 141, black and white..... 4.00
No. 413, bristles..... 4.50

Stove Brushes.

	Per doz
551 tampico, handles	.90
No. 41, Black Bristle.....	1.90
No. 411, Black Bristle.....	2.25

Ox Fibre Brushes.

	Per doz
Scrub Cat, 10½x2½ in face..	1.50
Do Rat, 8½x2½ in face..	1.25
Do Mouse, 6¼x2½ in face	1.00

Can Openers.

King, doz ..... .75
Sprague, doz ..... .40

Carpet Sweepers.

Bissell's, per doz, 25.00 to 27.00
Standard, per doz..... 23.00

Cheese Safes.

Round, 22-in. each..... 2.25
Square each 4.00

Clothes Lines.

Sisal, 40-foot, per doz..... .90
Sisal, 60-foot, per doz..... 1.25
Cotton, 40-foot, per doz..... .80
Cotton, 60-foot, per doz.... 1.20
Sash Cord, 60-foot, per doz.. 1.75
Sash Cord, 90-foot, per doz.. 2.5¢
Wire Cord, 50-foot, per doz.. 1.30
Wire Cord, 75-foot, per doz.. 1.75
Wire Cord, 100-foot, per doz.. 2.15

Clothes Line Pulleys.

Galv. Iron, with eye.....$0.50
" " with hook ..... .60

CLOTHESPINS.

Common, per box of 5 gross.. .70
U. S. Patent Spring, per gross .55

CORKS.

Demijohns.

(Discount of 40% and 10%)

½ gal $5.75
1 gal 7.50
2 gal 13.50
3 gal 16.00
5 gal 24.00

Dust Pans.

No. 1 Japan, doz..... .75
Covered, doz 1.30
Janitor, doz 2.25

45

Dusters.

	Per doz
China, fancy colored	.80
Standard Turkey, No. 10	2.25
" " No. 12	3.10
" " No. 14	3.80
" " No. 16	4.85
" " No. 18	5.60

DOOR MATS, COCOA.

	Per doz
Light, No. 1, 14x24	4.40
Do No. 2, 16x27	6.00
Do No. 3, 18x30	7.75
No No. 4, 20x33	9.50
Medium, No. 1, 14x25	5.50
Medium, No. 2, 16x27	7.00
Medium, No. 3, 18x30	8.75
Medium, No. 4, 20x33	10.50
Extra, No. 2, 16x27	10.00
Extra, No. 3, 18x30	13.00
Extra, No. 4, 20x33	15.50
Extra, No. 5, 22x36	19.00
Keystone Steel Mats, sq. ft.	.30

Faucets.

	Per doz
Cork Lined, No. 0	.45
" " No. 2	.45
Cork lined, No. 3, doz	.90
" " No. 4	.60
" " No. 6	.75
" " No. 8	.90

Ironing Boards.

1-ft., per doz	4.70
4½-ft., per doz	5.40
5-ft., per doz	6.35
5½-ft., per doz	7.50

LAMP BURNERS.

Opposition.

0 or E, per doz	.65
1 or A, per doz	.75
2 or B, per doz	.85

LAMP CHIMNEYS.

Electric—in Cartons.

No. 2, 6 doz in case, per doz	1.10

Lantern Globes.

Packed 5 doz in case	.70

Aurora Rochester.

	Per doz
No. 1, 6 doz in case	.75
No. 2, 6 doz in case	.90
No. 3, 6 doz in case	2.00

Macbeath Pearl Top.

No. 1 or A, 6 doz in case	.85
No. 2 or B, 6 doz in case	1.05

La Bastie.

	Per doz
No. A, plain bulk, 6 doz in cs	1.22
No. B, plain bulk, 6 doz in cs	1.53
No. A, crimp bulk, 6 dz in cs	1.32
No. B, crimp bulk, 6 dz in cs	1.63

Common Chimney.

	Per doz
No. 0 or E, 6 doz in case	.40
No. 1 or A, 6 doz in case	.45
No. 2 or B, 6 doz in case	.65

LEMON SQUEEZERS.

Ball, per doz	$0.90
Glass, No. 1, per doz	.75
Class, No. 3 (for oranges) dz	1.25

MOPS AND HANDLES.

	Per doz
9-lb. Mops	1.35-1.65
12-lb. Mops	1.80-2.20
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per doz
Wood, painted, 3 hoops	2.65
Wood, varnished, 3 hoops	2.50
White Cedar, 3 galv. hoops	3.25
Fibre	3.60
Galvanized, 8 quarts	2.05
" 10 quarts	2.30
" 12 quarts	2.55
" 14 quarts	2.90

SHELF PAPER.

	Per gross
Narrow, assorted colors	.12
Lace paper, per box	.30

TUBS.

White Cedar—No .0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Fiber—No. 0, $19.00; No. 1, $15.75; No. 2, $13.75; No. 3, $12.25.

Galvanized—No. 0, $5.85; No. 1, $6.95; No. 2, $7.95; No. 3, $8.85.

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WASHBOARDS.

	Per doz
California, regular size	2.25
Little Lady, glass	1.85
Little Lady, zinc	1.10
Peerless, double	3.50
North Star	3.65
Crystal Glass	4.40

Washing Machines

Waverly	6.75
Matchless	5.85
Western	4.25
Majestic, family size, each	6.00
Snowball, family size, each	7.00
Leader, family size, each	7.00
Shelby, family size, each	7.75

WICKING.

	Grs
Lamp, 0 or E, ⅝-inch	$0.30
Lamp, 1 or A, ⅝-inch	.40
Lamp, 2 or B, 1-inch	.60
Lamp, 3 or D, 1½-inch	.85
No. 1, Rochester	1.50
No. 2, Rochester	2.25
No. 3, Mammoth	7.50
Junior Rochester	2.00
Stoves, 3-inch	1.50
Stoves, 3½-inch	1.90
Stoves, 4-inch	2.00
Stoves, 4½-inch	2.00

WRINGERS.

Wood Frame.

Two top screws; iron tub clamps.

	Per doz
Royal, 10x1¾ inches	37.50
Challenge, "	21.00
King Special "	22.50
Empire "	30.00
Century, 10 inches	28.50
" 11 inches	31.50
" 12 inches	35.00

Iron Frame.

Superior, 10 inches	29.50
" 11 inches	33.00
" 12 inches	37.00
Crescent	27.00

Ball Bearing.

Hitchcock	33.00

MISCELLANEOUS.

Barrel Covers, 17-in. (flour barrel size), per doz	1.80
Barrel Covers, 21-in. (sugar barrel size), per doz	2.70
Brownies, per doz....75	1.00 1.25
Butter Ladles, plain, doz	.45
Butter Ladles, clays, doz	.85
Butter Spades, doz	.40
Dishes, oval, ½-lb., per M	1.50
Dishes, oval, 1-lb., per M	1.75
Dishes, oval, 2-lb., per M	2.25
Dishes, wire end, ½-lb., per M	1.60
Dishes, wire end, 1-lb., per M	1.75
Dishes, wire end, 2-lb, per M	2.25
Egg Beaters, Dover	1.00
Measures, fiber, 4 pieces	1.25
(Set pt., qt., ½ gal and funnel)	
Lanterns, O Tubular, doz	5.50
Lantern globes, in bbls....70	@95
Mouse traps, 1 to 5 holes, doz	45@60
Mouse traps, "Sure Catch," dz	.35
Traps, rat, "Blizzard," doz	.90
Nest Eggs, per doz	.20
Oil cans, glass, wire cover, 1 gal, per doz	4.50
Oil Cans, gal., glvnzd iron	2.15
Oil Cans, 5 gal., glvnzd iron	7.50
Potato Mashers, per doz	45@75
Rolling Pins, per doz....1.40	@1.60
Spoons, wooden.....30c, 37c	.65
Step Ladders, each per ft., 15-22-40	
Tacks, steel, asstd, 2 14-oz	.25
Tacks, Common, 2 oz., doz	.11
Tapers, gas, 30 17-in, rtgs.dz	65
Toothpicks, box	2.50, 2.75
Twine Holders, hanging, doz	2.00
Spittons, fiber, 13-inch	6.25
Spittons, fiber, 12-inch	5.00
Spittons, fiber, 9-inch	4.15
Whips, per doz, from 90c to	18.00
Window Screens, 12-inch, doz	2.45
Window Screens, 13-inch, doz	2.90
Window Screens, 24-inch, doz	3.25

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Department 25.

STATIONERY.

Corrected by the Schwabacher-Frey Stationery Co. 42-44 Sutter St., San Francisco.

Blank Books.

Counter, 72 leaf, per grs	5.00
Counter, 90 leaf, per grs	6.00

Day and Ledger.

Cap, canvas, 200 pp., each	.30
Cap, canvas, 500 pp., each	1.00
Crown Cloth, 150 pp., each	.75
Crown Cloth, 300 pp., each	1.00
Cap, Im. Leather Bnd, 600 pp	3.20

Tanglewood.

	Ream
Commercial Note, 5lb	.60
Commercial Note, 6lb	.72
Letter, 10-lb ex	1.20
Cap, 12-lb ex	1.44

Envelopes.

	Per M
XX, 5-in	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX,4-in.,Baronial cream or white	1.40@1.80
XX,5-in.,Baronial cream or white	1.60@2.00

Inks—Carter's or Diamond.

Black, 2 oz cylinder, p. gr	4.50
Red, 2 oz, 3 dz to box, pr bx	1.25
Black, 4 oz, per gr	7.20
" or Blue Blk, ½ pt,dz	2.17
" or Blue Blk, pt, dz	3.50
" or Blue Blk, qt	6.00

Lead Pencils.

	Gross
Cedar, rubber tip	1.25
Red pishd, mtl rbbr tip,I.X.L	1.65
Matchless	3.00
Yellow, pshd, rbr tip, round	4.00
" pishd, rbr tip,hexagon	4.00
Black, pishd, rbr, tip, Nos. 1, 2, 3, 4, "Office" Hex	4.50
Carpenters, 3 dz to bx, pr bx	1.00

Steel Pens.

	Gross
Railroad, 1 gross in box	$0.40
Stub, ex fine, sml, mdn lrg	.40
Falcon	.40
Bank	.40
School, fine	.40
Spencerian Nos. 1, 2 or 3	.85
Gillott, No. 404	.50
Gillott's, No. 303	.90
Pacific Mail, cinkle plate	1.00
Tuxedo	1.00

Department 26.

TOBACCO.

This Dept. is corrected by **Wellman, Peck & Co., Tillmann & Bendel.**

AMERICAN TOBACCO CO.

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb Cases)

Seal of N. C. 1⅔ oz foil	68
" 3¾ "	61½
" 8 "	58¼
" 16 "	56⅛
" 1⅔ oz cloth	68
Seal of N. C., 3¾ oz clth pchs	63¾
pouches	68
Seal of N. C. 16 oz decorated tin canisters	58¼
Old Eng. Curve Cut, 1⅔ oz curved tins	75½
Old Eng. Curve Cut, 3¾ oz curved tins	75½
Old Eng. Curve Cut, 8 oz	75
Old Eng. Curve Cut, 16 oz	75
Continental Cubes,1⅔-oz tins	75¾
Monte Cristo Slabs, 3¾-oz tins	75½
Van Bibber, sicd plg, 1⅔ oz tins, 2½ lb cartons	70
Three Feathers, 1⅔ oz, 1¼ lb cartons, net	58¾
Pedro, 2½-oz foil	51½
" 2½-oz pouch	51¾
" 2½-oz assorted	51
" 16 oz decorated tin canisters	41½
Dixie Queen, 1⅔-oz foil	41¾
" 8-oz tins	41½
" 1⅔-oz	64

canisters, 6 lb cartons, 30 lb in cases 42

Duke's Mixture, 1⅔ oz sacks	40
Arlington, 1⅔ oz foil	63½
Duke's Cameo, 1⅔-oz	41½
Duke's Cameo, 2½ oz foil	47¼
Melrose, 1⅔-oz foil	66⅔
Fragrant Vanity Fair, 1½ oz foil	93
Red Indian Plug Cut, 1⅔ oz and 3¾ oz foil	39
Fashion, 1⅔ oz	38¾
" 16 oz canisters	42¼
Fashion Pail	42¼
Bull Durham, 1 oz	62
" 1⅔ oz	62
" 3¾ oz	59
" 8 oz	57
" 16 oz	53
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb	24
Echo Plug Cut, 1⅔ oz(16-oz, 49)	47¾
Red Bell, 1⅔ oz	40¼
" 16-oz pails	41¼
Cornell Mixture, 3¾-oz tin	83¼
Oriental Mixture, 3¾ oz tin	93
Honey Dip Twist, 10 to lb	43½
Grizzly, 16 oz, 24-lb cases	54½
Five Bros. Pipe Smoking, long cut,paper pkgs, 3¾ oz, 5 lb cartons, 30, 50 & 100 lb cases	38
Pride of Virginia, 1⅔-oz, 3¾-oz and 8-oz tins, 2½-lb boxes, 10 & 25-lb cases	75
Golden Cupid, 1⅔ oz foil, 25, 50 & 100-lb cases	60⅞
Sure Shot, 2s	33
Union Leader, 1⅔-oz foil	41½
" 3-oz pouch	41
" 8 and 16 oz canister	41
Union Leader, 16-oz milk can	41
Plaza, 1⅔-oz cloth, 5-lb cartons, case of 25 lbs, net	37¼

Fine Cut Chewing.

Hiawatha, 2 oz, b'ght or d'k, 1-lb cart, 10-lb cs, per lb	59
Hiawatha, 5-lb cs, 1-lb carts	59
Hiawatha, 16 oz, b'gt or d'k, 5-lb pails, lb	59
Hiawatha, b'gt or dark, 10-lb pails, per lb	56
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb pails	44
Rose Leaf, 10 to lb, bright or dark, 1-lb cart, 5-lb drums	67
Tiger, 1⅔ paraffine bags, 5-lb moisteners	41

Cheroots and All Tobacco Cigarettes.

Old Vir. Cheroots, 5 in bundle. $12 in less than 1M lots.	13.25
Old Vir.Cheroots,5 in bundle	13.95
Bet. the Acts Little Cigars, 10s tin	8.25
Bengal little cigars, 10s, (10 per cent in free goods)	7.30
Royal Bengal, 10 in pkg, 100 in carton	11.50
Van Bibber Little Cig., bundles of 10, boxes of 100	16.20
Sub Rosa cigarros, 10s, cartons of 500, per M	4.00

Stogies, Etc.,

Less 2% for cash

Star Pittsburgh stogies 1-10s, 5 for 10c	15.00
Florodora little cigars, 1-10s, 3 for 5c	12.25
Red Top Stogies, 1-10s, 3 for 5c	12.50
Red Label Stogies(Jenkinson)	11 65

Cigarette Paper.

Vanity Fair, 50 pkg in box	.97½
Wheat Straw,50 pkg in bx,net	1.30
Wheat Straw, 100 pkg in bx net	2.65
Wheat Straw, Interlock, 50 pkg in box	1.35
Wild Oats, 40 pkg in box	.90
Red Seal, 50 in box	.25
Zig-Zag, 100 in box	2.50
Riz la croix	2.25

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Plug Tobacco.

(Subject to discount 2%)

Battle Ax, 16 oz, 5 cuts, 12 and 24 lb bts, net..... 39
Big Gun, 16 oz, 3x12 smooth, bright, 6 sp, 16 lb butts.... 44
Boot Jack, 3x12, R & R, 5½ oz, 8 sp, 1, 4 8 and 12-lb and 2-lb fancy wooden bxs, net. 37
Bullion, 1x6, D T Nines, 6 to lb, 20-lb cad's..... 50
Climax, 2x12, R & R, 16 oz, 6 sp, 6, 12 & 30 lbs (7 oz 7, 10½, & 21 lbs 48)..... 45
Climax, 3x12, thin, 7 oz, 7 and 14 lb 48
Cross Bow, 3x12, 14 oz, 4 sp, 14 lb butts..... 38
Drummond's Natural Leaf, 5½ oz, 5, 8 and 12-lb butts.... 63
Gold Rope, 7 to lb, 3, 6 and 12-lb boxes 56
Gold Rope, 14 to lb, 4 and 8-lb boxes 58
Horse Shoe, 16 oz, Smooth, 6 sp. 8, 12 and 24-lb butts.... 43
J. T., 2x6, 7 oz, R & R and Smooth, 2 sp, 10½ and 21 lb butts and caddies..... 39
J. T., 3x12, 14 oz, Smooth, 4 sp, 10½ and 21-lb butts.... 39
Newsboy, P. P. br or bulk, 5s 8, 16 & 24 lb..... 40
Nobby Spun Roll, 7 to lb, 3, 6 and 12 lb boxes..... 57
Old Honesty, 3x12, Smth, 15 oz, 6 sp, 7½, 15 and 30 lb..... 44
Old Peach and Honey, 6 to lb, 8 lb boxes..... 43
Piper Heidsieck, 5½ oz plugs, 2⅔x8 Pony Panel, 3-10c cuts, 4, 7, 14 lb..... 69
Red Cross, 12 and 24-lb butts, 1⅝ oz, 3x12, embrossed 4 sp. 33
Saw Log, 2x12, R & R, 16 oz 6 sp, 24 lb..... 46
Saw Log, 3x12, R & R, 32 oz, 12 sp, 32 & 48 lb..... 46
Sledge, 16 oz, 4 sp, 3, 6, 12 and 24 31
Something Good, foil wrapped, R & R, 5½ to lb, 9, 13 lb butts 45
Spear Head, 16 oz, 6 sp, 6, 18 and 30 (7 oz, 48)..... 45
Standard Navy, 3x12, embossed, 4 oz, 4 sp, 14 and 28 lb 38
6 for 10, 10⅔ oz, 24 lb butts. 35
Star, 16 oz, 12, 24 and 52 lb butts 45
Tinsley's Nat. Leaf, 3x12, 16 oz, 8 & 12 lb..... 54

Twist Tobacco.

Granger Twist,hand made light pressed, 12 to lb, 12-lb half bushels and 15-lb grained pails 45
Red Ribbon Twist, 10 to lb, 16 lb ½ bushels and 8 lb pecks 40
Honey dip Twist, 11 to lb, packed 5 lb..... 44

Smoking Tobacco.

Master Workman plug, 3x6, 10 oz, 10 lb cad..... 45
Finzer's Mixed Plug, 16 oz, 3x12, 5 sp, 5 and 10 lb.... 32
Ole Varginy, 3 oz plugs 2x4 bright, 10½ lb boxes..... 42
Sickle plug, 15 oz 3x12, 5 sp 7½, 15 and 30 lb butts.... 46

JOHN BOLLMAN & CO.
Cigarettes.

Net cash.

Fragnrant Vanity Fair..... 3.90
Duke's Cameo..... 3.90
Sweet Caporal..... 3.90
Virginia Brights..... 3.90
Pets (foil packages)..... 6.12
Richmond Straight Cuts, 10s tin and paper..... 6.12
Cairo, No. 27 and 27a, (cork tip 7.50)..... 6.50
Casino Gold Tip..... 9.00
Imperiales, 10s, 20s, 50s, 100s, with or without mouthpcs. 7.50
Sultans, 10s, 20s, 50s, 100s, Mais and Rice paper with mouthpieces 9 25

50

Abdallah, No. 3 gold tip..... 7.75
" No. 2..... 9.00
" No. 1..... 13.00
Princess Lillian, Cork tips... 17.65
Turkish Trophies 7.75
Egyptian Deities, No. 1, 10s. 25.50
" " No. 3, 10s, plain tips 17.60
Egyptian Deities, cork tips.. 18.15
Mogul, cork tip..... 10.25

High Grade Smoking Tobacco.

Imperial Mixture, 2½-oz tin 1.10
Plum, 1⅔-oz foil, net..... .64⅛
Three Kings Mixture,3⅛-oz tins 1.30
Yale Mixture, 1-oz tin, 1¼ and 2½ lb cartons..... 1.35
" 1⅔-oz tin, 2½ lb cartons 1.60
Yale Mixture, 3⅛-oz tin, 2½ lb cartons 1.60
Lone Jack, 3⅛-oz bags, net 1.17½

Wills' English Smoking.

Capstan, mild,med. or strong, 3⅛-oz, per lb..... 1.60
Capstan, mild, med or strong, 1⅔ oz, per lb..... 1.75
Latakia, 3⅛ oz, per lb..... 2.10

Sundry English Smoking.

Pioneer, 3⅛ oz, per lb..... 1.45
" 8 oz, per lb..... 1.43
" 16 oz, per lb..... 1.40
Lambert & Butler's Log Cabin, 3⅛ oz, per lb..... 1.
Smith's Glasgow Mixture, 3⅛ oz., per lb 1.70

J. B. PACE TOBACCO COMPANY

Scroll Tag, twist, 6 to lb (other sizes, 67)..... 66½
" light pressed, all styles 73½
Scroll Tag, cable coil, 3 and 4 oz 76
Corduroy Spun Roll, 6-lb bxs 56⅛
Mastiff Plug Cut, 1⅔ oz pchs or tin foil pkgs..... 68
Mastiff Plug Cut, 3⅛ oz pchs or tin foil pkgs..... 63
Mastiff Plug Cut,16 oz decorated tin 52½
Boston Smoke, 12s (24s, 48). 49

SURBRUG CO.

Grain, 1⅔ oz patent can.... .70
Golden Sceptre, 1-oz, 1-lb cart, per lb..... 1.20
Golden Sceptre, 1⅔-oz, 2½-lb cart, per lb..... 1.20
Golden Sceptre, 3⅛-oz, 2½-lb cart, per lb..... 1.05
Golden Sceptre,8-oz,5-lb cart, per lb 1.00
Golden Sceptre, 16-oz, 6-lb cart, per lb..... .95
Arcadia, 3⅛ oz, 2½-lb cts (1 1-lb cts 1.60)..... 1.56
" 1⅔-oz, 2½-lb carts 1.60
" 8 oz, decorated tin. 1.55
" 16 oz, decorated tin. 1.50
Crescent Club Mixture, 3⅛ oz .90

Cigarettes.

Milo Cork Tips 18.50
" Plain " 18.00
" Ladies' mouthpieces, 20s oval box..... 9.00
Egyptian Arabs No. 3 Cork Tips 7.40
King William, Egyptian, net18.00
Turkish Delight, sanitary tip 7.00

JNO. J. BAGLEY & CO.

Net cash.

Gold Shore, 2½-oz..... 46¾
Lime Kiln cut plug, 2 oz.... 59¾
" " 3⅛ oz.....59¾
" " 8 oz tins. 66⅔
" " 16 oz tins 64⅛
Sun cured 2½ oz foil..... 49
" 2½ oz pouch.... 51

WEYMAN BROS.

Less 2%.

Cut and Dry, 3⅛ oz papers.. 32¼

H. BOHLS & CO.

Fancy Mixtures.

White Navy Mixture, 1⅔ oz foil ..... .65
White Navy, 3⅛-oz foil, 5-lb cartons ..... .63
White Navy, 16-oz foil..... .60
London Dock, 3⅛-oz foil, 5-lb cartons ..... .80
Golden Gate, 3⅛-oz tin, 5-lb cartons ..... .85
Bright Virginia Pickings, 3⅛-oz tin, 5-lb cartons..... .80
Gold Bar, 3⅛-oz tin,5-lb cart. .90
Great Blend, 16-oz box, mild, medium and special..... 1.15
Great Blend, 8-oz box, mild, medium and special..... 1.20
Great Blend, 3⅛-oz box, mild, medium and special..... 1.25

Cut Plug.

Seal Rock, 1⅔-oz tins, 2½-lb cartons 25-lb ..... .74
Seal Rock, 3⅛-oz tins, 2½-lb cartons 25-lb ..... .74
Seal Rock, 8-oz tins..... .74
Peanut, 1⅔-oz foil, 5-lb cart .38
Old Chief, 8-oz and 16-oz.... .46
Seven Up, 16-oz pail, briar pipe with each tin..... .54
Seven Up, 16-oz pail, without briar pipe ..... .45
Seven Up, 2½-oz foil,5-lb cart .43
Seven Up, 2½-oz pouch, 5-lb cartons ..... .49

Long Cut.

case, per doz 1.80

R. A. PATTERSON TOBACCO COMPANY.

Less 2%.

Honest Labor, pch and tins, 2½-oz ..... .50
Lucky Strike, 1⅔ oz tins.... .75
" 3⅛ oz tins..... .75
Patterson's Seal, 1⅔ oz foil. .37
" 3⅛ oz pch.. .38
" 16 oz tin... .41

SNUFF.

America Snuff Co. .. ..

French, Rappee, 1⅔ oz bottles, per 3 doz..... 2.90
French, Rappee, 3⅛ oz bottles, per doz..... 1.80
French, Rappee, 16 oz jars, per lb..... .65
Maccaboy, 16-oz jars, per lb .60
Irish High Toast, 16-oz self-sealing fruit jars, 12-lb bxs .57
Scotch Lilienthal's, in bladders, per lb..... .60
Scotch Lilienthal's, in weasands, per lb ..... .62
Horse Shoe, 16 oz glass jars, lb ..... .50
Horse Shoe, 2½ oz fibre cans .51
Horse Shoe, 8 and 16 oz cans .48
Horse Shoe, 1 oz and 16 oz cans ..... .56

Weyman Bros.

Copenhagen, 16-oz stone jars of 2 doz, per gross..... 5
1-oz tin, carto

51

52

Department 23.

This Dept. is corrected by Fillmann & Bendel; Pac. Vinegar & Pickle Works.

CATSUPS.

Snider's, qts. doz..... 3.75
" pts " 2.40
" 1½ pts, " 1.40

Griffon's.

½-pints, per doz.....1.12½
Pints, per doz..... 1.85
Quarts, per doz..... 3.25

Miscellaneous.

Campbell's, ½ pts, doz..... 1.15
Heinz, 10-oz .....
" 12-oz .....
" 17-oz .....
Blue Label, 25 ½-pts. to cs
Blue Label, 25 pts to cs...
Blue Label, 12 qts to cs...
Golden Star, gal jugs, doz... none
" " qt., doz..... 3.65
" " pts., doz..... 2 35
" " ½ pts., doz... 1.40

Long's Fruit Catsup.

Pts, 24 to cs, case..... 4.75
½-Pts, 48 to cs, ... 5.75
" 2, 5 and 10 lbs, lb 1.60

SAUCES.

Holbrook's, ½ pts..... 2.40
Lea & Perrin's, small..... 2.75
Lea & Perrin's, medium..... 5.00
Lea & Perrin's, large..... 8.25
5 cases, 5c per doz less.
Tobasco, McIlheny 4.00
Tobasco, New Iberia..... 3.50
Bengal Worcester, ½ pt..... .85
Bengal Worcester, pt..... 1.25
Pepper, sprinkle top, ½ pt.. 2.00
Superior Pepper, small..... .90
Superior Pepper, large..... 1.50
Libby's Manchester Sauce, 24½ pints, per doz..... 1.20
A. White & Co., London, Worcestershire Sauce, case of 3 doz No. ½ bottles, per doz 1.80
Same, 4 dz No. 1 bottles,pr dz 3.00

FRENCH MUSTARD.

(In bulk.)

	Cal. Home Brand	Stan-dard
Bbl, per gal.....	.35	.30
½ bbl, per gal.....	.37	.32
¼ bbl, per gal	.40	.34
10-Gal Keg.....	.42	.36
5-Gal. Keg.....	.45	.38
2-Gal. Pail	.50	.43
1-Gal. Pail	.60	.53

MUSTARD.

In Glass, Cal. Home Brand.

8 oz, 2 dz to case, per doz.... .96
14-oz, 2 doz to case, per doz 1.75

Standard.

6-oz, small bbl. ..... .80

SAUERKRAUT.

Cal. Home Brand—Dry Pack

Bbl., 50- gal.....$13.00
½-bbl., 32 gal..... 9.00
¼-bbl., 15 gal..... 5.00
10-Gal Kegs 3.25
5-Gal. Kegs 1.75

Van Camp Packing Co.

No. 3 cans, per doz..... 1.40

Maconochie Bros., Ltd., London.

Suffolk Pickles. .....
Chow Chow.
Per doz.
Case of 4 doz No. ½ lever top glass jars..... 2.25
Mixed.
Case of 4 doz. No. ½ lever top glass jars..... 2.25
White Onions.
Case of 4 doz. No. ½ lever top glass jars..... 2.25
Panyan.
Case of 4 doz. No. ½ lever top glass jars..... 2.25
Assorted (1 doz. each.)
Case of 4 doz. No. ½ lever top glass jars..... 2.25

53 54 55 56

Department 23.

PICKLES, VINEGAR, RELISHES, ETC.

This Department is corrected each week by the Pacific Vinegar & Pickle Works.

PICKLES IN BULK

California Home Brand

	Sour			Sweet		
	Bbbl 50 gals	½ bbl 32 gals	¼ bbl 16 gals	Bbls. 50 gals	½ bbl 32 gal	¼ bbl 16 gals
Midgets	30.00	20.00	10.50	42.00	28.00	14.50
Special Small Gherkins						
Bbl. 9000, ½ bbl. 6000, ¼ bbl. 3000	27.00	18.00	9.50	34.50	23.00	12.00
Special Small Mixed						
Same count	27.00	18.00	9.50	34.50	23.00	12.00
Gherkins						
Bbl. 6000, ½ bbl. 4000, ¼ bbl. 2000				31.50	21.00	11.00
Mixed						
Same size				31.50	21.00	11.00
Special Small Medium Pickles						
Bbl. 4500, ½ bbl. 3000, ¼ bbl. 1500	21.00	14.00	7.50	28.50	19.00	10.00
Special Small Medium Mixed						
Same count	21.00	14.00	7.50	28.50	19.00	10.00
Small Medium Pickles						
Bbl. 2400, ½ bbl. 1600, ¼ bbl. 800	16.50	11.00	6.00			
Small Medium Mixed						
Same count	16.50	11.00	6.00			
Bbl. 3000, ½ bbl. 2000, ¼ bbl. 1000	19.50	13.00	7.00	25.50	17.00	9.00
Chow Chow		15.00	8.00			

Package Count	Bbl 1800	Bbl 1500	½ bbl 1200	¼ bbl 600	½ bbl 1000	¼ bbl 500
DILLS	15.00	14.00	10.00	5.50	9.50	5.25

Jumbo Dills.—bbl., 1300, ½ bbls. 900, ¼ bbls. 500.

California Home Brand.

Sour and Sweet, (Plain or Mixed), German Dill, Chow Chow and Olonns

	No1 Sml	No2 Mdn	No3 Lrg	Dills	Sweet Gherkins	Chow Chow	Pearl Onions
Barrels, 50 gals	.36	.33	.28	.28	.60	.46	1.00	.70
½ Barrels, 32 gals	.38	.35	.30	.30	.62	.48	1.02	.73
¼ Barrels, 16 gals	.40	.37	.32	.32	.64	.50	1.04	.75
Kegs, 10 gals	.42	.39	.34	.34	.66	.52	1.06	.77
Kegs, 5 gals	.44	.41	.36	.36	.68	.54	1.08	.79
Pails, 5 gals	.44	.41	.36	.36	.68	.54	1.08	.79
Pails, 2 gals	.55	.50	.45	.45	.77	.63	1.15	.88
Pails, 1 gal	.65	.60	.55	.55	.87	.73	1.25	.98

"CENTAUR BRAND"

Sour (Plain or Mixed.)

	Per Gal	No1 sml	No2 Mdn	No3 lrg slct
Barrels, 50 gals		.33	.30	.25
½ Barrels, 32 gals		.35	.32	.27
¼ Barrels, 16 gals		.37	.34	.29
Kegs, 10 gals		.39	.36	.31
Kegs, 5 gals		.41	.38	
Pails, 5 gals		.41	.38	
Pails, 2 gals		.52	.47	

KEG PICKLES.

	Per Pkg.
Full Measure, 5 gal., kegs, No. 3 Pickles	$1.10
Full Measure, 5 gal pails	1.25
Full Measure, 2½ gal. kegs	0.75

PICKLES IN GLASS

California Home Brand

Pat. Top—English or Octagon	10 oz.	Pt.	Qt.
Gherkins Sour	1.75	2.30	4.50
Mixed Pickles	1.75	2.30	4.50
Chow Chow	1.75	2.30	4.50
Pearl Onions	1.75	3.25	
Sweet Gherkins	1.75	2.75	5.00
Sweet Mixed Pickles	1.75	2.75	5.00
Senf Gherkin	1.75	2.75	5.00

CENTAUR BRAND

American Style—Square Bottom; English Style, Round Bottom.

	Pts.	Qts.	½ Gal	Gal.	Pt.	Qt.
Gherkins	1.20	1.75	3.00	5.00	1.75	3.00
Mixed Pickles	1.20	1.75	3.00	5.00	1.75	3.00
Chow Chow	1.20	1.75	3.00	5.00	1.75	3.00
Picalilli	1.20	1.75	3.00	5.00	1.75	3.00
Mexican Hot	1.20	1.75	3.00	5.00	1.75	3.00
Cal. Onions	1.20	1.75	3.00	5.00	1.75	3.00

TOMATO CATSUP.

	In Glass, per doz			Jugs, per Jug		1 Gal. Tins	
	½ Pt.	Pt.	Qt.	1 Gal.	2 Gal.	Scr. tp	Ft. tp
Cal. Home Brand	1.35	*2.25	3.50	1.00	1.90	.80	.75
Sunrise				.85	1.60	.65	.60
Sunset (no bottles)				.60	1.20	.50	.45

Tomato Catsup—In Bulk.

	Bbl. 50 Gal.	½ Bbl. 32 Gal.	¼ Bbl. 16 Gal.	10 Gal. Keg	5 Gal. Keg
Cal Home Brand	.50	.55	.60	.63	.65
Sunrise	.40	.45	.50	.53	.55
Sunset	.35	.40	.45	.48	.50

TABLE SAUCE.

In Glass.

	½ Pts.	Pts.	Qts.	In Jugs 1 Gal.	In Jugs 2 Gal.	Gal. Tins.
Cal. Home Brand	1.75	2.75	3.75	1.25	2.25	...
Worcestershire	1.00	2.00	3.00	1.00	2.00	.86
Chestershire	.75	1.50	2.25	.60	1.20	.55

*One case of C. H. B. pint catsup with every 59s lot.

Table Sauce in Bulk.

	Bbls. 50 Gal.	½ bbls 23 Gal.	¼ bbl. 16 Gal	10 Gal. Keg	5 Gal. Keg
Worcester Sauce	.80	.82	.84	.86	.88
Chestershire Sauce	.55	.57	.59	.61	.63

VINEGAR

Commercial Wine, Cider, Malt or Spirit Vinegar

	40 Gr.	50 Gr.	60 Gr.	70 Gr.	80 Gr.	90 Gr.
Barrels	.14	.16	.17	.18	.20	.22
½ Barrels	.16	.18	.19	.20	.22	.24
¼ Barrels	.18	.20	.21	.22	.24	.26

HIGH GRADE VINEGARS

	Barrels	½ Bbls.
California Home Brand White Wine Vinegar	.30	.35
Cal. Home Brand Apple Juice Vinegar	.25	.30
California Home Brand Pure Pickling Vinegar	.25	.30

RELISHES AND CONDIMENTS.

Miscellaneous.

California Home Brand.

	9 oz	½ Pt	Pt.
Tomato Chutney	1.75	1.65	2.50
Chili Sauce	1.75	1.65	2.50

California Home Brand

Same, in Bulk, Per Gallon.

	8 oz.	Olympics	14 oz.	Pts.
Sweet Relish	.95	1.75	2.00	2.75
East India Relish	.95	1.75	2.00	2.75
Red Hot	.95	1.75	2.00	2.75

The "Advocate" is the Largest Exclusive Retail Grocery Journal West of Chicago.

Clerk's Corner.

Take Your Medicine When You Know It Is Coming to You.

There is one expression which we hear occasionally which is exasperating in the extreme. It is: "I overlooked that." A driver comes in from his trip fetching back with him the order of a good customer who had wanted those particular goods with unusual urgency. He looks at one with self-defensive eyes, and says: "Oh, yes; Mrs. Hendrick's order? I overlooked that." There is one excellent reason why you should get rid of that particular expression. It is because its very wording carries along with it a palliation of your offense And you will never be a good man for yourself or anybody else until you have acquired the habit of looking the thing squarely when you find your own self to be at fault. Adopt the attitude suggested by the reprimand of the late Professor Bascom. Two students were late for chapel. Bascom asked one of them why he had been late. "I failed to hear the bell, sir," he answered. "You are not excused," said Bascom. He asked the second student what excuse he had. "I haven't any, sir," contritely answered the young man. "You are excused," said the professor. And there is the root of the matter. It is the same old story. Once you have fairly and fully acknowledged your fault you are so well on the way to curing it that you need no further correction from the outside. It is the old story of helping a man to help himself. Merely to help him breeds dependence and weakness. To help him to do for himself makes a man of him, or at least puts him in the way of becoming a man again. Thus, to come right out with the self-accusation: "Yes, sir, I forgot that, and it is my fault, my carelessness that has caused the trouble, speaks the healthful self-punishment which promises well for future improvement. You are so unlikely to commit the same fault again that little more need be said to you.

One prominent recollection of some years ago seems to fit here nicely. It was a case of a delivery boy. He reported some shortage. Feeling sure that our double checking system on orders was so good that shortages were not likely to occur, they told him it could not be laid to the store; it must have occurred, through some mix-up in the delivery after he got out. He said not a word. But it was noticed that thereafter he rapidly went over each crate of goods as he loaded his wagon. He took hardly any time in this re-check, but his orders were thereafter delivered with such accuracy that it was truly astonishing. Today he is holding a better position than any of his early companions. Why? Simply because he was "big." Only a big man is willing to take his medicine when there is many a hole to crawl through. He might just as easily have insisted that it was not his fault—like most of his contemporaries should have done—but he didn't. He would not dodge. This young man was worth all the money he has earned since.

Many a similar case can be cited along the same lines. It goes to prove conclusively that straight forwardness is perhaps a clerk's best bid for success. The "Modern Grocer," a paper published in Chicago, has recently published a strong article on practically this same subject. It believes that an honest, straightforward clerk is a worthy clerk, so do all decent men.

Spokane.—B. L. Gordon & Co., wholesale grocers, will build a warehouse, 170 feet, two stories high with full basement, at Division street on the line of the Spokane International railway, the cost being $40,000. The structure will be of brick, made fireproof and will be equipped with elevator, refrigerators and all the conveniences of a modern wholesale house. It is expected to have it ready for occupancy early next year. This is the third big warehouse to be located on the road. John W. Graham & Co. and Benham & Griffith have each completed structurers.

FIRE IN GROCERY.

Oakland, Cal.—Sparks from a defective flue set fire to a number of empty boxes in the shipping-room of the Henderson Smith Grocery Company, in the rear of No. 919 Washington street, last week. The damage was nominal.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

J. H. Newbauer & Co.

Importers and Wholesale Grocers

430-432 Fifth Street

Phone Temporary 3680

San Francisco **California**

To Introduce our Sunlit Jellies, Jams and Preserves

We are advertising them in many of the Newspapers and in other ways. The High Quality and Perfect Purity of the Sunlit products will commend them to the trade as well as to the consumers. Write or telephone for prices.

Sunlit Fruit Company

Telephone, Berkeley 4333

2438 4th Street Berkeley, California

Window Dressing.

BY S. W. ROTH
(Copyrighted.)

SIDE WALK BULLETINS.

There are a great many grocerymen who have no windows that are suitable for using bulletins of any size on the outside or window cards on the inside to any advantage.

For these a sidewalk bullentin is to be recommended. By this is meant two boards from eighteen to twenty-four inches wide by three or four feet high, hinged at the top and spread at the bottom as to stand up like an inverted V.

Bulletins can be put on both sides of such a board fresh every day.

Some grocers who use Bullentin boards are very negligent of this point. People are always attracted by something new. New bright signs are noticed and remembered. Old ones grow stale and people grow tired of seeing them. Changing signs frequently is one of the little things that mark the difference between the successful and unsuccessful grocer. It tends along with other changes to liven up the place.

We find that a great many dealers do not care to go to the trouble and expense of getting regular paints and brushes.

You cannot expect to get the best results with little or no effort, and we can assure you that a properly painted bulletin changed frequently will more than pay you for the time and money it costs.

But if you are one of the dealers who do not want to take the time to paint a bulletin, the next best method is to get a lumber marker's pencil.

They are six-sided pencils about one-half inch thick by six inches long and can be had in blue and black, also red, we believe.

These can be used for writing a bulletin, but are not very good for printing. They cost 5 cents to 10 cents each and will last for months.

Just a word of explanation about the sample cards that we will reproduce here from time to time.

We are having them made by an amateur sign maker because we believe it will encourage you to do more of this yourself.

The letters are rather crude in formation, but are very plain and easily read, which after all, are the main points as to general appearance of bulletins.

It is important that the bulletins be changed every day. They should always look fresh. When they are soiled by rain they should be changed at once.

OREGON NEW CAR LAW.

Oregon has reciprocal demurrage law which provides if a railroad does not furnish a shipper a car on which to load his freight within a certain specified time after formal request for a car by the shipper it is to be subject to a fine. On this account the Southern Pacific officials are sending north into that State many empty cars in order to comply with requests made by shippers and save itself from a big expenditure of money in the way of fines. While this a good thing for the Oregonians, it is a very bad thing for the California shippers at this time owing to the car shortage in this State. Lumbermen and direct fruit men are demanding hundreds of cars and cannot get them. There is said to be enough lumber in this State waiting Eastern shipment sufficient to fill 2000 cars. On Nov. 1st lumber rates to the East are to be advanced fully $30 a car and the shippers are more than anxious to get their lumber en route before that date. It is now a certainty they will not be able to do so, and on that account will have to pay an additional $60,000 in freight charges when the railroad is able to furnish the 2000 cars so badly wanted to this moment.

THE SHORT WEIGHT EVIL.

The revelations which have come to light in the West by reason of the campaign against short weights, short count and short measure in all sorts of package goods are astonishing the trade and a moral sentiment is growing, which promises to cause an upheaval if a change of methods is not forthcoming. The latest discovery was that made by Food Commissioner Johnson, of Nebraska, who recently went to the South Omaha packing houses and there weighed up a large number of pieces of meats. These included bacon, ham, shoulders, etc. He found that it was the recognized and regular practice to wrap them with cloth and paper until fully 6 per cent of the weight is of paper. This, the Commissioner says, is absolutely contrary to both letter and spirit of the Nebraska law and he has ordered that all packages of meats must hereafter contain the actual net weight of meat stamped on them.



An Auto? No!

Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

YOUR EVERY WANT IN

PAPER

Can Be Supplied by

A. Zellerbach & Sons

421 JACKSON STREET
San Francisco Cal.

LASH'S

Kidney and Liver

BITTERS

CURES DYSPEPSIA

1731 Mission St., S. F., Cal'

Greer's Washing Ammonia

It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

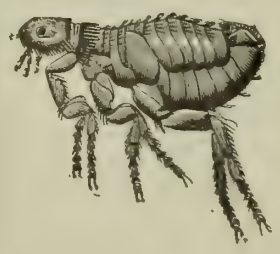
310 Sacramento St., San Francisco

Telephone Temporary 3898

Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast.

SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer.** Trade Mark



The Eureka Insect Exterminator

is a preparation of eight different drugs and is so well compounded that it actually destroys insects, yet it is harmless to the human.

It kills Fleas, Flies, Ants, Moths, Bedbugs, Roaches, Lice, Mosquitos, Etc.

Price list, page 28.

For Sale by the Wholesale Drug and Grocery Trade
JOSEPH FUSCH, Manufacturer.

1797 Bray Ave.
Fruitvale, Cal.

Phone Merritt 2962

WHAT ONE MERCHANT DID.

Work of Sig. Steiner of Escondido Against Parcels Post Danger.

MERCHANTS MUST ACT.

The work of the merchan named below should be emulated by every other merchant who reads this article. The menace of the Parcels Post measure is so well described in the clipping printed below, that it would be well for our readers to turn same over to their own newspaper for publication.

Mr. Sig Steiner of Escondido Cal., has been running a series of articles in his home paper and we print the latest one in full;

FACING A GREATER DEFICIT.

"We are going to ascertain where our deficit lies," says Postmaster General Meyer, "and see how it can be remedied as far as possible." This is good news for eighty million people all of whom are interested in sensible postal improvements.

"The foregoing lines appeared in the Times recently and evidently, in part at least, refer to the proposed 'Parcel Post' delivery system which is being agitated for this country, and primarily in the interest of mail order houses and to the detriment of retail merchants all over the United States. This great question will no doubt come before the next session of Congress prior to being acted upon by the Postmaster General, and while many statements from a lobby of agitators, paid by catalogue houses, will be in evidence, I believe the arguments against this scheme will prevail.

Increasing Deficiency.

"With the Parcels Post system the present deficiency of some ten million dollars yearly in the postal revenues would be still further augmented, and perhaps reach the enormous deficit of one hundred million dollars. The rural free delivery expenditure for the current year will be about thirty-five million dollars. The loss, whatever it will be, must be borne by the people generally, and mostly in the interest of the mail order or catalogue houses, and the cost must be paid by the public by indirect taxation to overcome the deficiency. The rural mail delivery system is all right, but the parcels post will be all wrong. That vast sums of money are continually being sent away from the cities and most rural towns, to large department and eastern mail order houses, can be confirmed by observing the packages coming through the express offices, and by freight, and the great number of drafts and money orders made payable to catalogue houses.

Blind to Own Interests.

"In most instances, the senders, blind to their own interests, never even consult the stores in their respective places of residence, but engrossed with the alluring representations and descriptive pictures printed in the voluminous catalogues with which the country is flooded, these "easy marks" make their selections, send away their hard-earned money, and after a long wait receive goods which they frequently cannot use, different than expected, and often endeavor to exchange at the local store. These misfits, shoddy and misrepresented articles, they cannot send back east without much extra expense, as they have paid for same, in advance, and all cost of return must be paid by the buyer. If these same people would go to the stores in their home city, it is almost a certainty that they could duplicate any article in the catalogue at the same price, see what they are buying, have the home merchant at hand, to whom they could have recourse in case of any purchase being unsatisfactory, and besides that, perhaps save their freight expense.

Who Pays the Taxes.

"Let us ask, How many people who patronize a catalogue house such as Sears, Roebuck & Co., Montgomery, Ward & Co., Siegel, Cooper & Co., or any others, have ever met their representatives in the community? How much taxes do any of these concerns pay in your town for the maintenance of your schools, municipality, streets, library, churches, newspapers, to the charitable affairs, the improvement clubs, chamber of commerce, and other expenses too numerous to mention in larger cities, as well as the smaller places?

Government Regulation.

"The government should regulate the charges made by the express companies and thus have a reasonable rate established for transportation.

"Did you ever stop to consider that the stores of a community, like the churches, are the index of the class of people in that section? And you cannot get along without the stores any more than the store can continue without the patronage of the people, therefore, not one cent should be sent away for a single article that you can purchase at home, and every good citien, having the interest of his town at heart, will keep his money at home by first giving the local store an opportunity of supplying his wants in any line represented in his town. If you have anything to sell, the local merchant generally buys it—fruits, vegetables, produce, etc.

Who Buys Your Produce?

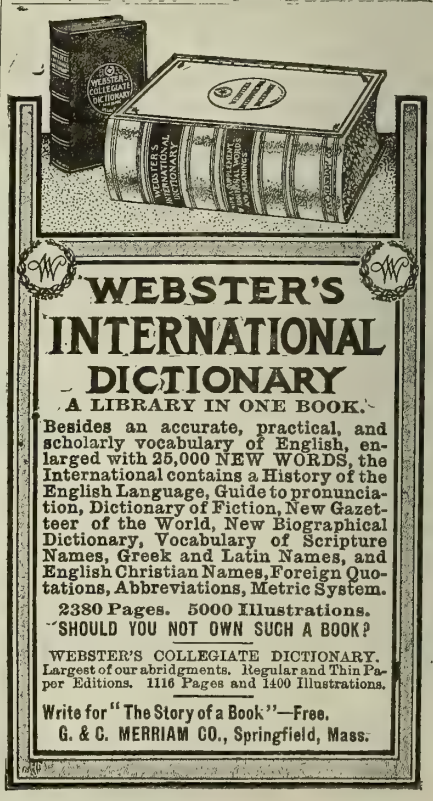
"Can you send your eggs, or any product of the farm, to the mail order house in exchange for goods? No, indeed; the **cash only** goes there. And in times when money is tight (and many farmers have experienced it) the first one to assist you is the storekeeper with credit for supplies, and nine times out of ten, in rural districts, the very people who ask that accommodation are the ones who, when they have the cash, will send it to the mail order house and be "taken in," frequently making the home merchant sweat for the unpaid bill (and the money sent away) which rightly belongs to him.

End of Country Merchant Sure.

"The passage of a law that will inure to the benefit of catalogue houses and a few, is detrimental to the masses, and would concentrate the mercantile business in the hands of a limited number, thereby causing a great loss to the producer, consumer and thousands of retail dealers who today contribute to the support of hundreds of thousands by employment of labor and expenditure of vast sums in various channels of commerce and subscription. With the catalogue houses in control, the small retail and country merchant would be out of business and the parcels post would be the weapon in their hands with power to accomplish the finish. Such a monopoly can better be imagined than described, and the rural resident assisting in making these conditions is an accessory to the deposing of the suburban store and the piling up of the postal deficit, and he gains nothing excepting the sight of a line of express wagons laden with merchandise jogging along the road carrying the mails also, and instead of a rapid delivery, as now enjoyed, yesterday's mail would arrive tomorrow.

Sig. Steiner.

Hollister.—Mr. Jos. Harvey has bought out the **grocery** and business of the Gomes brothers in the McCroskey block.



THE NATIONAL ASSOCIATION OF RETAIL GROCERS OF THE UNITED STATES

Eleventh Annual Convention, BOSTON, MASS., May 11, 12, 13, 14, 1908.

PRESIDENT KRAMER'S LETTER.

I sincerely hope that every merchant who has the interest of his beloved city and his own business at heart, will read and reflect on the following clippings from a Washington special of September 16:

"The mail order houses of St. Louis and Chicago will be greatly benefitted should the postmaster general's recommendation become a law. Mr. Meyer frankly says that he expects much opposition to both of his recommendations, but thinks western support on which he counts will be strong enough to put them through congress."

Has it come to this, that St. Louis and Chicago catalog houses are so grasping that they are endeavoring to throttle every little corner grocer who is trying to make a living for his wife and children? It is the little merchant that builds up the town, and pays his pro rata towards building churches, court houses, good roads, school houses and so forth. Not one dollar do these gigantic mail order houses contribute towards this, and it is now time for each and every merchant to put his shoulder to the wheel and throttle this gigantic scheme. If our national association had done nothing more than defeat this one measure they will have accomplished wonders, and at the same time would not restrain trade from going through its proper channels, namely, through the retailer.

For those who may not be better informed, I will state that the delegates at the Dallas convention represented 15,600 retailers, and if each and every one of these delegates will see that their per capita tax of 25 cents is sent to the national, it will be appreciated very much. We are endeavoring without fear or favor to finance the national it will beappreciated very much. We are endeavoring without fear or favor to finance the national from the resources of the retailers. I appreciate the good work that has been done by the manufacturers and others toward assisting organizations and I do not think that the retailers have forgotten courtesies shown them by the various firms. It is a debt of gratitude that we owe them, but I believe now that we should work along the line of an independent policy and be under obligations to no one. Our results will then be far better, and should we make a failure we will have no one to blame but ourselves. Organization and co-operation should be the watchwords of each and every successful merchant. What others have done, you can do. If you don't succeed at first, try again. Have faith in your fellow merchant and you will come out right, but above all don't knock—boost.

The winter months will soon be here and the various organizations can do a great deal by giving socials of various kinds to which their fellow merchants and their families should be invited. A great deal can be accomplished by socials of this kind which bring the merchants closer together and interests the ladies, whose advice is often beneficial.

C. J. KRAMER, President.
Little Rock, Ark.

TO PRESIDENT ROOSEVELT.

His Excellency, Theodore Roosevelt, President:

Honorable Sir.—I have noticed by the daily papers, and it has also been called to my attention, an interview supposed to have been had between your honor and Postmaster-General Meyer in which it is stated that in your next annual report you will recommend a domestic parcels post.

The retail merchants of the country have studied this matter carefully for several years past and are fully convinced that the enactment by congress of a parcels post law will have the effect of putting out of business a large number of the smaller merchants and enlarging the business of a few in the large trade centers. The retail merchants do not feel that the government should be a party to creating such a condition as this, and we sincerely trust that we have been misinformed as to your intention to make such a recommendation.

We humbly beg your earnest consideration of the position of the retail merchants in this matter, and beg to remain, yours very truly,
The National Association of Retail Grocers. C. J. CRAMER, President.

SEE YOUR CONGRESSMAN.

Much effective work is being done to counteract any influence that may be brought to bear for the passing of parcel post bill.

Unfortunately we have opposed to us the postmaster general, who proposes under any consideration to recommend to congress some plan whereby this bill may be put into operation.

The merchants of Illinois through their secretary are doing effective work by circulars and signed petitions. The merchants of other states are also passing resolutions and sending them to the postmaster general and the president of the United States.

The most effective way, however, to offset any other influence is to appeal direct to your congressman who represents your district. It is he who has to vote and it is he on whom the promoters of the parcels post must depend for support.

We cannot lose any time but should keep a watchful eye on the promoters of the enterprise. For some time past there has been a general agitation for one cent postage and there is no reason why this should not be adopted. It would benefit everyone and not the few as is proposed in the parcels post bill.

It is our earnest request that the trade papers call the attention of the organization to the great importance of giving this matter careful attention and it is to be hoped that at the earliest possible moment this subject shall be brought to the attention of the different members of congress. Now is the time to do the work. For the next four or five weeks the congressmen will be generally at home and can be reached by their constituents. Do it now.

JOHN A. GREEN, Secretary.

Seasonable Suggestions

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

PUSH THE GOODS
PROTECTED BY AGREEMENTS
CUT OUT
AS FAR AS POSSIBLE
ALL GOODS
DEMORALIZED
BY PRICE CUTTERS

Advertise!

Cut out the slovenly clerk.

The width of the Suez Canal is 825 feet.

He serves himself best who best serves others.

Women's rights, it has been said, are children's wrongs.

If all the world were wise, how foolish life would be.

Concentration is the keynote of success in business.

How does your October trade compare with last year?

Poverty has been the greatest incentive to highest achievement.

The world always listens to a man of resolute purpose and strong will.

The delivery department is one of the first magnitude in your business.

When his language is flowery, it not unfrequently happens that his heart is sere.

"The man who is always afraid he will fail does not stand much show to succeed."

India imported $10,046,798 gold and $9,345,762 silver during the month of May, 1907.

The man who succeeds where others fail will be the man who locks out for little leaks.

Some elephants can draw fifteen tons, lift ten cwt. and carry on their backs three tons.

There is no time like the present. "Now" is the trusted companion of every successful man.

It only requires a few pounds more of push and energy to turn things your way with a rush. Push harder.

What's the use complaining when you've never given advertising even half a show to prove what it can do?

Horace Greeley wrote nearly all his editorials while waiting for people who could not keep their appointments.

It is said that Japanese men are the best needle workers in the world, their only equals being among the women of Russia.

Use placards in the window, but be sure they are short and clear. The passerby has no time to stop and read a long card.

A little advertising is like adding coal to the furnace—it makes the wheels of the business engine revolve a little faster.

It takes hustle to win out nowadays. And it must be a continuance performance. It must be a hustle as long as you are in business.

Tell your customers to open canned fruit an hour or so before it is to be used. It is far richer when the oxygen is thus restored to it.

Don't holler about dull times until after you have advertised in the right way and found it a failure, which you're not at all likely to do.

If advertising will not help your business, it's your fault. The failure of advertising to aid you is **proof** that your business is not run right.

The total amount of notes in circulation of the Bank of Japan on July 13 last was $152,000,000, with a specie reserve amounting to $74,000,000.

There are numerous articles in the way of fancy groceries which pay good profits, but which a large percentage of merchants neglect altogether. Are you overlooking any possible business?

Teach your trade that the best eatables cost so little more than the "cheap stuff" that the price difference is never thought of when the good quality is taken into consideration.

Bank notes came to use in Italy during the twelfth century, and their use afterward followed the development of trade in the several countries of modern Europe.

The weakling lives in his memories of yesterday, the sluggard in his hopes of tomorrow, but there is only one day in the calendar of wisdom and that is the present.

"Do you light your store so that people will remember it as the brightest store in town, or do you use just what light is really necessary and save all you can on the cost?"

Coffee and butter hold nearly equal places as trade holders. Coffee is the national beverage, if there is such a

U. S. Metal Polish

POLISH.
Qts. .....$3.00 per doz
Pts. ..... 2.00 per doz
½ Pts. ..... .90 per doz

PASTE.
1 lb.....$3.00 per doz
½ lb..... 1.75 per doz
3 oz..... .50 per doz
Barkeeper's Friend Powder, gross.....$18.00

U. S. METALLIC POLISH PASTE
is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. For sale by all dealers. Also the Savoy Alkali Floor Powder, containing no grease.

J. T. WILSON,
Pacific Coast Agt., 2871 16th St., S. F.

LONG'S

Preserves the standard preserve of the world and absolutely pure.
Saratoga Drips pleases the palate, whets the appetite, gives hot cakes a delightful flavor.
Woodlawn Maple is superior grade of Maple Syrup, guaranteed for its purity strength and flavor.
Maraschino Cherries the finest of California's selected cherries preserved in maraschino, unequalled by any manufacturer.
Peerless Bar and **Powdered Sugar** the best and cleanest sugar sugar on the market. TRY THEM.

Long Syrup Refining Co.
SAN FRANCISCO.

thing. Good coffee is more to be desired than cheap coffee.

The retail grocer can't afford to feel satisfied with the way things are going, for the very moment he begins to feel that way he commences to go back, down the ladder that he has so laboriously been climbing.

The Chinese government has sanctioned a loan. to be contracted by the new Viceroy at Canton, with foreigners, in the sum of $10,000,000 teals (approximately $7,000,000 United States currency), for improvements in Canton city.

It's the "easy" merchant who lets the deadbeat gets the best of him by living off him for several weeks or months and then refusing to pay the bill. No storekeeper has a right to be "easy" or timid about asking for what's due him.

An English firm handling food products head their announcement with the following: "We believe in purity, genuine goods, **and a living profit.**" Dealers who sell cheap trash (on which they seldom get a decent margin) simply kill their market.

How much time do you waste? How much have you wasted, positively wasted this hour, this day, this year? Answer this question but once and you will straightway start to economize. So much so, that time will be a treasure to you, while the time you have lost shall become a source of regret.

During the first seven months of 1907, the Transvaal sent to England $10,710,000 more gold than in the same months of 1906. But this has been more than offset by a decrease of $12,000,000 in England's receipts of gold from the Australian colonies. During the first five months of the year, the official Australian figures showed a decrease in total gold exports of $17,300,000.

Barber tells us that matches are now produced from first to last, even to the packing of the boxes, without being touched by the hand of a single human being. The Diamond Match Company own 20,000 acres of land in New England and 80,000 acres in California, from which 800,000,000 feet of lumber a year are cut and sawed, making 6,666 carloads, or 222 trainloads of thirty cars each. At one factory in Ohio 150,000,000 matches are made every twenty-four hours.

The old Greeks used to say, and rightly, too, that the speech was the mirror of the mind. This is true; but one's eye, what power has not the eye to reflect the mind. It is perhaps more significant than the speech. Weak eyes are seldom with strong men and where they are it is merely the result of the most assiduous application to study and print. It is abuse of the eye. And see, how quickly the expression of the eye changes as the thoughts flash in one's mind with lightning speed.

THE PERFECTION CHEESE CUTTER



Is a computing cheese cutter. It is so simple that any boy can operate it. Any boy can take it apart, clean it and put it together again without a mistake.

It will last a life time and **we guarantee it to cut out the Retail Grocer's exact profit from every cheese.** No guess work about it.

Ask one of the Thousands of your competitors using a Perfection Computing Cheese Cutter, if the Cutter didn't save its cost the first 90 days.

Then write to us.

The American Computing Co.

Indianapolis, Ind.

Cracker Jack

"The More You Eat The More You Want"

The World's Greatest 5 Cent Seller

Dodge, Sweeney & Co.

Agents

San Francisco California

Coast News.

Los Angeles.—D. W. Prutzman sold out his grocery on Oct. 22nd, the buyer being Mr. L. C. Hill.

Mr. M. M. Cox sold out his grocery on October 23rd to Mr. Fred. O. Young.

On October 21st. Roly Bros., Grocers, sold out to Linnell Bros.

Mr. S. M. Blythe also sold out on this date the new owner being Mr. J. Gavagner.

Fresno.—Maillard & Scott, Grocers have filed articles of co-partnership.

Suisun.—J. C. Murphy & Co., Grocers have sold out.

Azusa.—Rumor has it that Geo. Donohue is going to sell out his grocery business to Mr. W. P. Taylor.

San Diego.—Mr. H. M. Schiller sold his grocery store to Harkness & Skinner. This sale took place on Oct. 19th.

OREGON.

Portland.—J. C. Ruff, the grocer has taken a mortgage of $1250.

M. B. Godfrey has been succeeded in the grocery business by Godfrey and Palmer Bros.

Bander.—Thos. Anderson has mortgaged his grocery for $500.

WASHINGTON.

Seattle.—Mr. T. Tam, engaged in the grocery business has received a mortgage for $200.

Seattle.—Geo. D. Packingham has sold his grocery store for $484.

Fern Hill.—Mr. S. D. Adams is going to sell out his grocery store.

Sprague.—The Western Mercantile Company. Grocers are closing out.

Winters, Cal.—The Fenley Mercantile Co. has bought out the Baker Hardware Co. and will conduct the store in with connection with general grocery and crockery business.

SOUTH CITY PROJECTS.

When Louis F. Swift, Nelson Morris and P. D. Armour came from Chicago in quest of a place to establish their business interests on the Pacific Coast they selected South San Francisco. Here they acquired 41,000 acres, including four miles of deep water front, and laid the foundation for that humming stretch of activity now known as South City. Here a meat plant does a $5,000,000 volume of business a year and a score or more of enterprises are being developed with all the source at the command of progressive captains of industry. Ferry slips, docks, sewered streets, a modern water and light system, street cars and workingmen's homes represent in South City millions of dollars of investment. But the activity has only begun. The very first move was to develop the water front, then to build a belt line railroad clear around it and connecting all the factories and other plants with the main line of the Southern Pacific Railroad. The railroad in South City was patterned after the Chicago Junction Railroad, which has been one of the great factors in the industrial development of the Windy Ctiy, the saving of time and cost that accrues to the manufacturer or jobber handling large quantities of freight being almost incalcuable. Another thing that helps to attract attention to South City is the great number of manuafcturing plants being established there, investments of this character approximating over $10,000,000. There plants will all be completed in the near future and will give South City a population of over 50,000.

Oroville, Cal.—A new firm will open a grocery store and fruit stand in the McGee building at the corner of Lincoln and Montgomery streets. The members of the firm are J. R. Westwood and Wm. A. Westwood. The latter will be manager of the business.

CHOOSE NAMESAKE OF HER DEAD HUSBAND TO FILE WILL.

Widow of J. M. Hanley Employs Assistant of District Attorney to Act for Her.

The will of John M. Hanley, the grocer who went out for a long distance swim in the ocean some weeks ago and was drowned, was filed for probate recently. The estate, which is worth about $4,000, comprising principally the store at Sutter and Scott streets, is left to the widow. A peculiar feature is the fact that the attorney for Mrs Hanley in the filing of the will was James M. Hanley, the well known assistant of the district attorney. "Jim" Hanley was no relative of the dead man, and, in fact, was not acquainted with him. Mrs. Hanley seems to have chosen him to do the legal work because his initials are identical with those of her late husband.

FORTY-EIGHT STORY BUILDING.

New York.—The Singer building on lower Broadway, which is to be the highest building in the world is nearing completion. Last Thursday a flag was broken out on a pole mounted on the top of the 45th story, and it is expected that everything will be enclosed within the next few weeks so that the interior work can proceed uninterrupted during the cold days this winter. All summer this building has been one of the sights of New York, and Broadway has been constantly jammed with sightseers who have stopped to look upward at workmen swinging steel beams into place 600 feet above the sidewalk. The Metropolitan Life Building annex on Madison Square has reached the 12th story. This is to be 48 stories high, or a total of 658 feet above the sidewalk.

Cable Address
"CLUFFECK."

Telephone
Temporary 2860

William Cluff Company, Inc.

Wholesale Grocers

Importers and Exporters of Cigars and Tobacco.

Spear and Mission Sts.

San Francisco, Cal.

HAAS BROS.

Wholesale Grocers---

Importers and Commission Merchants

100 CALIFORNIA STREET
(Corner Davis)

San Francisco California

Manufacturers' List.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When a grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco, 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer, who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schilling's.

Schillings Best, ¼-lb. cans	$ .15
Schillings Best, ½-lb. cans	.25
Schillings Best, 1-lb .cans	.45

Rumford.

Rumford, ½-lb. cans	.15
Rumford, 1-lb cans	.30
Rumford, 3-lb cans	.75
Rumford, 5-lb cans	1.25

Crescent.

	To Family Trade	To Restr., Etc.
3-lb tins	.70 each	6.75 per doz
¼-lb tins	.10 each	$1.10 per doz
½-lb tins	.15 each	1.60 per doz
1-lb tins	.25 each	2.65 per doz
5-lb tins	1.00 each	10.50 per doz

Sun Baking Powder.

1 lb	.45	¼ lb	.15
½ lb	.25		

CHOCOLATE

(Effective August 15th, 1907.)

Ghiradelli's Ground Chocolate, 1-lb Tins	.35
Ghiradelli's Ground Chocolate, 3-lb Tins	.90
Eagle Chocolate, 1-lb Pkg	.30
Ghiradelli's Cocoa, ½-lb Tins	.25

CEREALS

Cal. Flapjack Flour (Del Monte Milling Co.) 2 lb. package	.15
Cream Flaked Oats (Del Monte Milling Co.) 15c, two for	.25
Excelsior Flaked Oats	
Excelsior Oats (Del Monte Milling Co.) straight	.10
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 1-2 lb. pkge	.25
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 lb. package	.20
Peacock Brand Buckwheat (Del Monte Milling Co) 1 1-2 lb. pkge	.15
Shredded Wheat Biscuits, 15c or two	.25
Triscuit, straight	.10

TEA.

Tree, (M. J. Brandenstein & Co.)	.50

COFFEE.

Golden Gate (J. A. Folger & Co.) 1 lb. cans	.40
M. J. B., (M. J. Brandenstein & Co.) 1 lb	.40
M. J. B., (M. J. Brandenstein & Co.) 3 lbs	1.00

COTTOLENE.

Small size pails	$ .30
Medium size pails	.60
Large size pails	1.35

FLOUR.

Globe Mills.—A-1, $1.60; Banquet, $1.50; Silver Star, $1.45.

Del Monte.—Del Monte, $1.60; Waldo, 1.45.

Port Costa.—Port Costa, $1.60; Starr's Extra Choice, $1.50; Mayflower, $1.45.

Stockton Mills.—Crown, $1.60; White Navy, $1.45; Triumph, $1.40; Bear, $1.40.

Sperry Mills.—Horace Davis Patent Roller, $1.70; Golden Gate, $1.60; Drifted Snow, $1.60; Sperry, $1.60; Royal, $1.50; Eagle, $1.45; First Grade Flour, 1-8th, 85c; 10-lb. sack 45c.

American Milling Co.—Colonial, $1.55.

Bay City Mills (1st and Clay Sts., Oakland)—"Bay City," $1.55; "White Foam," $1.55.

Diamond Milling Co.—Diamond Patent, 49-lb. sacks, $1.55; Diamond Family, 49-lb. sacks, $1.45; Sky High, 49-lb. sacks, $1.40.

Phoenix Milling Co., Sacramento.—(Bay Territory office, 17th & Wood St., Oakland, B. E. Bryan, Agent.)—"Phoenix," $1.60.

Mapleine.

2 oz	.35
4 oz	.60
16 oz	2.00
32 oz	4.00
Gallons	15.00

OLIVE OIL.

Purity (Chas.P.Grogan), Half Pts.	$ .25
Purity (Chas.P.Grogan) Pints	.50
Purity (Chas.P.Grogan) Quarts	.90
Purity (Chas. P. Grogan) Half Gal	1.75
Purity (Chas P. Grogan) Gallon	3.00

SAUCES.

Catsup, Bishop's (Bishop & Co) 1-2 pints	.15
Catsup, Bishop's (Bishop&Co.) pts	.25
Chili Sauce, Bishop's (Bishop&Co.) 1-2 pints	.15
Chili Sauce, Bishop's (Bishop&Co.) pints	.25

SOAPS.

Sapolio.....10c. 3 for 25c

FLY STICKEM

Forty Foot Size.....15c, 2 for 25c

GROCERS ELECT NEW SECRETARY

San Jose, Cal., Oct. 5.—The Grocers Association of San Jose held its monthly meeting at the Chamber of Commerce last evening, H. E. Jones, presiding.

The meeting was largely attended and the members were very much enthused over the report of their new secretary, C. S. Harrison.

President Jones made his report of the State convention, held at Sacramento, and says it was the most successful convention ever held in the State.

Mr. Harrson will take charge of the San Jose association and will endeavor to make it equal to any on the coast.

FOR SALE—ENTIRE STOCK OF MERCHANDISE, SALOON STOCK AND FIXTURES, HORSES, WAGONS, AND ALL OTHER PROPERTY HERETOFORE USED IN BUSINESS BY J. E. GIVENS AT COSUMNES, SACRAMENTO COUNTY, CALIFORNIA. ALSO, LEASE OF THE PREMISES, FOR PERIOD OF TIME EXPIRING OCTOBER 31ST, 1909. SEALED BIDS WILL BE RECEIVED UP TO THE HOUR OF ELEVEN O'CLOCK A. M., NOVEMBER 9TH, 1907, BY THE UNDERSIGNED. EACH BID MUST BE ACCOMPANIED BY CERTIFIED CHECK FOR TEN PER CENT OF TOTAL AMOUNT BID. BALANCE PAYABLE WITHIN FIVE DAYS AFTER BID OPENED. RIGHT RESERVED TO REJECT ANY AND ALL BIDS. BIDS TO BE OPENED AT ABOVE MENTIONED HOUR. FOR PARTICULARS APPLY TO L. T. HATFILD, 203 J ST., SACRAMENTO, CALIFORNIA.

FOR SALE—FORTY POUND CAPACITY, COKE, COFFEE ROASTER, IN GOOD CONDITION. APPLY OR WRITE, COMPTON TEA & COFFEE STORE. PALO ALTO, CAL.

LONG ESTABLISHED RETAIL GROCERY BUSINESS LOCATED IN CENTER OF SAN FRANCISCO. NEW FIXTURES, NATIONAL CASH REGISTER, DAYTON SCALE, ICE BOX, ETC. REASON FOR SELLING OTHER BUSINESS CARES. FOUR YEAR LEASE WITH VERY LOW RENT GOES WITH SALE. $2500 CASH REQUIRED. APPLY BY MAIL OR IN PERSON, "ADVOCATE" J. T.1714 WEBSTER STREET.

AN OLD ESTABLISHED, WELL-PAYING GROCERY, FEED AND POULTRY SUPPLY BUSINESS IN PROSPEROUS INTERIOR TOWN. NATIONAL CASH REGISTER; DAYTON SCALES; HALL SAFE; SHOW CASES, ETC., GO WITH THE BUSINESS. STOCK ALL CLEAN AND NEW. THIS IS AN EXCEPTIONAL OPPORTUNITY FOR A LIVE UP-TO-DATE MAN OR FIRM. OTHER BUSINESS INTERESTS REQUIRE THAT THIS BE SOLD WITHIN THE NEXT 60 DAYS. ABOUT $3,000 CASH REQUIRED.

ADDRESS INQUIRIES TO G. B V., CARE "ADVOCATE," 1714 WEBSTER ST., SAN FRANCISCO.

TERMS. STRICTLY CASH.

LOCATION—WITHIN 2 HOURS RIDE OF SAN FRANCISCO.

BUSINESS DOING $40,000 PER ANNUM IN A PROFIT PAYING MANUFACTURING TOWN. WHERE THERE ARE NO CUTTERS. PLANT IS DIVIDED INTO TWO PARTS—ONE A FIRST-CLASS BRANCH DOING A BUSINESS OF ABOUT $1,000.00 PER MONTH. MAIN STORE BUILDING IS 27½X64 FEET AND NEWLY FITTED UP. THERE IS AN ANNEX, STORAGE ROOM, BARN AND COAL SHED. REASON FOR SELLING GIVEN ONLY TO BONA-FIDE INQUIRERR-EXCEPT TO SAY, THAT REASONS ARE PERFECTLY LEGITIMATE. AVERAGE MONTHLY PAY-ROLL OF FACTORY EMPLOYEES IN THE TOWN EXCEEDS $65,000. BUSINESS EMBRACES GROCERIES, FEED, HARDWARE, CROCKERY AND DRY GOODS, AS WELL AS COAL, LIME AND CEMENT. ADDRESS "SQUARE DEAL," CARE "ADVOCATE," 1714 WEBSTER ST., SAN FRANCISCO.

FOR SALE—AN ALMOST NEW LAWSON CASH CARRIER SYSTEM OF STATIONS. COMPLETE IN PERFECT WORKING ORDER. PRICE $75.00 CASH, F. O. B. ADDRESS, THE FAIR CO., SAN JOSE.

OLD ESTABLISHED GENERAL MERCHANDISE BUSINESS FOR SALE. LOCATED IN LIVELY MINING TOWN IN NORTHERN PART OF STATE. SALE BEING MADE BECAUSE PRESENT OWNER HAS HAD THE BUSINESS FOR FORTY YEARS. APPLY J. H., CARE "ADVOCATE 1714 WEBSTER ST., S. F.

Attracting Trade.

This week we print an article taken from the "Grocers' Gazette," a weekly paper published in London. This paper prints on its title page the following: "The largest circulation of any grocery paper in the empire," a statement that is fully borne out by its contents. The following article is an excerpt from a letter of an old grocer to his son, the latter being just upon the threshold of a career in the grocery world. This letter is pregnant, as will be seen, with warnings about selling goods at a loss, bating and other trade abuses that are common here in America.

We read:

"How to Attract Customers."

"To attract new customers one of the most important things is your window display; set out your goods tastefully and not too crowded together or indiscriminately mixed up. Nothing is less attractive than a conglomeration of goods in a shop window; the eye gets bewildered with them, for out of a multiplicity of articles no one thing can attract special attention. The best plan is to display a few good lines every day separated from each other, all of them bearing a neat price ticket, and all quite fresh and free from dust, etc.

"Never plaster your window over with glaring posters or trumpery looking handbills; nothing lowers the prestige of a shop more than this; it is moreover such a common practice that there is no novelty in it. A well cleaned, well dressed and well lighted window stands out conspicuously among a whole row of shops whose windows are half-obscured with these vulgar advertisements, the very sight of which people are sick and tired of. One or two neatly framed show cards is all you want in this way, and even these should be novel in design to attract any particular notice; in other words, try and get out of the beaten track on this question of window advertisements.

"Your window display having served its purpose in drawing people into the shop, your next thing is to impress them still further with the appearance of the interior. First and foremost, everything should be spotlessly clean and fresh looking, all brass work should be showing a high polish, the floor should be clean and free from litter, the counters should be dressed as tastefully as possible, plenty of goods being in view (a large stock of goods suggests a large trade).

"A good plan is to always have one special line on sale, and a good place to display this is in the doorway, where it catches everybody's eye (whether passing by, passing in, or passing out). Have your whole stock of this on show, with a large price ticket attached to the goods; there is no necessity to cut the price, but mark it down as low as you can afford. Put something different in every day; the goods you had on show yesterday will be asked for both to-day and to-morrow.

"Never sell goods at a loss (this is the high road to ruin) unless you have some dead or defective stock on your hands, and the sooner you clear this out the better. The first loss on such stock is always the best; better to sell it at half the cost and turn the money you get for it over, than keep it standing idle on your shelves from one year's end to the other.

"Your assistants should always be clean and smart when serving at the counter. No person likes to buy goods they are going to eat from a dirty salesman. They may not say anything, but they think a lot, and perhaps never enter the shop again.

How to Hold Your Customers.

"Never overcharge for goods on the assumption that customers will not notice it. Depend upon it, they know the market value of the goods they are buying as well as you do yourself. They also have a good idea of the value of their own custom, and quickly transfer it elsewhere if they are being taken advantage of. Only recommend those goods you are sure will give satisfaction. Your customers will then have confidence in your future statements and you will make many sales which otherwise you would not. Never disappoint a customer. If you promise to send an order up at a certain time be sure to do so, even if you have to

Port Costa Flour

(28 per cent Gluten)



Golden Poppy Oat Flakes

Golden Poppy Cereals

Encore Pancake Flour.

PORT COSTA MILLING CO.

210 Battery Street San Francisco

OAKLAND ROSTER.

Retail Grocers' and Merchants' Association of Alameda County.

H. D. Cushing, President, 528 13th St., Oakland.
H. Hauch, Vice-President, 14111 Park St., Alameda.
Jas L. Woodworth, Treasurer, 551 East 12th St., Oakland.
T. L. Fleming, Sunset Grocery, Oakland.
JJohn Mitchell, Gardner-Mitchell Co., Oakland.
Andrew J. Nor, 1572-74 7th St., Oakland.
S. J. Sill, President S. J. Sill Co., Berkeley.
Geo. A. tum Suden, 1277 13th Ave., Oakland.
W. T. Rancel, Sec'y.

OAKLAND NEWS.

M. J. Styles of Fruitvale and Blossom Aves. is doing a good business.

C. E. Rhein, 934 Central Ave., Alameda, is at home in his new store.

J. E. Frazier of Fruitvale can be seen in his new auto. Don't ask who is making money.

H. Hauch is away on his vacation.

N. Gallagher, 838 Telegraph Ave., has one of the best arranged stores on the avenue. Enterprise built this business.

W. Harry Campbell, 1932 Broadway, has rebuilt the store formerly occupied by F. C. Koerber. He has made a modern store of it and put in up-to-date fixtures. He will have one of the very best stores in Oakland.

CALIFORNIA WINES.

The Pacific Wine and Spirit Review for Sept. 1st. says relative to dry wines: The usual seasoned conditions prevail. Trade is fairly good through out the United State, but exports by sea were quite light.

On sweet wines it says: The situation is healthy and the outlook good for higher prices as a result of the present vintage.

"Although there has been some diminution in the amount of Hay received during the week ending to-day yet the condition shows no improvement in any way, for we are still receiving considerably more than we can comfortably handle. This week shows a total of 4520 tons in comparison with 4510 for the week preceding. In spite of the continuance of rather heavy shipments, the farmers are far from being satisfied, for many of them are still holding the bulk of their Hay in the fields awaiting cars. Many of them seem discouraged and are now piling up their Hay in. the fields or at the railroad sidings, and are preparing to cover same with canvas or boards, fearing a continuance of the lack of shipping facilities for some time to come. It is proving an unsatisfactory season for some producers, and as our market is receiving practically all the Hay it can handle, no real relief would be afforded the shipper if cars were furnished in abundance.

ATTRACTING TRADE (Continued.)

hire a cab to perform it; this would serve a lesson to you not to promise what you cannot readily carry out. See that all your customers get what they pay for, not only in quality but also in weight. Do not depend upon your men doing this without any system of checking them. Your customers' interests are your own, so watch them closely at every point. Give good value and just weight at all times, and success is bound to follow."

MOLASSES AS A FIRE KILLER.

A new use has been discovered by a Western genius for molasses. It will not burn, and has been recommended as a fire extinguisher. Large tanks of burning oil were extinguished by covering with tarpaulins steeped in molasses.

Grocers' Theatre Party—"Alcazar"—October 29th.

SELL
CARNATION
MILK
And be
"The Modern Milkman"
Carnation Quality
makes it sell.
Pacific Coast Condenced Milk Co.
Seattle, Wash.
JOHN H. SPOHN CO.
Agents, San Francisco, Cal.

MAPLEINE



Is synonomous with EXCELLENCE, PURITY AND WHOLESOMENESS and is the only extract on the market which gives the true maple flavor and makes **A Better Syrup** than "Ye Old Time Maple." It is used for flavoring cakes, frostings, desserts, bonbons, ices—in fact any dainty in which a maple flavor is desired. A 2-oz. bottle at 35c will make more than two gallons of pure syrup. Write today for a sample bottle and give it a trial. **Mapleine** is very popular and a ready seller.

John H. Spohn Co., Agents,
50 Clay St., San Francisco.

Made only by
Crescent Mfg. Co., Seattle, Wash.

AMUSEMENTS.

NEW ALCAZAR.

A simon pure farce with the usual fickle plot, being founded upon the magic propensities of certain powders properly administered in a cocktail makes up **"Before and After"** now playing this week at the Alcazar.

Next week, comes that great war drama "The Heart of Maryland" several companies of National Guard have been engaged for the play. The grocers have leased the house for Tuesday evening, October 29th, and a big house now appears to be assured. All of the mayoralty candidates have secured boxes. Most of the San Francisco grocers will be there, and their friends the jobbers and manufacturer's will also be on hand in force.

COLONIAL THEATRE.

This popular playhouse re-opened last night with Miss Rujaero, supported by her own stock company of Eastern players in the first of her repertoire, **"The Crust of Society"**

CENTRAL THEATRE.

Next week **"The Cowboy and the Squaw"** is billed. The similarity between the title of this play and that of another now being produced at another house is significant.

CHUTES.

"Fighting The Flames" is drawing well at the Chutes this week.

NOVELTY

That old favorite **"In Old Kentucky"** closes this week and is followed by **"The Vanderbilt Cup".**

AMERICAN.

"The Mayor of Tokio" comes to this house Sunday afternoon for a week's engagement.

PRINCESS.

Next Monday evening marks the opening of the comic opera season at this house. **"The Mocking Bird"** will be the first opera to be sung.

IDORA PARK.

(Oakland)

"The Belle of New York" with Ferris Hartmann and all the other Tivoli favorites, is the bill.

YE LIBERTY.

(Oakland)

This week **"Hearts Aflame;"** next **"The American Lord".**

ORPHEUM.

The usual bill of good vandeville is being presented.

VAN NESS.

William Faversham in **"The Squaw Man"** and splendidly supported, is the bill this week and next.

COLISEUM RINK.

The best ever—nuf sed.

DREAMLAND.

Sousa and his band play four nights and three matinees commencing Monday October 28, at Dreamland, Post and Steiner Sts.

UNION OIL WARFARE.

Rival of Standard Promises To Make Things Hum.

War is soon to be opened upon the Standard Oil Co. in its Eastern strongholds by the Union Oil Co. of California, the only rival that has ever successfully competed against the giant trust. For ten years the Union company has fought the Standard on the Pacific Coast and has solidly entrenched itself as a competitor in that territory.

To enter the New York market the Union Oil Co. had conceived the idea of transporting its oil from the Pacific Coast to Panama and across the isthmus by pipe line. To bring it by rail across the continent would be impossible, the company says, owing to the Standard's monopoly of tank cars and its influence with the railroads. It has purchased two steamers for the traffic from Colon to New York and they are ready to sail. But for the difficulty the company experienced in getting enough independent men here to handle its oil upon arrival the fight would now be on.

With cautious secrecy contracts have been made until now the Standard's bold young competitor is declared to be ready for the real fight. J. C. Collins, manager of the New York office at Battery Place, says the company is now selling about 500,000 barrels of crude oil a month, but that it could easily draw out another 500,000 barrels if able to get it upon the market. "We expect to bring 10,000 barrels of oil to the New York market each day." said Mr. Collins. "There are now handled about 50,000 barrels a day here. In time we shall undoubtedly increase our supply. It will cost us about 65c per barrel to bring the oil to this harbor by way of the isthmus. We shall be easily able to compete with the Standard Oil and will, if necessary enter into a vigorous cut-rate war. We have plenty of oil for the Eastern market. The only difficulty any independent dealer has ever had in fighting the Standard has been the inability to get railroad transportation. This does not enter into our fight. We do not use a mile of rail anywhere. The Standard people laughed at us when we first tried to get an even break in the San Francisco market. Now we are doing as much business there as they are. We are the only independent who sells refined illuminating oil from tank wagons in San Francisco. Seventeen of our wagons are in the streets daily.

COMMUTERS COMING BACK.

A falling-off of approximately 3000 commuter's tickets from the totals of last October shows that about 14,000 San Franciscans have moved back during the past year to their old city from temporary homes in Marin and Alameda counties. The Northwestern Pacific's reports of sales of commutation tickets for October show just $4000 less than for last October. As the tickets average about $4 each, the railway officials estimate that 1000 former commuters have come back to this side for good, and with them have come their families and household dependants to the number of about 45000 men, women and children. For the present month of October the commutation ticket sales for Marin County points show 2950 commuters left. They are distributed as follows: Tiburon 150, Sausalito 500, Mill Valley 600, and for the district embracing Corte Madera, Larkspur, Ross, San Anselmo, Fairfax and San Rafael 1700. From Berkeley, Oakland and Alameda and their environs, San Francisco has got back since last October close to 2000 commuters, representing apprixomately 9000 people who have been living in Berkeley, Oakland, Fruitvale and Alameda and traveling on the Key Route and the Southern Pacific boats. At present the Key Route is regularly carrying about 5000 commuters and the Southern Pacific boast about 15,000 commuters every day. These figures do not include individual ticket holders, but the wage earners who make the regular daily trips across the bay to their business. Within the last few months, it is said, there has been a falling off of 8 per cent in the number of transbay commuters handled by the Southern Pacific, indicating a movement back to San Francisco with the approach of the rainy season, and the partial restoration of accommodation for families. At the same time, while San Francisco proper has regained this transbay population of about 14,000 persons, it has lost about 3000 residents, who have moved over the county line into Baden, South San Francisco, Burlingame, San Mateo and other suburban towns on the peninsula, a number of refugees having moved from the various city parks and taken up their permanent residents in their little houses over the county line.

The startling statement that black lettering will break glass-plate is now verified this week by a writer in "Rough Notes." This innocent practice has been the cause of the Insurance Company refusing to write such windows. The black material having powerful absorbing properties causes an uneven strain of heat. A sudden contact with a colder atmospher causes the break. Thus all black lettered windows must now be considered hazardous risks.

Grocers Attention!

On Tuesday Evening, October 29th

The California "Boston Club"

Will give a theatre party at the New Alcazar. The play will be "The Heart of Maryland." Scores of grocers have purchased tickets. All of the Mayoralty candidates have purchased boxes and will attend.

"Your Dues will Pay Your Fare."

California Should Be Strongly Represented at the Next Annual Convention of the

National Retail Grocers Association

Which is to be Held at

BOSTON, MASS., MAY, 1908.

Join the California "Boston Club."

Full details will be forwarded to anyone who may be interested on application. ADDRESS

FRANK B. CONNOLLY

Director, National Association of Retail Grocers.

Secretary, California Retail Grocers and Merchants Association.

901 Stanyan Street **San Francisco**

Malta-Vita.

$2.85 per case of three dozen.

1 Case free with a purchase of five cases.

The best breakfast food, and the best profit to the retail trade.

Obtainable from all Jobbers.

CASTLE BROS., Brokers,

Pacific Coast Agents

PURE FOOD LAW NUMBER.

THE RETAIL

GROCERS ADVOCATE

E. D. EDDY, EDITOR. SAN FRANCISCO, CALIFORNIA, NOVEMBER 1, 1907. VOL. 12, NO. 43.

CROWN FLOUR

Crown Products the ACME of Purity Perfection



Flour - Meals

Stockton Milling Co. Office & Warehouse, 112 CALIFORNIA ST. Phone, Kearny 790

Fully complies with the pure food law.

X-RAY



Stove Polish

The Standard Patented POWDERED Stove Polish

Packed Three Dozen to Box—Both Sizes—19.

5-CENT SIZE. COSTS $1.50, with one-half doz. free. Sells for $2.10. **Profit 40 per cent.**

10-CENT SIZE. COSTS $2.50, with one-half doz. free. Sells for $4.20. **Profit 68 per cent.**

R. A. HOLCOMBE & CO., Pacific Coast Agents. 50 Clay Street, San Francisco, Cal.



MONEY Thrown Away.

Many Merchants are Positively Throwing Away Money in the Handling of their ACCOUNTS!

It is only a Little Each Day and they do not notice it; it's like a little LEAK from a Barrel—just a Drop at a time, but if it is not Stopped the Barrel will soon run dry.

STOP THE LEAKS!
They Amount to a Great Many Dollars in the course of a Year.
DOING USELESS WORK is a LEAK.
FORGETTING TO CHARGE GOODS is a LEAK.
Errors and Disputes cause Loss of Trade.
LOSS OF TRADE IS A LEAK.
THE McCASKEY ACCOUNT REGISTER Handles ALL YOUR ACCOUNTS with only ONE WRITING, Showing EVERY DETAIL of the Business.
Then Why Spend your Time in Copying and Posting?
INVESTIGATE the GREATEST LABOR-SAVING, MONEY-MAKING Device ever Invented for the Retail Merchant.

A 64-page Catalog FREE for the asking.

WE CAN SHOW YOU
How Our Register Quickly Pays for Itself, and Continually Earns You a Profit.

W. A. HAWLEY, General Agent Pacific Coast,
237-38 BACON BLOCK, OAKLAND, CAL.

BRANCH AGENCIES: Los Angeles, Cal.; Sacramento, Cal.; Spokane, Wash.; Portland, Ore.; Seattle, Wash.; San Jose, Cal.

THE McCASKEY REGISTER CO., 34 Rush St., Alliance, Ohio, Manufacturers of the Celebrated Multiplex Duplicating Carbon Back Counter Pads, also Single Carbon and Folding Pads.

The Advocate Endorses the McCaskey Account Register.

RUMFORD

The Wholesome

Baking Powder

It satisfies the grocer's most particular customers.

It enables him to sell the Best of the High-Grade baking powders at a reasonable price.

He is sure of its Quick Sale and a Good Profit.



We Sell

Rice!

From MILLS
Direct to YOU

Send for Samples

W. T. Welisch & Co.

RICE FACTORS

Monadnock Bldg. S. F.

New Sauerkraut

Orders
Promptly
Delivered

REED PICKLE WORKS

1507 Folsom St.

Bet. 11th and 12th

Phone Market 228.

Do You Sell Our

Y-E-A-S-T

Golden Gate Compressed Yeast Co.

Washington and Fillmore Sts.

The California Paste Co.

Manufacturer of Macaroni, Spaghetti and all kinds of

ALIMENTARY PASTE

Carriers of the well-known brands of

"Royal," 1-lb Packages, and "Queen's Taste," 3-lb Cartons

"Golden Gate Egg Noodles."

Our Goods comply with all Pure Food Laws --- State and National

New Buildings, New Patent Machinery

All manufacturing done by machinery—no handling. PATRONIZE HOME INDUSTRY.—No reason now for using Eastern or Imported Paste. Our goods are purer, better and cheaper.

PRICE LIST:

Macaroni, Vermicelli, Etc.,	Extra No. 1			$..30
"	"	"	" Halves	.18
"	"	"	" 15 lbs.	.60
"	"	"	" 25 lbs.	.90
"	"	"	" 50 lbs.	1.80
"	"	"	"100 lbs.	3.60

ROYAL.

Macaroni, Vermicelli & Spaghetti, 24 1-lb. pkgs..... 1.50

QUEEN'S TASTE.

Macaroni, Vermicelli & Spaghetti, 12 3-lb. pkgs..... 2.20
Golden Gate Egg Noodles, 12 1-lb. pkgs..... 1.50

Extra Charge for Burlapping, Crating and Strapping.

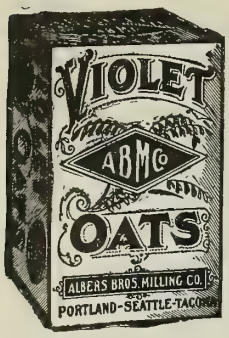
PRICES SUBJECT TO CHANGE WITHOUT NOTICE.

Office and Works

956 Bryant Street

Near 8th St., San Francisco

Telephone Market 1857



Quality Goods



Violet Oats
Violet Pancake Flour



Retailers Prices Protected



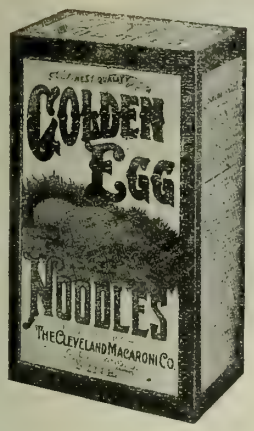
Albers Bros. Milling Co.

416 Merchants Exchange Building

San Francisco Cafifornia



PURE FOOD LAWS



The pure food laws are being enforced, and it is essential that Jobber and Retailer alike be on their guard.

YOU will do well to purchase only those goods that are **absolutely pure.**

Golden Egg

Noodles
Macaroni
Spaghetti
Alphabets

5 and 10c PACKAGES

Have a reputation for purity from the Atlantic to the Pacific. They are guaranteed to be ABSOLUTELY PURE, therefore they comply with the pure food laws of any State.

We will give **$500.00 reward** to any one finding any adulteration whatever in **Golden Egg Noodles, Macaroni, Spaghetti,** or **Alphabets.**



Guaranteed Under the Food and Drugs Act of June 30, 1906.
Serial No. 415

Write us for Samples

B. F. STONE, Jr., & Co.,
Sales Agents

91 Sacramento St., San Francssco
Phone Temporary 2024

Save Time and Money by using the

P. M. B. CABINET SYSTEM

The shortest method of keeping accounts for retail stores

No Book-keeper, No Day Book, No Ledger, No Index to Find Accounts or Expensive Equipment.

Keeps your accounts POSTED and BALANCED TO DATE, shows EXACT AMOUNT each customer owes; AVOIDS DISPUTED BILLS. Customer receives statement of account IN FULL with each purchase.

ALL DONE WITH BUT "ONE WRITING" OF THE ORDER

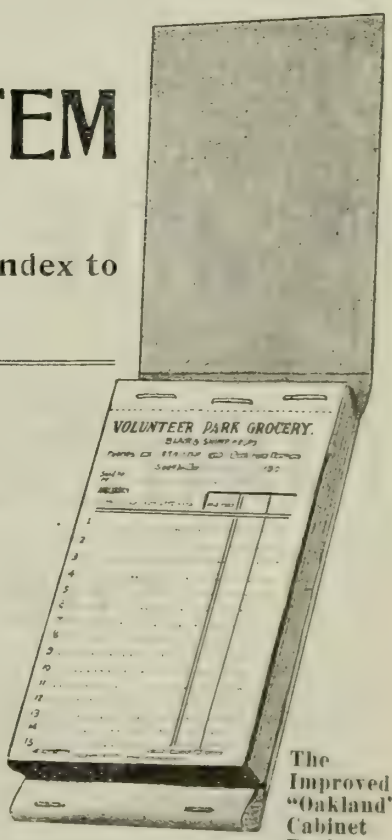
Ask for our illustrated circular which fully dessribes this system.

Address Department "A"

Pacific Manifolding Book Company

Main Office and Factory:
7th and Powell Streets
Emeryville, Cal.

San Francisco Office:
125 Hansford Building
Phone Temporary 4097



The Improved "Oakland" Cabinet Book



INSIDE INFORMATION

is good to have, whether on a "stock deal" or a Mince pie.. If the pie be a **NONE SUCH MINCE** pie the Inside Information is a "sure thing." Break a cake of

NONE SUCH MINCE MEAT

and get the whif of the spices; see the **whole** raisins and currants; taste the beef-apples-sugar blend and then realize that **you** cannot make so good a Mince Meat at the price—and certainly not now with prices so high.

THE GOOD GROCER

who sells you **NONE SUCH MINCE MEAT** knows all this and that's why many stores offer "no other brand." And then, too, it is profitable to handle **NONE SUCH**—profitable in money and friends; both count.

Housewives whose mothers taught them to use **NONE SUCH** are now "insisting" on that brand and will refuse the "just-as-good" kind. There is no real substitute for **NONE SUCH.** You want the best. Get **NONE SUCH.** Take no other.

GUARANTEED SERIAL 25 NUMBER UNDER THE FOOD AND DRUGS ACT. JUNE 30, 1906

Pies==Cakes==Puddings==Cookies

MERRELL-SOULE COMPANY Principal Offices, SYRACUSE, N. Y.

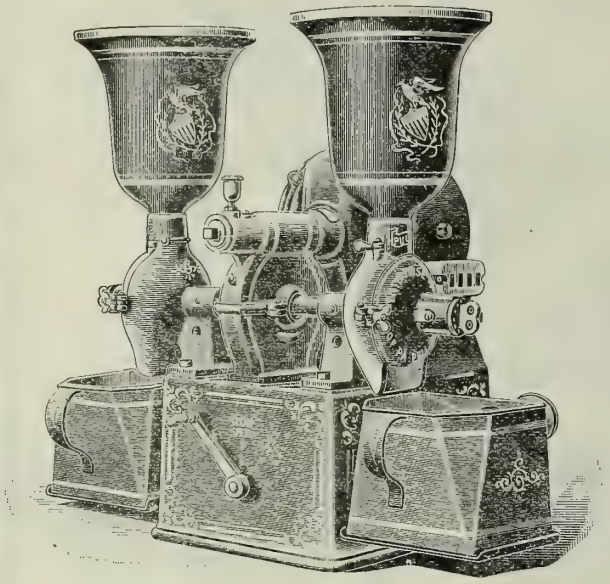
SNOWFLAKE CORN.

You don't know what really Fine canned Corn is until you have tried the celebrated SNOWFLAKE brand.

It will increase your trade on other lines.

DO YOU KNOW HOW CHEAP ELECTRICITY IS? EVER THINK OF USING IT TO GRIND COFFEE? ASK THE MANAGER OF THE NEAREST POWER HOUSE. HE WILL POST YOU ON THE CONVENIENCE AND ECONOMY OF ELECTRICITY IN YOUR BUSINESS. AN

"Enterprise" Electrically Driven Coffee Mill



will save your clerks' time, your customers' time, and advertise your store. Write for catalogue describing our various Electric Mills, with capacities for granulating from four ounces to nine pounds of coffee per minute.

The illustration shows our double mill, No. 08712, with motor for direct current; one mill fitted with grinders for granulating, and the other for pulverizing. Each iron hopper holds six pounds of coffee. There are two speeds, fast and slow, which can be instantly changed from one to the other; at fast speed this mill granulates three pounds of coffee, or with ½ H. P. motor for alternating current. The latter for slow speed only Can be regulated while running for grinding either fine or coarse.

We will gladly give any information desired about these mills.

It isn't so much a question of "Getting Along"--the other fellow may get along so much faster that you won't be in the race--
What you want to do is to "Get Ahead"
Your best asset is "ENTERPRISE"

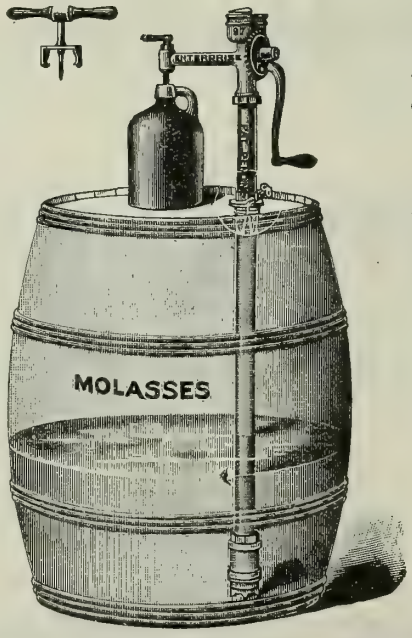
"ENTERPRISE"

With New Total Registering Device

The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent absence of flies and dirt.



SELF PRIMING *and* MEASURING PUMP

Accurately measures molasses, heavy oils, tar and other thick liquids. Has total registering device showing when stock is low in barrel.

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THE RETAIL GROCERS ADVOCATE

EARL D. EDDY, EDITOR. SAN FRANCISCO, CAL., NOVEMBER 1 1907. VOL. 12. NO. 43.

CALIFORNIA PURE FOOD LAW

Full Interpretation by Its Author, Together with Other Data Necessary to a Correct Understanding of the Statute.

WHAT DEALERS MUST OBSERVE.

Digest of Laws of Colorado, Idaho, Montana, Nevada, Oregon, Texas, Utah and Washington.

January 1st, 1908, is not far off. Upon that date there goes into effect in this State a statute in which every grocer from Siskiyou to San Diego is vitally interested.

The McCartney Pure Food and Drug Law was passed by the Legislature of California, and having been duly signed by Governor Gillette on March 11th, 1907, becomes an active law on the date referred to above—January 1st, 1908.

Counts on "Advocate."

In a letter written us under recent date, the State Board of Health says:

"We appreciate fully the interest you take in the matter and feel that we will have a strong ally in you in enforcing the Pure Food Law."

We will be strong allies in this respect; we will do all we can to educate our readers in the requirements of the law. We will be the friend of the grocer primarily. If any of the decisions of the State Board of Health are unjust and unfair, we will do all in our power to correct the injustice.

We are sure that the Board proposes to act fairly with all concerned. In a letter to us in this regard they say:

"The crowd of other business makes it impossible at present for us to go into detail regarding our plans in enforcing the law, but we can assure you that we shall try to enforce it in a reasonable manner, having due regard for the rights of every one.

"We do not consider that our duty is entirely police work. Education of the public, both manufacturing and consuming, will be constantly kept in mind.

"We recognize the fact that many will violate the law unconsciously and until they can be properly instructed we will be reasonably lenient but for the wilful violator our sympathy will be small.

"We have no doubt that the grocers will stand by us in the enforcement of the law, and appreciate very highly your offers of aid."

There you have it. Uphold the Board of Health and they will meet you half way. Otherwise you must take the consequences.

POINTS TO WATCH--PAGE 47.

Much Interest Shown.

That the grocery trade is awakening to the importance of this measure, is evidenced by the number of inquiries received at this offiec during the past few weeks.

One of our subscribers wrote us recently to the following effect:

"I am a subscriber to the 'Advocate,' and I notice the warning you give to the grocers in regard to having guarantees. Now, we have goods on hand that we cannot tell of whom they were purchased. Will you kindly let us know what steps to take? Have you a copy of the Pure Food Law?

We communicated with the State Board of Health with regard to the above inquiry and received the following reply from Dr. N. K. Foster, secretary of the Board:

About Old Goods.

"In reply to your letter and answering your correspondent, I would advise him to get rid of the goods before the first of January. Your can readily see that it would not do to allow them to be sold after that time on the plea of not knowing from whom they were purchased and the impossibility to get guarantees. Ten months were allowed from the passage of the bill before it went into effect so that there would be plenty of time to do this. While as a general proposition I do not believe grocers would be so lost to truth and honesty as to claim they could not tell from whom they purchased goods, still there are many who would take such an undue advantage.

"I assure you that the State Board will have no disposition to use any technicality in the enforcement of the law. It will endeavor to act justly and impartially to all, protecting the honest dealer against the dishonest, as well as the consumers against any who might seek to take advantage of them."

Definite Rulings After New Year.

In one of our letters to the Board of Health we invited them to use our coloumns as freely as they cared to with regard to rulings, etc. In the above regard Dr. Foster says:

"I appreciate very highly the interest you take and the privilege you give us.

"As the law does not go into effect until the 1st of January it will be impossible for us to issue rulings which will have the authority of the law before that time. It is only in a general way that we can give information."

Author's Interpretation.

Mr. H. S. G. McCarthy, author of the Pure Food Law of California, is a resident of Los Angeles and has been retained by the District Attorney of that County to act as Deputy and to enforce the law. Mr. McCartney has already gotten busy, as will be seen below.

The "Commercial Bulletin" of recent date says in this regard:

"Mr. McCartney already has closed one food factory in Los Angeles. Frank Oakley, a detective in the employ of the county, acting under directions of Mr. McCartney, closed the plant of the Stevens Manufacturing Co., at 405-407 San Pedro St., recently. This company makes and jobs pickles, preserves and extracts. Orders were issued to destroy all offensive goods, and on promise from the company that this would be done no arrests were made. About $7,000 worth of goods will be destroyed."

Danger In Old Goods.

Mr. McCartney in an interview said:

"An important point not hitherto brought out is that old goods which are discolored, which have acted on the tin or which in any manner have been affected detrimentally by age are as much amendable to the law as are improperly made or labeled goods.

"I have in my office a large box of aged bottled olives, pickles, marmalade, berry jam, etc., which are properly labeled and probably were properly made. But unless the stocks on hand are destroyed, I will begin proceedings.

"These goods were taken from the stock of a jobber in specialties.

"Hundreds of grocers in California doubtless have on hand odd lots of goods which have deteriorated with age and which if my interpretation is carried out, will be amenable to the law. However, the retailer is immune from prosecution until January 1. Only the manufacturer is now being prosecuted."

Two Months to Clean Up.

Referring to the work ahead of him, Mr. McCartney said:

"I have been delegated by the District Attorney to look after the prosecution of the State Food Law, which bears my name and which became effective in so far as the manufacture of goods is concerned July 1 this year and will be effective covering all goods made or offered for sale after January 1, next year. This gives the retailer a little more than two months in which to clean up his stock.

"He had better get busy.

"I am instructed to prosecute **every** violator of the law **no matter what plausible excuses are offered.** With the aid of the sheriff's office we expect to purge Los Angeles of impure foods.

"I am not ready to say when regular inspectors will be put out to inspect factories. It is enough to say that we have notified every manufacturer as far as possible that the law already is in effect and must be complied with.

"I am not going to say when or where we will strike next, but we may catch someone napping. We are not going to be unreasonable, but we are going to enforce the law."

Mr. McCartney states that even though the law has been given much publicity still there are many connected with the trade who apparently do not understand its purpose and provisions. For the information of these Mr. McCartney has compiled in his own language a simple explanation of the provisions of the law and what may be expected. This explanation, in part, follows:

Food Law Explained.

That the State Pure Food Law may be better understood by those engaged in the manufacture of foods since July 1, 1907, this office submits the following rules, regulations and definitions which will govern in the enforcement of the law in this county.

It will conduce to clearness to call attention to the general purpose of this act:

The primary purposes of the Pure Food Law is to prevent deception and to protect against fraud, consumers of food or drugs.

As an incidental or secondary purpose, it seeks to prevent, or at least discourage, the use of deleterious substances for either purpose; but its first aim is to insure, so far as possible, that the purchaser of an article of food or a drug shall obtain nothing different from what he wishes and intends to purchase. And, according to the recognized rules of statutory construction, the language of its provisions must be interpreted with reference to and in harmony with the primary general purpose, so that, in determining the proper nomenclature for articles of food as defined in the act, the intention of the law will be best observed by giving to such articles names readily understood.

What the Law Forbids.

The use of any dye, harmless or otherwise, to color or stain a food in a manner whereby damage or inferiority is concealed, is specifically prohibited by this act.

The use of mineral dye or any coal tar dye in coloring macaroni, vermicelli, spaghetti, and other kinds of paste, is prohibited.

The use of paraffine in food products is forbidden.

Mineral substances of all kinds are specially forbidden in confectionery, whether they be poisonious or not. Only harmless colors or flavors shall be added to confectionery.

Artificial colors (that are allowed) should be stated or declared whenever present in flavoring extracts or confectionery.

Imitations Must Be Clearly Indicated.

Aritcles of food in the preparation of which such substitutes are employed should not be labeled as if they

A Modern Plant.

Kingan & Co., Ltd., have completed a model building in every respect. It is the finest on the Coast, and is the equal of any in this country. It is built entirely of concrete and iron and has every facility known to science for keeping it clean. There are all modern conveniences for handling **Kingan's Own Cure Hams, Sugar-Cured Bacon, Lard and Canned Meats.** The meat is slipped into the cellar direct from the cars, where it is washed and hung on Trees. These Trees are then rolled into the smoke houses, and from thence to the different departments for distribution to the trade.



All of **Kingan's Own Cure Meats, Lard and Canned Meats** have been inspected under the law and passed. This inspection does not determine the flavor of the meat; that is for the consumer to decide, and no one is more competent than the consumer, who is and should be the judge of what is good and wholesome food.

Owing to the recent disaster **Kingan's Own Cure Meats** could not be secured in sufficient quantities to supply the trade. But now, with this fine new building and modern equipment they are in a position to promptly fill all orders received for their meats on the day that the order has been received, and every merchant should push the sale of **Kingan's Own Cure Hams, Sugar-Cured Bacon, Canned Meats and Lard.**

KINGAN & CO., LTD.
450 Drumm St.

Telephone Temp. 4775. **San Francisco.**

were prepared from standard flavors or from the fruits themselves. For instance, a preparation intended to imitate vanilla extract should be designated by its true name, as "Imitation Vanilla Extract," or "Imitation Vanilla Flavor," and ice cream flavored with imitation strawberry flavor should not be designated as "Strawberry Ice Cream," but as "Imitation Strawberry Flavored Ice Cream," etc.

A food product must not, under the law, be mixed with any other substance for the purpose of concealing damage or inferiority.

A vegetable which is not naturally sweet cannot be sold as one which is naturally sweet by mixing with sugar or sucrose without violating the law, unless the addition of sugar is plainly indicated on the label; however, in cases where no deception is intended or practiced, the mention of the presence of a sugar substance is not required.

Preservatives and Dyes Are Regulated.

All chemical dyes and preservative substances, such as boracic acid and borax, salicylic acid and its salts, benzoic acid and its salts, sulphurous acid and its salts, and formaldehyde, are prohibited under the law in food and food products, on the ground that they are poisonous and deleterious to health, provided, that sodium benzoate in limited quantities, or benzoic acid equivalent thereto, not exceeding one-tenth of one per cent, may be used in preservatives for the present.

If any substance allowed by this Act is mixed with coffee, tea or spice, it must be so stated so as not to deceive the purchaser. As, for instance, in case of a cereal preparation sold for or used as a substitute for coffee, it must not be termed "cereal coffee," as it is held that, since the product mentioned is not a coffee it cannot be termed "coffee," or "cereal coffee," but either product must be designated "Imitation coffee," etc.

What Constitutes Adulteration.

Food shall be deemed adulterated in its manufacture, within the meaning of this act, in any of the following cases:

First—If any substance has been mixed or packed or mixed and packed with the food so as to reduce or lower or injuriously affect its quality, purity, strength or food value.

Second—If any substance has been substiuted wholly or in part for the article of food.

Third—If any essential or any valuable constitute or ingredient of the article of food has been wholly or in part abstracted.

Fourth—If it be mixed, colored, powdered, coated or stained in any manner whereby damage or inferiority is concealed.

Fifth—If it contain any added poisonous or other added deleterious ingredient.

Sixth—If it consists in whole or in part, of a filthy, decomposed or putrid animal or vegetable substance, or any portion of an animal or vegetable unfit for food, whether manufactured or not, or if it is the product of a diseased animal, or one that has died otherwise than by slaughter; provided, that an article of liquor shall not be deemed adulterated, mislabeled or misbranded if it be blended or mixed with like substances, so as not to injuriously reduce, lower or affect it quality, purity or strength.

Seventh—In case of confectionery. If it contain terra alba, barytes, talc, chromo yellow, or other mineral substances, or poisonous color or flavor or other ingredient deleterious or detrimental to health, or any vinous, malt, or spirituous liquor or compound or narcotic drug.

Reducing Food Values Forbidden.

No substance may be mixed or packed with a food product which wil reduce or lower its quality or strength. Not excluded under this provision are substances properly used in the preparation of food products for clarification or refining, and eliminated in the further process of manufacture.

Only harmless colors may be used in food products.

Just Milk

That's All.

CONFORMS TO ALL PURE FOOD LAWS

Best of Them All

ALPINE

Evaporated Milk

California's Finest Product

Made by the

PIONEDR CREAM MAKER

MR. J. B. MEYENBERG, the originator of EVAPORATED CREAM, and who has made the PERFECTING OF EVAPORATED CREAMS his life work for the PAST 25 YEARS, gives his PERSONAL SUPERVISION to the product of

Alpine Evaporated Milk

THE BEST IS THE CHEAPEST.

Alpine Evaporated Cream Co.

Office: Hansford Block, S. F., Cal. Factorvy: Hollister, Cal.

The term "blend" applies to a mixture of like or identical substances, not excluding harmless coloring or flavoring only.

A color or flavor cannot be used or employed to imitate any natural product of recognized name or quality.

When a substance of a recognized quality commonly used in the preparation of a food is replaced by another substance not injurious or deleterious to health, the name of the substituted substance must be stated on the label.

Label Must Tell the Contents.

When any substance which does not reduce, lower or injuriously affect its quality or strength, is added to a food product other than that necessary to its manufacture or refining, the label shall bear a statement to that effect.

When an article is made up of refuse material, fragments or trimmings, the use of the name of the substance from which they are derived, unless accompanied by a statement to that effect, shall be deemed in violation of this act. Packages of such materials may be labeled "pieces," "trimmings," or some similar appellation.

The terms "mixtures" and "compounds" are interchangeable, and indicate the results of putting together two or more food products.

Compounds Must Have Individual Names.

These mixtures or compounds shall not be imitations of other articles, whether simple, mixed or compound, or offered for sale under the name of other articles. They shall bear the distinctive name and the name of the place where the mixture or compound has been manufactured or produced.

A mixture of compound shall be deemed misbranded if the label be incomplete as to the names of the required ingredients. A simple product does not require any further statement than the name, or distinctive name thereof.

In considering this act and the rules and regulations promulgated by the United States Department of Agriculture, it is apparent that the law aims to prevent all forms of misrepresentation and deception in the manufacture and preparation of foods.

Study of the Law Recommended.

It is suggested that all manufacturers and dealers familiarize themselves with, and study the law carefully, that they may be better enabled to conduct their business in harmony therewith.

This office has endeavored to place in the hands of the manufacturers of foods, copies of the law with the above object in view.

In this way it is hoped that all injustice will be avoided in the manufacture of food and in the execution of the law, and every person be given an opportunity to put himself right in the manufacture of food products.

Due notice is given that this office shall endeavor vigorously to enforce the State Pure Food Law of March 11, 1907,

Respectfully submitted,

J. D Fredericks, District Attorney of Los Angeles Co.
By **H. S. G. McCartney,** Deputy.

THE LAW ITSELF.

In order that each grocer may see for himself just what the law says we print the same in full hereinbelow:

McCARTNEY PURE FOOD LAW.

CHAPTER 181.

An act for preventing the manufacture, sale or transportation of adulterated, mislabeled or misbranded foods and liquors and regulating the traffic therein, providing penalties, establishing a State laboratory for foods, liquors and drugs and making an appropriation therefor.

[Approved March 11, 1907.]

The people of the State of California, represented in Senate and Assembly, do enact as follows:

SECTION 1. The manufacture, production, preparation, compounding, packing, **selling, offering for sale or keeping for sale** within the State of California, or the introduction into this State from any other State, Territory, or the District of Columbia, or from any foreign country, of any article of food or liquor which is adulterated, mislabeled or misbranded within the meaning of this Act is hereby prohibited. Any person, firm, company, or corporation who shall import or receive from any other State or Territory or the District of Columbia or from any foreign country, or who having so received shall deliver for pay or otherwise, or offer to deliver to any other person, any article of food or liquor adulterated, mislabeled or misbranded within the meaning of this Act, or any person who shall manufacture or produce, prepare or compound, or pack or **sell, or offer for sale, or keep for sale,** in the State of California any such adulterated, mislabeled or misbranded food, or liquor shall be guilty of a misdemeanor; **provided,** that no article of food shall be deemed adulterated, mislabeled or misbranded within the provisions of this act, when prepared for export beyond the jurisdiction of the United States and prepared or packed according to specifications or directions of the foreign purchaser, when no substance is used in the preparation or packing thereof in conflict with the laws of the foreign country to which said article is intended to be shipped; but if such foods shall be in fact sold, or kept or offered for sale for domestic uses and consumption, then this proviso shall not exempt said article from the operation of any provisions of this Act.

SEC. 2. The term "food" as used in this act shall include all articles used for food, drink, liquor, confectionery or condiment by man or other animals, whether simple, mixed, or compound.

SEC. 3. The standard of purity of food and liquor shall be that proclaimed by the Secretary of the United States Department of Agriculture.

SEC. 4 Food shall be deemed adulterated within the meaning of this Act, in any of the following cases:

First. If any substance has been mixed or packed, or mixed and packed with the food so as to reduce or lower or injuriously affect its quality, purity, strength, or food value.

Second. If any substance has been substituted wholly or in part for the article of food.

Third. If any essential or any valuable constituent or ingredient of the article of food has been wholly or in part abstracted

Fourth. If it be mixed, colored, powdered, coated or stained in any manner whereby damage or inferiority is concealed.

Fifth. If it contain any added poisonous or other added deleterious ingredient.

Sixth. It consists in whole or in part of a filthy, decomposed or putrid animal or vegetable substance, or any portion of [illegible]

Schilling's Best

is at home wherever

grocers are

alive to their interests.

or vegetable unfit for food, whether manufactured or not, or if it is the product of a diseased animal, or one that has died otherwise than by slaughter; provided, that an article of liquor shall not be deemed adulterated, mislabeled or misbranded if it be blended or mixed with like substances so as not to injuriously reduce or injuriously lower or injuriously affect its quality, purity or strength.

Seventh. In the case of confectionery: If it contains terra alba, barytes, talc, chrome yellow, or other mineral substance or poisonous color or flavor, or other ingredient deleterious or detrimental to health, or any vinous, malt, or spirituous liquor or compound or narcotic drug.

SEC. 5. That the term "misbranded" as used herein shall apply to all articles of food, or articles which enter into the composition of food, the package or label of which shall bear any statement, design or device regarding such article, or the ingredients or substances contained therein which shall be false or misleading in any particular, and to any food product which is falsely branded as to the County, City and County, City, Town, State, Territory, District of Columbia or foreign country in which it is manufactured, or produced.

SEC. 6. Food and liquor shall be deemed mislabeled or misbranded within the meaning of this Act in any of the following cases:

First. If it be an imitation of or offered for sale under the distinctive name of another article of food.

Second. If it be labeled or branded or colored so as to deceive or mislead, or tend to deceive or mislead the purchaser, or if it be falsely labeled in any respect, or if it purport to be a foreign product tend to mislead the purchaser, or purport to be a foreign product when not so, or if the contents of the package as originally put up shall have been removed in whole or in part and other contents shall have been placed in such package.

Third. If in package form, and the contents are stated in terms of weight or measure, they are not plainly and correctly stated on the outside of the package.

Fourth. If the package containing it or its label shall bear any statement, design or device regarding the ingredients or the substance contained therein, which statment, design, or device shall be false or misleading in any particular.

Fifth. When any package bears the name of the manufacturers, jobbers or sellers, or the grade or class of the product, it must bear the name of the real manufacturers, jobbers or sellers and the true grade or class of the product, the same to be expressed in clear and distinct English words in legible type; **provided,** that an article of food shall not be deemed misbranded, if it be a well-known food product of a nature, quality and appearance, and so exposed to public inspection as not to deceive or mislead nor tend to deceive or mislead a purchaser, and not misbranded and not of the character included within the definitions 1 to 4 of this Section.

SEC. 7. The term "package" as used in this act shall be construed to include any phial, bottle, jar, demijohn, carton, bag, case, can, box or barrel or any receptacle, vessel or container of whatsoever material or nature which may be used by a manufacturer, producer, jobber, packer or dealer, for inclosing any article of food.

SEC. 8. The possession of any adulterated, mislabeled or misbranded article of food or liquor by any manufacturer, producer, jobber, packer, or dealer in food, or broker, commission merchant, agent, employe or servant of any such manufacturer, producer, jobber, packer, or dealer, shall be prima facie evidence of the violation of this Act.

SEC. 9. For the purposes of this act there is hereby established a State Laboratory for the analysis and examination of foods and drugs, which shall be under the supervision of the State Board of Health, which Laboratory shall be located at such place as the State Board of Health may select.

The State Board of Health shall appoint a director of said Laboratory, and an assistant to such director, both of whom shall be skilled pharmaceutical chemists and analysts of foods and drugs. Said director shall perform all duties required by this Act and which shall be required by the State Board of Health. The assistant shall be under the supervision of the director, and shall perform all duties required of him by the director and by the State Board of Health.

The director shall receive an annual salary of three thousand dollars, and the assistant shall receive an annual salary of fifteen hundred dollars. All such salaries shall be paid in the same manner and at the same time as the salaries of State officers.

The State Board of Health, out of the appropriation hereinafter provided, and out of the funds derived from the operation of this Act, may employ and fix the compensation of other and additional clerical and professional assistants.

SEC. 10. The State Board of Health or its Secretary, shall cause to be made by the said director of the State Laboratory, examinations and analyses of food and liquor on sale in California, suspected of being adulterated, mislabeled or misbranded at such times and places and to such extent as said Board or its Secretary may determine, and may appoint such agent or agents, as it may deem necessary, and the sheriffs of the respective Counties of the State are hereby appointed and constituted agents for the enforcement of this Act and any agent or sheriff shall have free access, at all reasonable hours, for the purpose of examining any place where it is suspected that any article of adulterated, mislabeled or misbranded foods exist, and such agent or sheriff upon tendering the market price of said articles, if a sale be refused, may take, from any person, firm or corporation samples of any articles suspected of being adulterated, mislabeled or misbranded, and shall deliver or forward such samples to the said director of the State Laboratory for examination and analysis.

SEC. 11. It shall be the duty of the State Board of Health whenever it has satisfactory evidence of the violation of any of the provisions of this Act respecting the adulteration or misbranding of foods to report such facts to the Disrict Attorney of the county where the law is violated, afer the hearing provided in Section 16 of this Act.

SEC. 12. It shall be a misdemeanor for any person to refuse to sell to any sheriff or other agent of the State Board of Health, any sample of food or liquor upon tender of the market price therefor, or to conceal any such food from such officer, or to withhold from him information where such food is kept or stored. Any such person so refusing to sell, or concealing such food, or withholding such information from said officer shall, upon conviction, be punished as provided in Section 19 of the Penal Code of the State of California.

SEC.13. Whenever said director shall find from his examination and analysis that adulterated, mislabeled or misbranded food has been on sale in this State, he shall forthwith report to the Secretary of the State Board of Health.

SEC. 14. Every certificate signed by the said director of the State Laboratory shall be prima facie evidence of the facts therein stated.

SEC. 15. The said director of the State Laboratory shall make an annual report to the State Board of Health, on or before August 1st of each year, upon adulterated or misbranded foods and liquors, in which report shall be included the list of cases examined by him in which adulterants were found, and the list of articles found, mislabeled or misbranded, and the names of the manufacturers, producers, jobbers and sellers. Said report, or any part thereof, may, in the discretion of the State Board of Health, be included in the report which the State of Health is already authorized by law to make to the Governor. The State Board of Heatlh may, in its discretion publish any part of said report in any issue of its monthly bulletin.

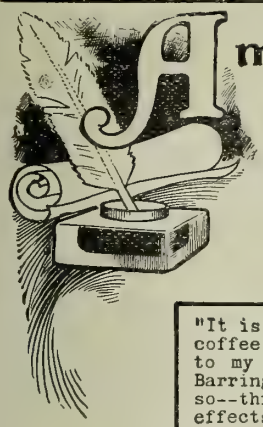
SEC. 16. When an examination or analysis of the director of the State Laboratory shows that any of the provisions of this Act have been violated, notice of that fact together with a copy of the certificate of the findings, shall be furnished to the party or parties from whom the sample was obtained or who executed the guaranty as provided in this Act, and a date shall be fixed by the Secretary of the State Board of Health at which said party or parties may be heard before the State Board of Health or before any two members thereof and the Secretary. The hearing shall be held in the city of Sacramento, and at least fifteen days' notice thereof shall be first served upon the party complained of. These hearings shall be private and confined to questions of fact. Parties interested therein may appear in person or by attorney and may propound interrogatories and submit oral or written evidence to show any fault or error in the findings made by the director of the State Laboratory. If the examination or analysis be found correct, or if the party or parties fail to appear at such hearing after notice duly served as provided herein, the Secretary of the State Board of

BLUE CROSS STERILIZED SALT

"KEEPS DRY"

San Pedro Salt Co. Long Beach, Cal.

One of our series of ads now running in the big magazines.

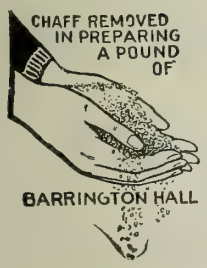


America's most noted authoress writes, from her home on the Hudson, that Barrington Hall is the only coffee she has been able to drink in many years:



"It is many years since I have been able to drink coffee while engaged in literary work, but I find to my great delight that I can drink as much Barrington Hall Coffee as I desire, and have done so--three large cup-fulls a day--without any ill effects at all."—*Name given on request.*

Barrington Hall
The Steel-Cut Coffee



Barrington Hall is pure, high grade coffee, prepared by our patented process—a common-sense method of treating the berry whereby the substances which contribute nothing to its flavor and healthfulness are removed, and the coffee flavor is preserved to a remarkable degree.

By our process all dust and the bitter cellulose skin, evidently placed by nature around the heart of the berry to protect it, are removed and thrown away; and when you buy a pound of Barrington Hall you get a pound of the best part of the coffee berry only. You can enjoy its delicious flavor without fear of ill effects. This is the experience of thousands who had given up coffee drinking, many of whom have written to tell us so.



"Steel-cut," means that the coffee is cut (not ground) into fine, even particles. This cutting does not crush the little oil cells as does grinding and the rich, aromatic oil (Food Product), which makes coffee flavor, is preserved. This explains why a pound of Barrington Hall will make 15 to 20 cups more of perfect full strength coffee than would the same coffee if ground in a coffee mill.

PRICE: 35c to 40c per pound, according to locality. If your grocer tries to sell you something "Just as good" he has his own interest, not yours, in mind. Write us and we can tell you how and where to get Barrington Hall. If you accept an imitation, please do not judge our coffee by it.



Packed only in sealed tins

TEST IT IN YOUR HOME AT OUR EXPENSE

---------- CUT OFF OR COPY THIS COUPON AND SEND TO NEAREST POINT ----------

BAKER & CO. - - - - - - MINNEAPOLIS, MINN., 252 No. 2nd STREET
COFFEE IMPORTERS - - - - - - or NEW YORK CITY, 108 HUDSON STREET

Please send me free sample can of Barrington Hall Coffee and booklet "The Secret of Good Coffee." In consideration I give my grocer's name and name of magazine.

My Name and Address.....Grocer's Name.....

BAKER & CO., 212 2nd St. No., Minneapolis, Minn. or 116 Hudson St., New York City.

J. H. Newbauer & Co., San Francisco, Cal.
Wholesale Distributors.

Of the thousands who read this advertisement in the magazines, everyone writing us for a sample **CAN** will be referred to the nearest grocer who has Barrington Hall for sale. If you have it in stock do not fail to send us your name.

Read Our Proposition to the Trade.

"Barrington Hall" is a success. It has been a success from the start, when our advertising was a small affair compared with the kind we are doing this season.

The ad shown here is one of a series that will be in the big magazines from now until next July.

Remember that users of high-grade coffees are magazine readers.

If you wish to take advantage of this proposition to increase your trade on profitable high-grade coffee special high-grade coffee which has not interfered with your other lines send us your order today, giving your jobber's name. Don't wait until the coffee you have sent us is sold.

Address Nearest Point.

Sugar

Very Special!

The *Perfection* of *Purity* is the Product of the CALIFORNIA AND HAWAIIAN SUGAR REFINING COMPANY

Be sure to specify "*C and H*" when sending your order to your Jobber

Health shall forthwith transmit a certificate of the facts so found to the District Attorney of the County in which said adulterated, mislabeled or misbranded food was found. No publication as in this act provided shall be made until after said hearing is concluded.

SEC. 17. It is hereby made the duty of the sheriff of any County of this State, on presentation to him of a verified complaint of the violation of any provisions of this act, at once to obtain by purchase a sample of the adulterated, mislabeled or misbranded food complained of, and divide said article into three parts, and each part shall be sealed by the sheriff with a seal provided for that purpose. If the package be less than four pounds or in volume less than two quarts, three packages of approximately the same size shall be purchased and the marks and tags upon each package noted as above. One sample shall be delivered to the party from whom procured, or to the party guaranteeing such merchandise, one sample shall be sent to the director of the State Laboratory and the third sample shall be sent to and held under seal by the State Board of Health.

SEC. 18. For his services hereunder the said sheriff shall be allowed the same fees for travel allowed by law to sheriffs on service of criminal process, together with such compensation as by the Board of Supervisors of his County may be deemed reasonable, and all amounts expended by him in procuring and transmitting the said samples, which fees and amount expended shall be audited and allowed by said Supervisors and paid by his said County as other bills of said sheriff.

SEC. 19. It shall be the duty of the District Attorney of each County to prosecute all violations of the provisions of this Act occurring within his county.

SEC. 20. Any person, firm, company or corporation violating any of the provisions of this Act, shall be guilty of a misdemeanor, and upon conviction shall be punished by a fine of not less than twenty-five dollars, nor more than five hundred dollars, or shall be imprisoned in the County Jail for a term not exceeding six months, or by both such fine and imprisonment. Food found to be adulterated, mislabeled, misbranded within the meaning of this Act may, by order of any court or judge, be seized and destroyed.

SEC. 21. One-half of all fines collected by any court or judge, for the violations of the provisions of this Act shall be paid to the State Treasurer and the State Treasurer shall deposit such money to the credit of the fund for the maintenance of the State Laboratory, to be drawn against by warrants of the State Controller upon claims which shall be approved by the State Board of Health and by the State Board of Examiners.

SEC. 22. No dealer shall be prosecuted under the provisions of this Act, when he can establish a guaranty signed by the wholesaler, jobber, manufacturer or other party residing in the United States from whom he purchased such article to the effect, that the same is not adulterated, mislabeled or misbranded within the meaning of this Act, designating it. Said guaranty to afford protection, must contain the name and address of the party or parties making the sales of such article to said dealer, and an itemized statement showing the articles purchased; or a general guaranty may be filed with the Secretary of the United States Department of Agriculture by the manufacturer, wholesaler, jobber or other party in the United States and be given a serial number, which number shall appear on each and every package of goods sold under such guaranty with the words, "Guaranteed under the Food and Drugs Act June 30, 1906." In case the wholesaler, jobber, manufacturer or other party making such guaranty to said dealer resides without this State, and it appears from the certificate of the director of the State Laboratory that such article or articles were adulterated, mislabeled or misbranded, within the meaning of this Act, or the National Pure Food Act, approved June 30th, 1906, the District Attorney must forthwith notify the Attorney-General of the United States of such violation.

SEC. 23. The sum of twenty thousand dollars ($20,000.00) is hereby appropriated out of any money in the State Treasury not otherwise appropriated for the purchase of apparatus, glassware, chemicals and supplies of said Laboratory and of the other expenses in connection with the same and for the compensation of additional assistants and other necessary help. The State Controller is hereby authorized to draw his warrants for the sums herein appropriated in favor of the Secretary of the State Board of Health and the State Treasurer is hereby directed to pay the same.

SEC. 24. No article of food as herein defined shall be manufactured or produced in violation of this Act from and after the first day of July, nineteen hundred and seven.

SEC. 25. All Acts and parts of Acts in conflict or inconsistent with this Act are hereby repealed.

SEC. 26. This Act shall be in force and effect from and after the first day of January, nineteen hundred and eight.

Coffees Teas

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San Francisco, California

Now is the time to run on

HUMBOLDT COUNTY BUTTER

GIVE YOUR CUSTOMERS

ALPHINE OR GOLDEN GLOW

And you will not have to listen to Kicks.

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CREAM FLAKE
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Primrose
Wheat
GRANULATED
AND STERILIZED
DEL MONTE MILLING CO.
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SAN FRANCISCO
AND
LOS ANGELES
CAL.

What Other Western States Have Done.

For the benefit of those interested we give below a digest of various State food laws taken from a copyrighted book issued by the National Wholesale Grocers' Association. The work was gathered by Secretary A. H. Beckman and codified by Counsel William C. Breed of the Association.

California Law.

Law effective January, 1908.

Adulteration and misbranding, similar to National law. Minor changes in definitions of misbranding.

Regulations: No specific regulations. Enforced by State Board Board of Health, Sacramento.

Hearings: Private hearings by Board; fifteen days' notice to either dealer or guarantor. Standards, those of United States Department of Agriculture. Preservatives, no specific provision. Artificial color, no specific provision.

Seller's guaranty, to be signed by resident of United States from whom purchased but must identify goods covered Serial No. guarantee filed at Washington sufficient.

Miscelalneous, special laws on candy products, fruit, honey, olive oil, syrup and wines.

Colorado Law.

Law effective Jan. 1, 1908. Adulteration and misbranding, similar to National. Coal tar derivatives must be declared on label.

Regulations, State Board of Health, Denver. Rules must not conflict with National.

Hearing, before State Board of Health. Publication to be made after judgment. Standards, no provision

Preservatives, similar to National. Coal tar derivitatives prohibited if harmful. Artificial color, similar to National.

Guaranty, if signed by resident of State from whom purchased. Miscellaneous, special laws on sugar, bread, confectionery, dairy products, fish, meats, molasses and vinegar.

Idaho Law.

Law of 1905. Adulteration and misbranding, similar to National law, but varies in details. Special proviso on "Distinctive Name."

Regulations, State Dairy, Food and Oil Commission, Boise.

Hearings, no provision. Standards, must harmonize with those of United States Department of Agriculture and United States Pharmacopoeia. Those adopted are very complete.

Preservatives, law is very specific. Salicylic benzoic and boraicic acid prohibited.

Benzoate of soda (1.10 of one per cent) allowed in catsup, but not elsewhere. Artificial color, coal tar and aniline dyes prohibited. Artificial sweetening, salts of copper or zinc forbidden.

Seller's guaranty, to be signed by resident of State. Miscellaneous, special laws on baking powder, confectionery, dairy products, flour and vinegar. Baking powder ingredients must be stated on label.

Montana Law.

Law effective March 8, 1907. Adulteration and misbranding, statute varies from National law, but does not necessarily conflict with it.

Regulations, local official prosecuting attorneys. No provisions for regulations. Hearings, no provision. Standard, no provision. Preservatives, no provision. Artificial color, general prohibition of coloring to conceal inferiority or damage. Seller's guaranty, no provision.

Miscellaneous, goods purchased prior to March 1, 1907, exempt till Jan. 1, 1908. Same with manufacturers if goods are not misbranded. Special laws on candy, dairy products, meats, maple sugar and vinegar.

Nevada Law.

No new law since 1900. Adulteration and misbranding, only provision is a statute prohibiting "unwholesome provisions" and "poisonous drinks." Regulations, no provision.

Hearings, no provision. Standards, no provisions. Preservatives, general provisions of law. Artificial color, no provision. Seller's guaranty, no provision. Miscellaneous, special laws on candy, dairy products and meat.

Oregon Law.

Effective Jan. 1, 1908. Adulteration and misbranding, similar to National law. Regulations, State Food and Dairy Commissioner, Salem. Hearings, no provision. Standards, no provision.

Preservatives, similar to National, but proportions must appear on label. Benzoate of soda (1-10 of 1 per cent) allowed if declared on label. Artificial color, coloring to conceal inferiority or to deceive, also harmful colors are prohibited.

Seller's guaranty, to be signed by any person from whom bought. General guaranty and serial number similar to National may be filed with Secretary of State.

Miscellaneous, special laws on many subjects; very stringent; should be studied.

Texas Law.

Effective March 23, 1907. Adulteration and misbranding, contains provisions of National law and many others very stringent. Should be carefully read.

Regulations, Dairy and Food Commissioner, at Denton. Hearings, no provision.

Standards, to be made by Dairy and Food Commissioner, but must conform to National if possible.

Preservatives, most of the common preservatives are prohibited specifically; saccharin may be used in corbonated drinks. Artificial color, general provsions. Only harmless sugar color allowed in vinegar.

Seller's guaranty, to be signed by resident of State or United States from whom purchased.

Miscellaneous: Goods on hand March 23, 1907, are exempt till June 1, 1908.

Pacific Cereal Association

Expects to Occupy their New Mill Building, on Bay St., Near Taylor, on or about Dec. 15, 1907.

Temporary address

Webster Street Wharf

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FERRARI'S

Pure Italian Olive Oil

First Pressing - - "EXCELSIOR"

Second " - - - - "SUPERFINE"

Third " - - - - - "FINE"

Pure long before the "Pure Food Law" was enacted.

Packed in 5, 1, ½ and ¼ gallon tins, with Patent Screw Top.

WEILAND BROS., Inc.

309-315 Davis Street San Francisco, Cal.

Sole Agents for Pacific Coast

Guittard's Pure

means satisfaction to the consumer and a fair profit to the grocer.

Pure Coffee, Tea, Chocolate, Spices, Ex racts and Baking Powder of Guittard quality cannot be sold for less.

To pay more means no better quality—simply less profit for the grocer.

PURE TEAS
VS.
Artificial Colored Teas.

Pure Green Teas Have Arrived in America for the First Time in History.

SHOULD COMPLETELY OUST ARTIFICIALLY COLORED TEAS.

(Written expressly for the "Advocate" by Charles B. Platt, Vice-President of J. A. Folger & Co., and member of the United States Board of Tea Experts.)

Is it indifference to the welfare of the American people, or an excessive love of gain, that Teas from Japan and China have been artfully covered with a mineral artificial coloring? The practice has covered a period of so many years, that it has become a custom which was assumed to be practically a necessity.

What influence is there about Tea, which should cause importers and retail dealers to continue along the old lines year after year, however progressive they may be in other branches of commerce? Is the soothing power of Tea so great that it should cause commercial activity to slumber over its evils, and accept its abuses without comment?

Who Is In Fault?

Perhaps the Tea importer who had full knowledge of the artificial coloring, lacked moral courage to face the retail dealer with any proposition different from that ruling fifty years ago. Perhaps the retail grocer did not know, or did not feel it any part of his duties to inform the consumers that Teas were fearfully and abominally colored. Perhaps the Tea drinkers of this country were in blissful ignorance, or dreamy apathy.

Colored With Black Lead.

The fact remains and so plainly so, that he "who runs may read," that Green Teas are artificially colored green, with mineral coloring material, and that basket-fired, or so-called uncolored Teas, are colored dark with black lead.

This mineral coloring was put on Teas to give uniformity in color, to cover up the yellow leaves, or in other words, to deceive, to make a poor leaf, have the same appearance as good leaf; a very cunning trick of the trade.

I used the word "was," implying that colored Teas were a thing of the past. That is wrong, artificially colored Teas are very much in evidence from the 1907 crop in every Tea market in the country. Should they be?

Should be Rigidly Excluded.

Ah; that is another matter. It is my personal opinion, based on years of Tea experience, that artificially coated or colored Teas should be rigidly excluded; but if permitted to land, then have every chest, every package which

Scheer, Morehouse & Grandi

Wholesale Dealers In

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BUTTER, EGGS, CHEESE, CANNED GOODS,

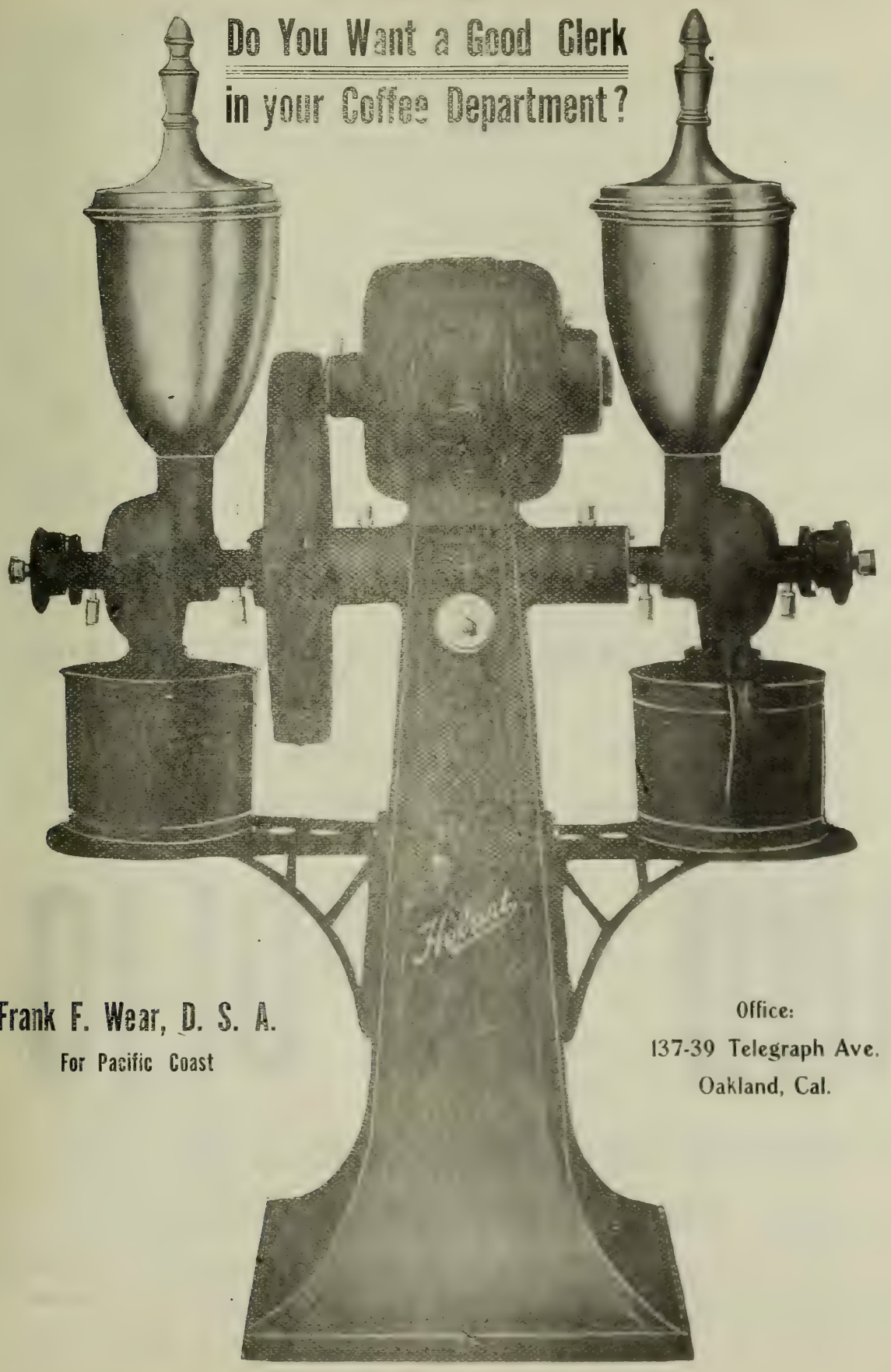
SALT, SALT FISH, ETC.

Phones, Temporary 3368, 3369.

33-35-37-39 CLAY STREET.
22-24-26-28 COMMERCIAL ST.

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Do You Want a Good Clerk in your Coffee Department?



Frank F. Wear, D. S. A.

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Oakland, Cal.

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Treasurer, Henry W. Schwab, Milwaukee, Wis.

Director, for three years, F. B. Connolly, California.

Director, for one year, A. W. Farlinger, Georgia.

Senior Director, L. F. Padberg, St. Louis, Mo.

Membership and Annual Dues—Two classes of members are recognized by the by-laws of the Association—delegates from local or State Associations, and individuals from cities or towns where there are no local associations or when existing associations do not affiliate with National Association.

The dues of Associations are 25 cents per capita of local membership.

PACIFIC COAST.

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IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's best ones, that call for

HAND SAPOLIO

Always supply it and you will keep their good will.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

reaches the consumer, carry its own tale, and be plainly branded "**Artificially Colored.**"

Pure Tea at Last.

The year 1907 will go into Tea history as the period when Tea interests awakened to the realization that powdered soapstone or black lead does not tend to improve the beverage For the first time within the recollection of the oldest Tea Merchant, something has actually happened, for at least one large importing Tea house in San Francisco has broken the manacles of tradition, and imported large supplies of PURE TEA.

Think of pure uncolored Pan Fired and Basket Fired from Japan, think of Pure uncolored Gunpowder and Young Hyson from China. Did you ever hear of such a thing? Yet it is an existing fact.

Appearance of Pure Tea.

In appearance the good grades of Pure Pan Fired are attractive in make, and rather dark olive green in color. They look just what they are, Pure Clean Tea.

The common grades show some yellow leaf, which clearly classify them where they belong: viz., common Tea.

Basket Fired in the upper grades are not much changed in appearance; the absence of black-lead coloring is an improvement; these Teas look pure and attractive; the low grades, true to Nature, show that they are low grades.

In the judgment of Tea experts, the high and good grades of Moyune and Ping Suey Gunpowders and Young Hysons are vastly improved by being clean and pure, while the low grades have more or less yellow leaf, which has heretofore been covered by coloring.

What Clipping Shows.

I have spoken only of the relative appearance of the dry leaf. Now let us take two cups and put the water on a pure pan fired and an artificially colored "pan fired." Looking into the depth of the cups, we will find one as clean and clear as amber, the other will be clouded with soapstone flour, insoluble, indigestible.

In drinking quality there is no comparison, the Pure Teas are immeasurably superior; they taste like Tea, not like a mixture of mineral coloring and Tea. Nature made the Tea plant for some wise purpose, and human skill has not raised the standard of that purpose by artful adulteration.

In truth, Tea should not be considered a mere commercial article, to be bought and sold at the lowest obtainable price, irrespective of purity and quality; on the contrary, the leaves of the Tea plant should be looked upon as a munificent gift from Nature, calculated to give pleasure to the palate, to mildly stimulate the system, to promote friendship and social happiness.

Will You Help?

Will you lend your aid by supplying the people who depend upon you with Tea that is PURE, as Nature intended it should be; Tea that is sufficiently high grade to produce an agreeable beverage?

Tea Inspection Act—Food and Drugs Act.

Supplementary to his article Mr. Platt handed us the following memorandum taken from the "Spice Mill" for July, showing the attitude of the Attorney-General of the United States with respect to the conflict between the Food and Drugs Act of 1906 and the Special Tea Inspection Act of 1897:

"An important opinion by United States Attorney-General Charles J. Bonaparte to the Secretary of the Treasury, on the relations between the Tea Inspection Act and the Federal Food and Drugs Act, was only recently published, though the opinion is dated February 23, 1907. A digest of the opinion is as follows:

"'There is no such repugnance between the Special Tea Inspection Act of March 2, 1897 (29 Stat., 604), and the general Food and Drugs Act of June 30, 1906 (34 Stat., 768), as to prevent them, generally speaking, from standing together.

Telephone Market 228.

Reed Pickle Works

MARY E. REED, Prop.

Manufacturer

Our Goods More Than Comply With National Pure Food Law.

Specialties:

Dill Pickles, Sweet Pickles, Vinegar Pickles, Sauerkraut, Catsup, Horseradish, Mustard, Chow Chow, Sauce, Mince Chow, Olives, Mexican Hot, Vinegar, Salad Oil and Honey, Ammonia, Bluing, Etc.

City and Country Orders Promptly Attended To.

1507 FOLSOM STREET,

Bet. 11th and 12th Sts.

San Francisco, California.



Elastic Starch

Pops Corn Starch

Tiger Brand Lump Starch

Standard of Excellence and Purity

Manufactured by

J. C. HUMBINGER BROS. CO.

New Haven, Conn, Keokuk, Iowa

Handle

Sperry Flour

and make a good

PROFIT

The most Popular Brand on the Market

"'The Food and Drugs Act does not appear to have been intended as a substitute for the earlier statute in the matter of the importation of tea, but both statutes are cumulative in so far as the importation of tea is concerned, and both should be given effect.

"'An importation of tea is, therefore, subject to the provisions of both Acts—that is, it must comply with the standards established by the Secretary of the Treasury under the Tea Inspection Act, and must also stand the tests in reference to adulteration and misbranding imposed by the Food and Drugs Act.

"'Imported tea, although meeting the requirements of the Tea Inspection Act of 1897, is still subject to the provisions of the Food and Drugs Act of 1906 regarding adulteration, labeling, misbranding and guaranty.

"'In case of repugnancy between any specific provisions of the two statutes, the provisions of the Food and Drugs Act would prevail to the extent of that repugnancy, and any conflicting provision of the Tea Inspection Act would, to that extent, be impliedly repealed.

"'In absence of an express repeal of an earlier statute by a later one covering the same subject, effect should be given to both unless there is a positive repugnance between them, in whole or in part, in which case the earlier statute is repealed by implication to the extent of such repugnancy, or unless the provisions of the latter statute cover the whole subject of the earlier law and are plainly intended as a substitute therefor, in which case there is likewise a repeal of the earliest statute by implication.'"

Previous Article.

N. B.—Believing that our readers will be interested in further study of this matter, we reprint below an interview given the Editor of this paper last April and printed in our issue of April 5th.

In an interview with **Mr. Chas. B. Platt,** Vice-President of J. A. Folger & Co., and member of the U. S. Board of Tea Experts, he states that at the session of the Board, held in the Appraisers' Building, New York, last February, it was the opinion of the Board that teas were regulated by the Special Tea Act approved March 27, 1897, which act was not repealed by the General Food and Drug Act of 1906.

Thus, while tea was the only beverage on which artificial mineral coloring was curtailed by the National Government for the period intervening from 1897 to 1906, thus standing in the light of being the first step in the direction of pure food, yet today, the Pure Food requirements of the Food and Drug Act reverse the situation and place tea in the position of being the only article admitted into this country, which may be colored or coated with artificial mineral coloring matter. This position is hardly logical, but insomuch as the Treasury Department has approved the Tea Board's selections of Standards, this will remain in force for another year.

The new Standards are closely along the lines of previous years and will compel the U. S. Tea Examiners, who are located at the examining ports, viz., San Francisco, New York, Chicago, Tacoma, St. Paul and Honolulu, to admit teas artificially colored green and artificially colored black, providing the amount of coloring is not in excess of the coloring on the Government Standards.

It is generally claimed that the green coloring matter used on Pan Fired Japans, Gunpowders and Young Hysons of China and the black coloring used on Basket Fired Japans is harmless in the small quantity used, and indeed doubtless it is, but Mr. Platt says he cannot recall ever hearing the claim that such coloring is wholesome, although as it is evidently put on for the purpose of making the "dry leaf" appear of a higher grade than it really is, it might be spoken of as appetizing, but so also could other artificially colored food products, which are prohibited, be called appetizing.

Since artificial coloring adds nothing to the drinking qualities of tea, the question naturally arises, "Why is it used?" The only ready reply is "Tea tradition," which is however, far from being an adequate reply.

It has been customary for years to put mineral coloring on tea, theoretically to retain the flavor, but practically for the purpose of deception.

California Wine Association

Main Office: Townsend Street

Near 3rd St., San Francisco



Owning and operating Wineries, Vineyards and Distilleries in all the principal Wine-Making Districts in California.

"Do the tea drinking natives of China and Japan drink artificially colored tea?" No! emphatically no; they drink pure tea and drink it incessantly, morn, noon and night; in fact, the uncivilized, as we elect to call them, laugh at the idiosyncrasies of the people of boasted civilization, who persist in feeding themselves with soapstone or black lead, while enjoying their cup of tea.

As a matter of fact, the native Japanese tea dealers are giving the weight of their influence toward the shipment of Pure Japan tea to this country, believing that a radical change of this nature would restore confidence in tea and increase its consumption.

It is also thought that the vast number of tea drinkers in this country now believe that they are getting pure tea, and would certainly demand it from their grocer, if they knew of the customary coloring put onto green teas, but between the native tea grower in the Orient and the American consumer, there seems to be a stone wall, composed of the large Tea Firing and Packing Houses in the Orient, the importers of this country, and the retail distributors, all of whom are working along the lines of least resistance. The firing and packing houses in the Orient put on color because the importers demand it; the importers demand it because the retailers want it; the retailers want it because the consumers are in the habit of using it, thus the chain appears complete.

As a matter of fact, the majority of consumers ask for uncolored tea and have a right to get what they ask for, since they pay the price for it. This phase of the situation is being recognized by some of the importers and pure teas packed in cartons are now on the shelves of the retailers.

Would it not be wise to urge all distributers to discontinue selling colored teas, offering none but pure, thus anticipating the time when the Board of Tea Experts shall make this article conform to pure food requirements? Whether teas, in the near future, are pure, uncolored teas from force of legislation or from the choice of commercial demands, matters not so long as they become pure.

It might be advisable to state, to avoid giving a false impression, that some teas are now pure and above suspicion; as a rule, such black teas as Ceylons, Indians, Congous or English Breakfast from China, and Oolongs from Formosa, are free from artificial coloring and meet not only the requirements of Pure Food Laws, but also the requirements of commercial honor, standing on their own merits, in cup quality, without the addition of coloring to make them have a deceptive style.

LABELS AND SAMPLES.

National Ruling On Use of Labels—How Samples Are to Be Secured.

Under date of October 16, the authorities at Washington issued the Bulletin printed below; same being of great interest to the trade, we print it verbatim:

F. I. D. 78-79. Issued October 16, 1907.

UNITED STATES DEPARTMENT OF AGRICULTURE.
Office of the Secretary Board of Food and Drug Inspection.

FOOD INSPECTION DECISIONS 78-79.

78. The Use of Labels After Oct. 1, 1907. 79. Collection of Samples. (F. I. D. 78.)

THE USE OF LABELS AFTER OCTOBER 1, 1907.

When the rules and regulations for the enforcement of the Food and Drugs Act were issued by the three Secretaries on October 16, 1906, one of the regulations, 17 (i), provided that any labels printed and on hand that day which did not contain a misstatement as to the character of contents, but which were not in strict compliance with other requirements of the Regulations, might be issued without fear of prosecution until October 1, 1907.

Recently the National Wholesale Grocers' Association, and individual grocers, wholesalers, and jobbers throughout the United States, requested the Board of Food and Drug Inspection to recommend to the three Secretaries the extension of the privilege until October 1, 1908.

After a careful consideration of the matter the Board has unanimously decided to refuse to recommend such an extension. It is the opinion of the members of the Board that sufficient time has elapsed for manufacturers, jobbers, and wholesalers to adjust their business affairs to the terms of the law and of the regulations.

It is apparent, from the letters received by the Board, that the

When
Pure Food
is discussed in the "Beer Line" it means
the famous
"BOHEMIAN" Lager
of the
Buffalo Brewing Co.

Jones Bros. & Co.
Incorporated
OF CALIFORNIA
Plants Located At
Watsonville, Cal.
Louisville, Ky.
Canon City, Col.
Manufacturers of
All of our Goods, as shipped from our Factory are guaranteed to comply with the National Pure Food Law
High Grade Ciders, Vinegars,
Pickles and Condiments

general impression exists that the use of corrected labels will not be permitted after October 1, 1907. This is an erroneous impression and is evidently gathered from the wording of Regulation 17 (i), and more particularly from Food Inspection Decision [illegible], stated that on and after October 1, 1907, the labels must be originally properly printed. This statement was advisory and conveyed the ruling that a further extension of the privilege need not be asked. It is desirable, of course, both from the standpoint of the Government officials who have charge of the enforcement of the law and from the view-point of the manufacturers, that the labels should be correct as originally printed.

Any person has a right to use a label which is not false or deceptive in any particular, even though this result is arrived at through the use of stickers, erasures, or other suitable means. Attention, however, is directed to the fact that misleading and deceptive statements must be obliterated. In other words, it is not sufficient, in the opinion of the Board, that a deceptive statement should be allowed to remain on one portion of the label with a corrective statement upon another portion of the label. This principle correction will be waived until further notice in case of deserted sardine tins which were printed and manufactured prior to January 1, 1907. In these cases the corrections may all be made in one label attached securely to one side of the package. Each invoice should be accompanied by a certificate from the exporter, showing the date of manufacture of the tins.

H. W. WILEY,
F. L. DNLAP,
GEO. P. McCABE,
Board of Food and Drug Inspection.

Approved:
JAMES WILSON,
Secretary of Agriculture.
WASHINGTON, D. C., October 8, 1907.

(F. I. D. 79.)

COLLECTION OF SAMPLES.

(Amendment to Regulation 3 of the Rules and Regulation for the Enforcement of the Food and Drugs Act.)

The Board of Food and Drug Inspection recommends that Regulation 3 of the Rules and Regulations for the Enforcement of the Food and Drugs Act be amended to read as follows, the amendment to become and be effective on and after November 1, 1907.

Regulation 3. Collection of Samples.

(Section 4.)

Samples of unbroken packages shall be collected only by authorized agents of the Department of Agriculture, or by the health, food, or drug officer of any State, Territory, or the District of Columbia, when commissioned by the Secretary of Agriculture for this purpose.

Samples may be purchased in the open market, and, if in bulk, the marks, brands, or tags upon the package, carton, container, wrapper, or accompanying printed or written matter shall be noted. The collector shall also note the names of the vendor and agent through whom the sale was actually made, together with the date of the purchase. The collectors shall purchase representative samples.

A sample taken from bulk goods shall be divided into three parts, and each shall be labeled with the identifying marks.

If a package be less than four pounds, or in volume less than two quarts, three packages shall be purchased, when practicable, and the marks and tags upon each noted as above. Where [illegible] samples are purchased, one sample shall be delivered to the Bureau of Chemistry or to such chemist or examiner as may be designated by the Secretary of Agriculture; the second and third samples shall be held under seal by the Secretary of Agriculture, who, upon request, shall deliver one of such samples to the party from whom purchased or to the party guaranteeing such merchandise.

When it is impracticable to collect these samples, or to divide the sample or samples, the order of delivery outlined above shall obtain, and in case there is a second sample the Secretary of Agriculture may, at his discretion, deliver such sample to parties interested.

All samples shall be sealed by the collector with a seal provided for the purpose.

H. W. WILEY,
F. L. DUNLAP,
GEO. P. McCABE,
Board of Food and Drug Inspection.

Approved:
JAMES WILSON,
Secretary of Agriculture.
GEO. B. CORTELYOU,
Secretary of the Treasury.
OSCAR STRAUS,
Secretary of Commerce and Labor.
WASHINGTON, D. C., October 8, 1907.

STRICT INTERPRETATION.

(From the Indianapolis News.)

A number of small North Delaware street girls had opened a lemonade stand at the edge of the curb. The drink was in a large glass pitcher with sliced lemons floating appetizingly at the top. One small girl, with a red crayon, had lettered the word "artificial" and leaned it against the pitcher.

"What's that for?" inquired a passerby.

"Pure Food Law," said the girls in chorus.

"But why should you label it? Are not the water, the lemons and the sugar pure?"

"Yes."

"Well, what's artificial about it?"

"The ice."

Food Law Violations Are to be Prosecuted

Says Dr. H. W. Wiley, BUREAU CHIEF

Ninety-Five Per Cent of Manufacturers, He Says, Are Anxious to Obey Regulations Carefully and the Other Five Per Cent Must Go Into the United States Court.

Word reaches the **Advocate** from Washington, D. C., that Dr. Harvey W. Wiley, director of the Government's machinery for the enforcement of the Pure Food Act, is busily engaged preparing cases against manufacturers who have violated its provisions, and will soon turn them over to the Attorney-General for presentation in the courts. These cases are numerous, and are expected to give the Department of Justice plenty of additional work during the next few months.

"I expect the first thing the defendants of these suits will do in a legal way will be to attack the constitutionality of the Pure Food Act," said Dr. Wiley. "However, similar laws have been put into effect, and I have no doubt that this one will be found constitutional. During the year it has been in force it has had a decidedly beneficial effect in driving out adulteration and misbranding. In other words, it has promoted common honesty between the manufacturer of food products and consumers. Ninety-five per cent of the manufacturers of the country have readily yielded to the regulations prescribed by the Department of Agriculture, and with them we have had no trouble whatever.

"We now have forty laboratories and one hundred and fifty inspectors in the field. They do their work well, but they do not cover the country thoroughly. There are spots, particularly in the Middle West, which we have had to neglect. To make the application of the law universal we should have more inspectors and laboratories, and that will require a larger appropriation from Congress. We now have $650,000 a year and we need $1,000,000. During the coming session of Congress shall ask for an increase of $100,000.

"On October 1 the regulation in regard to labels went into final effect, and the law is now in full force. So far the law has not caused a decline in stocks nor an increase in the cost of living, but it has certainly lessened the danger of causing disease among the American people by means of impure foods. It more than justifies the money that has been spent upon it."

Incidentally, the Pure Food Law has forced the Department of Agriculture into the grocery business. Whenever a sample of an article of food has been tested and proved impure, the remainder is destroyed, but the greater part of the articles the department found pure, and so the Government has hit upon the device of selling the remainder at auction. Almost every week quantities of preserves, spices and other table delicacies are sold at Eighth and Christopher Sts., New York. The appraiser of stores disposes of them. In Washington the sales take place under a big tree back of the Agricultural Department building, the property clerk officiating. The Department employes are thus enabled to purchase their table dainties for a song.

Status of Canned Meats.

Corned and Roast Beef of Old Inspection Can Be Sold Without Interference. Most Other Canned Meats Packed by Reputable Houses Are Safe Under State and National Laws.

The following letter was recently received by one of our contemporaries:

"We have Libby's, Armour's 'Veribest' and Rex canned and roast beef inspected under act of 1891.

"Curtice's Blue Label, Van Camp's, Richardson & Robbins' canned boned turkey and chicken, inspected under Act 1891. Libby's, Armour's, Bishop's, Rex potted meats of various kinds, inspected under act of 1901. No reference on any of the labels to the Pure Food Laws or guarantee that they comply therewith. If we have given you sufficient data kindly advise what is the probability of these goods complying with the Pure Food Laws, and we shall be greatly obliged."

"N. B.—Is there any question as to the standing of baked beans and soups?"

In reply our contemporary says:

"Canned corned and roast beef packed by any of the standard packers is safe no matter when sold. No new labels are necessary and the fact that they are marked 'Inspected under the Act of 1891' instead of under the Act of 1906 makes no difference. All brands of canned boned turkey and chicken enumerated above comply with the law no matter what the wording on the label.

"Potted and deviled meats occupy a different position. Many of these are improperly labeled and subject to confiscation by the Federal Government. The potted and deviled meats sent out this year are properly labeled in most instances, but the older packs are unsafe to handle. However, there is practically no danger of trouble with the National Government for several months, as the inspectors have their hands full in the East just at present. Questionable goods, however, should be sold off before January 1, as the State officials then will begin an active campaign. All of the potted chicken on merchants' shelves, as far as can be learned, contains pork and should be disposed of before January 1. This refers to all brands which were put up before January 1 of this year and which do not bear the serial number and inspection on the label guaranteeing it under the Food Law of June 30, 1906.

"Nothing has yet been done regarding baked beans. It still is before the departments at Washington and until a decision is rendered there need be no fear in selling any [illegible] brand.

"State officials in the East claim to have found dangerous preservatives in a well-known barnd of canned soups and it is possible that there will be trouble here after the first of the year, but no notices have been sent out so far covering these goods.

"Where goods of any kind are mislabeled only and the contents of the can fit for food there is no necessity for sacrificing the goods. Here is the Government ruling covering this point:

"'Any person has a right to use a label which is not false or deceptive in any particular, even though this result is arrived at through the use of stickers, erasures, [illegible] means. Attention, however, is directed to the fact that misleading and deceptive statements must be obliterated. In other words, it is not sufficient, in the opinion of the Board, that a deceptive statment should be allowed to remain on one portion of the label with a corrective statement upon another portion of the label. This principle of correction will be waived until further notice in case of decorated sardine tins which were printed and manufactured prior to January 1, 1907. In these cases the corrections may all be made in one label and attached securely to one side of the package.'"

WANT BEER PROFITS.

Grocers Insist That They Will Not Handle Goods That Do Not Pay a Profit.

If the grocers will not handle beers that will not pay a profit, all bottlers will see to it that no one is allowed to sell their beer for 10c.

When a grocer sells a beer that the bottler allows to be sold for 10c, he is helping to destroy his profits, if he asks only 10c and he is helping advertise his competitors who sell for 10c, if he asks two for 25c.

The retail grocer **OWES** it to the men who protect the retail selling price of their beers to handle **ONLY PROTECTED BEERS** if they can.

Those who think they must keep the 10c beers in stock should boost the protected beers.

The following beers will not be supplied to dealers who sell them for 10c. **Help your friends.**

RAINIER.
TACOMA.
OLYMPIA.

We give herewith the opinions of a number of well-known grocers:

John W. King—"I have thrown out all beers that are allowed to be sold at 10c from my three stores. The grocer who sells 10c beer is foolish since there is more profit in a two for 25c beer at $1.00 than in a 10c beer at 75c."

Geo. B. Doyle—"I did not handle any Olympia beer till they protected the price. Then I put in a stock and have thrown out all 10c beers."

Connolly Bros.—"We will sell no beers that our competitors can sell for 10c. I would be glad to put in a local beer if the profit were assured."

Schmidt & Trask—"We sell only Rainier, Tacoma and Olympia beers. We do not propose to handle any beer that can be sold for 10c. It upsets our trade on two for 25c beer on which we get fair profit."

H. Holiman & Co.—"The grocer who sells beer for less than two for 25c at the present cost is doing himself a great injustice. If enough of the trade insist on refusing to handle beers that can be sold for 10c, the bottlers will be glad to give them this protection."

James S. Irvine of Irvine Bros.—"I am putting out all 10c beers."

Gus. F. Lehrke—"I will sell none but protected beers. If I can't get a profit I don't see why I should handle the goods."

James Courtney—"I will sell nothing but two for 25c."

E. I. Flieger—"I sell all beer two for 25c."

Anderson & Meyer—"When we can, we sell the two for 25c beer. Men who do not get a fair profit cannot continue in business."

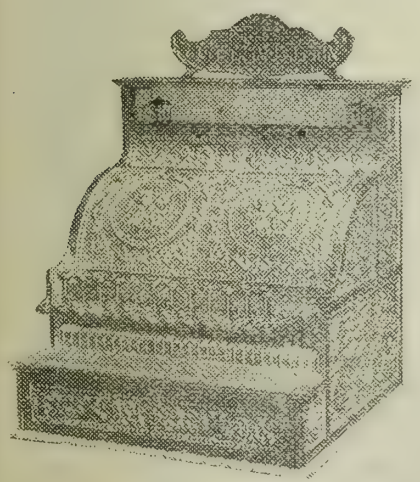
Arnold Bros.—"We carry nothing but Rainier, Tacoma and Olympia beer. We would not think of putting in a beer that can be sold for 10c."

Chas. Barner—"There is a heavy demand for 10c beers in this district. We push the two for 25c beers when we can, but our sales of the protected beers have fallen off. It is too bad the local dealers will not give the local dealers protection, too."

Stelling Bros.—"We will not sell any beers for less than two for 25c."

Wm. Spreen—"We sell only two for 25c beers and our customers are satisfied."

W. & H. Hohn—"Our beer trade is constantly increasing and we sell only Rainier, Tacoma and Olympia beers.



The latest and most up to date Cash Register made. Is designed especially for Soda and Cigar counters, and for a single department of candy business where a register of small capacity is needed. Registers from Five Cents to One Dollar, an automatic detail adder. ONLY $55.00 on small Monthly Payments.

This Cut shows our New Model detail adder. Registers from Five Cents to Ten Dollars, showing at the end of the day's business each sale and the amounts, also the amount paid out, charged and received on account.

Solid brass cabinet, oxidized finish, equal to any cash register selling for $200.00 FOR ONLY $55.00 On small monthly payments.

Remember! We Don't Belong to the Trust, Are EXCLUSIVE dealers in HALLWOOD'S, and INDEPENDENT dealers in Nationals.



Pacific Coast Cash Register Co.

Market and Larkin Sts. Muirhead Bldg. San Francisco

Our customers are willing to pay two for 25c for these beers."

Topp Bros.—"We sell only two for 35c and give back 10c for the bottles."

Wm. F. Bartsch—"I will protect those that protect me. I am giving up all beers that can be sold for 10c."

Carl A. Hubrich—"I will not handle any beer that the bottler does not protect, so that I can get a profit on it."

J. C. Gaffney, 575 Fillmore—"I will do all in my power to advance the sale of Tacoma, Olympia and Rainier beer. I will not handle any beers that are not protected."

Dehay Bros., 3189 16th St.—"I have cut out all beer that has not protected the price."

N. Preugschat, 600 Fillmore—"I have thrown out all local beer, as I cannot afford to sell my goods without a profit."

A. Watkins, 801 Turk St.—"I will handle only beer that has a protected price."

J. M. Meyers, Turk and Franklin Sts.—"I cannot afford to give beer shelf room unless I can make a profit. I have thrown out all local beers."

A. Zeitich, Union and Buchanan Sts.—"I have decided to throw out all local beer as the profit does not justify me in giving it shelf room."

H. Wolking, 415 Haight St.—"I am handling only protected beers."

H. Schwaderer—"I will not sell any 10c beers at all. I think I am entitled to a fair profit and the bottler ought to help me get it."

John F. Schomer—"I am pushing nothing but two for 25c beer."

A. Hubert—"I sell Tacoma, Rainier and Olympia beer for two for 25c. I have been selling Enterprise for 10c, but I will stop it as soon as my present stock runs out."

Klute & Sturken—"We sell Rainier and Olympia beers at two for 25c. We keep 10c beers in stock, but sell it only when the customer insists on it."

Meisel & Starke—"We will not sell any beer for less than two for 25c."

A. Trefz—"I get two for 25c and will not sell for less."

Bauer & Fox—"We sell all beers at two for 25c, except the Sunset and we don't sell any of that if we can avoid it."

Peters Bros.—"We handle no 10c beers. Our trade takes Olympia, Rainier and Tacoma.

E. Ploeger—"I get two for 25c for all beers. I sell Olympia, Tacoma, Rainier and Frederickburg, but I can throw any of them out."

H. Schacht—"I sell only Bellingham Bay beer and two for 25c for it."

T. Schomaker—"I sell Tacoma, Rainier and Tacoma at the two for 25c price."

Richard Bottcher—"We will push the sale of the protected beer. Grocers should refuse to handle the 10c beers whenever they can."

Boyd Bros.—"We sell Tacoma, Rainier, Olympia and Yosemite, but will throw out the Yosemite and only handle the two for 25c."

Brock & Co.—"We only handle Rainier, Olympia and Tacoma and sell them two for 25c."

E. Broderick—"We sell all beer for two for 25c, nothing less."

Arnold & Lennon—"We sell all beers at two for 25c. We will not handle bottled beer that is allowed to be sold for 10c."

William Barner—"We sell all beers two for 25c."

Bockman & Andrew—"The only thing for the grocers to do, is to refuse to handle beer that can be sold for 10c. That is what we are doing."

C. Bohling—"The mainstay of our beer business is Rainier, Tacoma and Olympia. We charge two for 25c."

A. Bose—"I sell every brand of beer two for 25c."

M. O. Burkhardt—"I sell Rainier, Tacoma and Olympia. I would not handle 10c beer."

L. C. Holmer—"I sell Rainier, Tacoma and Olympia, two for 25c. I also handle 10c beers, but only sell them when called for."

C. Claussen—"We sell seven kinds of beer, all two for 25c."

G. B. Clifford & Co.—"We only handle Tacoma and that we sell two for 25c."

Courtney & Correll—"We sell Rainier, Tacoma and Olympia and nothing else. We never did and we will not sell for less than two for 25c."

D. F. Keefe—"I sell Northern beers in preference to the other beers."

A. Krome—"I sell Rainier, Olympia and Bellingham Bay and get two for 25c for all of them."

Thos. H. Corcoran—"I sell nothing but two for 25c beers."

Dehay & Co.—"We will put out all the 10c beers if the other grocers do the same. I sell Tacoma and Olympia two for 25c, but other beers if called for."

Dannemark Bros.—"We handle Tacoma, Rainier, Olympia and Weinhard's, and sell them all for two for 25c."

Robert Deitrich—"I handle Rainier, Tacoma, Olympia and Yosemite and sell them two for 25c. No one in this district is selling beer for less."

Buckley & Co.—"We sell Tacoma, Rainier and Olympia and sell them for two for 25c. Sell 10c beer only when we have to."

Bultmann Bros.—"We sell Rainier and Tacoma two for 25c."

F. G. Eickhorst & Co.—"We sell Tacoma, Rainier and Wunder and ask two for 25c for all of them."

John Bulotti—"I handle only two for 25c beers; will not sell any beers that can be sold for 10c."

Frank Fagothey—"I handle Rainier, Tacoma and Olympia and sell them two for 25c. I will throw the other beers out."

Flemer & Grauffel—"We sell all beers two for 25c; no exceptions."

H. Fuelscher—"I sell Tacoma, Rainier and Olympia two for 25c. I handle National and Wunder, but I am willing to throw them out."

J. H. Gaffney—"I never sold 10c beer and I do not intend to sell anything but Rainier, Tacoma and Olympia."

W. H. Garretson & Co.—"We sell Tacoma, Rainier and Olympia two for 25c and nothing else."

Golder Bros.—"We handle Tacoma, Rainier and Olympia and sell them two for 25c."

John Gropper—"I sell every brand of beer, no matter what kind, two for 25c."

F. Hartje—"I sell Rainier, Tacoma and Olympia two for 25c. When called for I sell National for 10c."

Henry Heide—"I sell Tacoma, Rainier and Olympia two for 25c. I also handle 10c beer, but will push the two for 25c price, as we want more profit."

Heinecke Bros.—"We only handle two for 25c beer."

Henry Hintmann—"I will not handle any other beers but Rainier, Tacoma and Olympia unless compelled to."

Carl Hubrich—"I will sell nothing but Rainier, Tacoma and Olympia two for 25c. I never did and won't."

John Lackmann & Co.—"We sell Rainier, Tacoma and Olympia, all two for 25c."

W. Quinn—"I get two for 25c for all beer."

M. D. Riordan—"I am still selling some 10c beer because there is a great demand for it in this neighborhood. But I am pushing the sale of Tacoma, Olympia and Rainier at two for 25c."

Rosenstein & Schoenholz—"We sell Fredericksburg and Weinhard's at 10c, but would be willing to do anything we can to help bring about a two for 25c price. We push Tacoma, Rainier and Olympia."

W. Preugschat—"We sell only Rainier, Olympia and Tacoma and get two for 25c for it."

E. F. Henning—"We push Olympia beer. We get two for 25c for all beers. We sell a little Bellingham Bay."

Julius Levin—"We sell Rainier, Tacoma, Olympia, National and Fredericksburg, all two for 25c."

Malais Bros.—"We sell nothing but Rainier, Tacoma and Olympia two for 25c."

McCaw Bros.—"We sell Rainier, Tacoma and Olympia for 15c a bottle or two for 25c."

J. M. Meyer—"I handle only Rainier, Tacoma and Olympia and sell them two for 25c."

A GREAT SUCCESS.

Boston Club Theatre Party at Alcazar Proves Highly Profitable.

Grocers and Their Friends Gather in Force.

Success beyond their fondest hopes attended the Boston Club's theatre party at the New Alcazar on Tuesday evening. With the exception of about 50 sats in the balcony, the entire capacity of the house was sold out, and the profits accruing to the organization were of course extremely satisfactory to the membership.

The players, enthused by such a house, gave a most excellent performance of that stirring drama, "The Heart of Maryland." Much credit was due to the various members of the company for their splendid portrayals of the various characters.

The lobby of the theatre, between the various acts, made one think that they were attending a grocers' convention. Merchants from all parts of the city were present and were very much gratified at the success of the undertaking, realizing as they did that the local organization would not be called upon for such a heavy drain on its resources when the delegates for the National Convention were selected.

The money made by this entertainment will be used for legitimate purposes and to a large extent may be considered as an advertising fund, since it will enable the delegates from California to maintain the dignity of this great state in the proper manner when they reach the Hub.

All of the boxes were filled with grocers and their friends. The Pacific Coast Syrup Co. occupied one of the large boxes on the left side of the house, and next to them Joseph A. Stulz (the grocer candidate for Public Administrator) occupied two boxes; entertaining during the evening the various candidates who are with him on the Union Labor ticket.

On the right, some of the Good Government League candidates and their friends occupied one box and in another box were Mr. Geo. B. Doyle, President of the State Grocers' Association, as well as Mr. Frank B. Connoly, Secretary of the organization just referred to, also Mr. John W. King (candidate for Supervisor on the Republican ticket) and a director of the State Grocers' Association. Mr. C. E. Pierce, the coast representative of the Egg-O-See Cereal Co., was also with the box party just named, accompanied by his charming bride. Just beyond them the "Gobblers' Roost" had a box to themselves. (The "Gobblers" is a grocers' secret society, now being organized throughout the United States, "Roosts" having been organized in Denver, Chicago, New York and Boston). Those present in the Gobblers' box were: Messrs. Henry Von Issendorf, J. F. Kelly, Ed. Martin, Frank Fuller, Rudolf Gingg, Ed. Baumberger, Fred Von Issendorf, J. R. Kelley, Ed. McElroy and Allen Roper.

Mr. Jesse Trask and party occupied two upper boxes. Upper boxes were also taken by Weill Bros., Mr. Antonio Zeitich, The American Milling Co. and Messrs. Harrison and Eddy.

Quite a number of the city salesmen of the various houses doing business with the grocers secured a block of seats in the center of the house, where they held forth in all their glory throughout the evening.

Next week we will publish a list of those firms and individuals to whom thanks are due for the splendid success of the affair.

If you ask a merchant what volume of business he is doing and he does not tell you, it is not because he does not know. Mighty few merchants are not able to tell that. But when it comes to telling what percentage of profit they are making on that volume of business, many are silent because they are not posted on it. Yet the percentage of profit is a very important item of business.



An Auto? No!

Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

Greer's Washing Ammonia

It has come to our knowledge that there is an attempt to introduce in the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

310 Sacramento St., San Francisco

Telephone Temporary 3898

Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast.

SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer.** Trade Mark



½ Pts, $1.12½ doz
Pts, 1.85 "
Qts, 3.25 "



The Eureka Insect Exterminator

is a preparation of eight different drugs and is so well compounded that it actually destroys insects, yet it is harmless to the human.

It kills Fleas, Flies, Ants, Moths, Bedbugs, Roaches, Lice, Mosquitos, Etc.

Price list, page 28.

For Sale by the Wholesale Drug and Grocery Trade
JOSEPH FUSCH, Manufacturer.

1797 Bray Ave.
Fruitvale, Cal.

Phone Merritt 2962

NEW FOOD REGULATIONS.

Commissioners in Six Northwestern States Enact Rulings That Cause Protest—Trade May Unite in Objection to Their Operation.

The new system of food regulations, framed jointly by the Food Commissioners of six States in the Northwest and instiuted at a recent convention in St. Paul, is causing a great deal of commotion and not a little indignation in the grocery trade. In some respects it is the opinion of the trade that the regulations are more stringent than the laws, and there is considerable talk of a united protest from the trade through the several grocery associations in the States affected, as well as possibly by concerns outside, but which have large trade connections in the States of North Dakota, South Dakota, Minnesota, Wisconsin, Iowa and Illinois.

Just who inspired the conference or just what power the Commissioners had to enact regulations which may prove to be more stringent than the laws themselves is not known. There is a suspicion, from the close resemblance of some provisions to those in the North Dakota law, that the Commissioner of that State had much to do with it. The resolutions did not clearly state when they should become operative, and if an effort is made to make them effective at once there will probably be a great deal of protest.

The State Food Commissioners present were: E. F. Ladd, North Dakota; J. Q. Emery, Wisconsin; E. K. Slater, Minnesota; A. H. Wheaton, South Dakota; A. H. Jones, Illinois; H. R. Wright, Iowa; Assistant Commissioners, H. E. Schunecht, Illinois, and John McCabe, Minnesota; chemists, R. Fischer, Wisconsin; J. H. Shepard, South Dakota; Julius Hortvet, Minnesota; T. J. Bryan, Illinois, and United States chemists, A. S. Mitchell, St. Paul, and A. L. Winton, of Chicago, Ill.

The session adopted the following resolutions:

Resolved, That no artificial color should be permitted in vanilla extract.

Resolved, That a vanilla extract, complying with the standards of United States Circular 19, and containing not less than 40 per cent of alcohol by volume, may be sold if the face label on both carton and bottle contains the following information:

First, net weight or measure.

Second, brand or trade mark (optional).

Third, "Vanilla extract."

Fourth, percentage of alcohol by volume.

Fifth, the true name and business address of the manufacturer.

Resolved, that the terms extracts, flavor, flavoring, spirits, essence and tincture as applied to solutions used for flavoring food products are held to be synonymous, but the use of any term in lieu of the word 'extract" is deprecated as applied to flavoring solutions made from an aromatic plant or part of the plant.

Resolved, That any other flavoring extract recognized in United States Circular No. 19 and complying with the standard laid down in that circular and free from artificial color, may be sold if the face label on both bottle and carton contain the following information:

First, net weight or measure.

Second, brand or trade-mark (optional).

Third, name of extract as recognized in Circular 19.

Fourth, percentage of alcohol by volume.

Fifth, true name and address of manufacturer.

Resolved, That the use of the alum or any other alumium compound in prepared fruits, vegetables and condiments, is injurious to health and unnecessary and should be prohibited.

Resolved, That compound jellies, jams and preserves containing glucose, cane sugar and fruit, may be sold if labeled:

First, net weight or measure.

Second, brand or trademark (optional).

Third, the name "compound" followed by the names and percentages of the ingredients and then with the word "Jelly," "Jam," or "Preserve," as the case may be, thus:

Compound.

30% Glucose 30% Currants.
20% Cane Syrup. 20% Apple.

Jelly.

Fourth, true name and business address of manufacturer.

Resolved, That in compound jellies, jams and preserves, before mentioned no starch, gelatin, gum, added acid, artificial coloring matter, artificial sweetener or preservative will be permitted.

Resolved, That catsups, conforming to the standards laid down in U. S. Circular 19, including freedom from

Wichman, Lutgen & Co.

INCORPORATED

Importers and Wholesale Liquor Dealers

Sole Proprietors

GILT EDGE

WHISKIES

Rye and Bourbon

431-439 Clay St., San Francisco.

artificial coloring matter and fillers, may be lawfully sold. After December 1, 1908, the sale of catsup containing preservatives, except those mentioned in the standards, will be contested.

Resolved, That edible oils and fats complying with the standards of the U. S. Circular 19 may be sold under the names there given. The name "Salad Oil" is not recognized as a descriptive or distinctive name for a simple oil, and its use as such is not approved. Mixtures of edible oils intended for salad purposes may be sold as "Salad Oil (a compound)," provided the names and proportionate amounts of the ingredients are plainly stated on the main label in the order of their predominance.

Example:

First, weight or measure.

Second, brand or trademark (optional).

Third, name, E. G.

Salad oil (a compound) composed of 50 per cent cottonseed oil, 30 per cent peanut oil, 20 per cent sesame oil.

Fourth, the true name and business address of the manufacturer.

Resolved, That the sale of soda fountain syrup and crushed fruits containing any preservative other than sugar will be contested after December 1, 1908.

Resolved, That the addition of color to any vinegar constitutes an adulteration whether declared on the label or not.

Resolved, That solutions of artificial substances used for flavoring and made to resemble the flavor of pineapple, strawberry, raspberry, banana, blackberry, etc., may be sold as "artificial pineapple flavor," "artificial strawberry flavor," etc., if free from artificial coloring and if the labels contain no statement or design whereby the purchaser may be misled into believing them prepared from the natural fruits and if the true extract cannot be made from the plant or part of the plant.

Resolved, That such terms as "extra quality," "first quality," etc., as applied to food products be deemed a misbranding unless the quality of the goods corresponds to the terms used.

Resolved, That the terms "double," "triple," etc., as applied to flavoring extracts be held to mean, respectively, two or three times the minimum strength required by the standard as given in United States Circular No. 19.

Resolved, further, That the term "concentrated," as applied to flavoring extracts is false and misleading.

Resolved, That solutions of coumarin and vanilla will be passed in the States here represented as properly labeled as to the name of the product, if they contain no artificial color and if labeled with the name or names of the flavoring principle or principles, together with the word "flavor," as "vanillin flavor," or "coumarin and vanillia flavor," etc., as the case may be.

Resolved, That a copy of the minutes of this meeting be submitted to the Food Commissioner of each State not here represented, with the request that he subscribe thereto in case goods so labeled would pass as properly branded in his State.

MARVELOUS PROGRESS SHOWN SINCE FIRE.

Promotion Committee Tells of Rapid Growth of San Francisco.

In its monthly bulletin of progress for October the California Promotion commmttee says:

"One year and a half has passed since San Francisco was devastated by fire. During these eighteen months progress toward complete recovery has been marvelous, and while there is not such feverish activity as marked the first 12 months, work is progressing at a rate unsurpassed in any other city except New York and Chicago. The estimated value of buildings for which permits have been asked since the fire totals the enormous sum of $100,000,000. Of this amount $30,000,000 is represented by the permits during the past six months.

"Careful estimates regarding cash expended for rehabilitation and reconstruction, show that figure to have reached the total since the fire of $136,000,000. That business has been on a sound basis is shown by the bank clearings during the eighteen months, which have amounted to a total of more than two and a half billion dollars.

"During the month considerable money has been brought to San Francisco from the interior of the state for investment. Financial conditions throughout California have been very good, owing to heavy crops and high prices, and as a result the interior has been of material assistance in building operations in the metropolis. The financial crisis in the east has had no material effect on California conditions.

"Great activity is shown in all parts of the state in electrical power development. Reports to the California Promotion Committee from all interior cities show greatly increased activity in all lines of business.

"The following summary shows California conditions for the month from September 29 to October 28, inclusive:

"San Francisco building permits, $1,841,114; San Francisco building permits since the fire, $87,147,363; Los Angeles building permits, $926,070; Oakland building permits, $648.593.75; San Diego building permits, $272,735; Sacramento building permits, $129,614; San Francisco real estate sales, 550; value, $2,000,000; San Francisco bank clearings, $189.551,793.30; San Francisco bank clearings, October, 1906, $189,906,956.05; San Francisco bank clearings, October, 1905, $169,259,519.64; Los Angeles bank clearings, $47,384,042; Oakland bank clearings, $10,759,653.23; San Jose bank clearings, $2,789,242.94; Stockton bank clearings, $2,766,733.23; San Francisco customs receipts, $616,749.71."

A GOOD CLERK.

The essentials of a good grocery clerk largely consist in his ability to do good conscientious work, both as a salesman and otherwise, and in such a manner as to retain old patronage and attract new business. A clerk of this type is not so easily secured and when found, a high rate of wage frequently has to be paid in order to retain his services.

We know of a clerk who combines all of these essentials in his make-up, but with the remarkable condition that his salary is a low one. He always appears well dressed and is prepared to do a maximum amount of labor whenever called upon to do so. We are publishing his photograph in this issue. If you will look on page 21, you will recognize our friend.



THOSE LITTLE LEAKS.

It isn't always the wholesale grocery house with the appearance of greatest activity that makes the most money. On the contrary, there are many of the larger houses of the country which come out at the end of the year with very narrow margins and their managers stand astonished at the showing and wonder how it all happened. As a rule they reach the conclusion that it all came to pass because they failed to keep close watch on the little leaks.

The little leaks in the wholesale grocery business have increased immensely within recent years and in most cases all unsuspected. When it is remembered that the average wholesaler does business on an average of 10 per cent margin, it is easy to eat into the profits. A well known local jobber discovered a leak the other day which astonished him. Ever since he first learned the business it has been customary to figure carting on most lines of goods at 2 cents per case. That's the way he figured it till one day when he had to hire an outside teamster to haul an invoice of canned goods from one of the docks.

The teamster, it happened, had difficulty in finding the exact goods he was after and considerable delay ensued. Then he got into a blockade on West street and more delay followed. But finally he loaded the 150 cases called for and hauled them to the store. Under the old rule the cost of hauling would have been figured at $3, yet the jobber received the following bill a few days afterward:

Smith & Jones, to Jack Robinson, teamster. Dr. 100 cases canned peaches to store $3 00; 50 cases canned peaches to store $1 50; Two hour's delay on trip, etc., $2.00. Total, $6.50.

In other words, the hauling alone had cost him more than double what he has been calculating for years. And in the case of his own teams he suspects he has been done even worse than that.

Now comes an American firm who make paper milk bottles. These being cheap, are used only once, and all danger from the use of unclean containers is thus eliminated. To prevent the milk from leaking out of the bottle, the paper is thoroughly impregnated with paraffine. The lid a paraffined cardboard, makes a hermetic closure with the paraffine on the bottle, thus preventing ingress of bacteria from the air. The ordinary glass bottles, with card covers, are rarely sufficiently well closed to prevent bacterial contamination from the air.

Lakeport, Cal.:—E. P. Sailor has purchased the mercantile business of Morrison, Howe & Co., at Upper Lake, with a full stock of general merchandise. David Williams, one of the members of the old firm, returned from Upper Lake this morning, after helping make an invoice of the stock.

Get the Habit
It Will Pay

Exactly 117 sets of gauging rods have been delivered by the "Advocate" to its readers who thereby have absolute protection against being charged with 52 gallons of vinegar, molasses, oil or other liquid commodity when the barrel will not hold 48 gallons or is not full.

Gauging rods will tell any one in a minute if the capacity of the barrel is correct and how many gallons are missing if it is not full. There is no other way to ascertain whether you are getting what you are paying for.

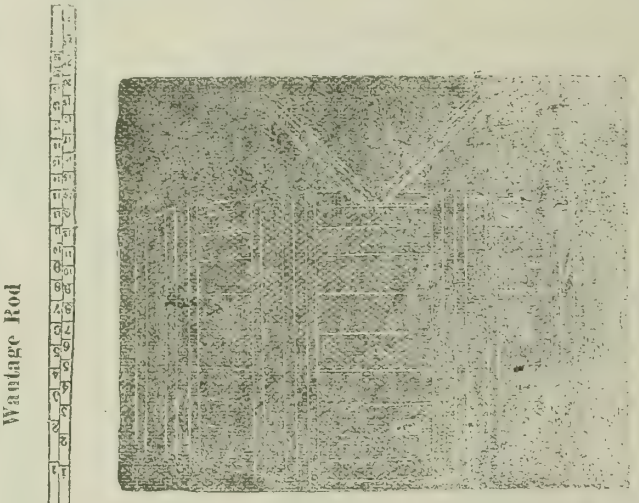
To be sure you are getting your money's worth, get a set or two; they'll earn their cost of $1.45 a set delivered, many times over during the year.

There are two ways you can be "done," one by charging you for more gallons than the barrel will hold (which is an old trick) and then only partially filling the barrel, thereby "working" you for another four or five gallons.

We will deliver the gauge rods to you at your store at these prices, cash in advance, money to be in draft, postoffice or express order:

1	Gauge	and	1	Wantage	Rod	$1.45
2	"	"	2	"	"	$2.80
3	"	"	3	"	"	$4.20

Cuts in this advertisement show both the gauge and wantage rods, while the cut of the barrel shows how the gauging is done. Complete directions for using will be mailed free with each set.



Get a set of gauge and wantage sticks, then you'll know to a certainty when you buy what you get for your money.

———SEND ORDERS TO———

THE RETAIL GROCERS' "ADVOCATE,"

1714 Webster St., San Francisco, Cal.

CHARLES J. KRAMER, President.
319 Main Street.

Eleventh Annual Convention
BOSTON, MASS.,
January 20, 21, 22, 23, 1908.

THE NATIONAL ASSOCIATION OF RETAIL GROCERS OF THE UNITED STATES

OFFICERS:
President - Charles J. Kramer
Little Rock, Ark.
Vice President - - Simon Clark
Duluth, Minn.
Treasurer - Henry W. Schwab
Milwaukee, Wis.
Secretary - - - John A. Green
Cleveland, Ohio
DIRECTORS:
A. W. Farlinger - Atlanta, Ga.
L. F. Padberg - - St. Louis, Mo.
F. B. Connolly - San Francisco, Cal.

Organized during the World's Fair at Chicago, 1893.
Reorganized at Cleveland, O., Jan. 16-17-18, 1900

Little Rock, Ark. October 1, 1907

Mr. Earl Eddy

San Francisco, Cal.

My Dear Mr. Eddy:-

I am in receipt of your letter of September 25th and also several copies of your magnificent magazine. As I remarked a few days ago to a friend, it demonstrates the fact that the California boys are wide awake and up-to-date. Your magazine as well as the matter it contains is a credit to any association, and I am glad to see that the manufacturers are co-operating with the retailers, and assisting them to continue in business, for the road to success of the retailer is a rough one, and with such able bodied men as I see connected with your Association we can not look forward to anything but success.

Thanking you for copies of the Advocate, I remain,

Respectfully,

(Signed) C. J. KRAMER,

President
National Association of Retail Grocers.

(Mr. Kramer refers to our 104 page edition of August 30th.)

Seasonable Suggestions

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

PUSH THE GOODS
PROTECTED BY AGREEMENTS
CUT OUT
AS FAR AS POSSIBLE
ALL GOODS
DEMORALIZED
BY PRICE CUTTERS

When money is "tight" it is often locked up.

Tipping a waiter doesn't make him lose his balance.

"Money talks!" but its favorite saying is "Good-bye!"

Balitimore's police costs the city over $1,000,000 a year.

Some people speak three times before they say anything.

If you are fond of a high old time buy a grandfather's clock.

It's all right to take your own part, but don't take any more.

Watch the markets—they need it, and the retailer needs it.

Governor Gillett is to move from Eureka and settle in Berkeley.

Money is easy to lose, but it's hard to lose it, and that's no paradox.

Even the man who is as steady as clockwork may feel all run down.

Isn't it surprising what a lot of good bargains are offered a man when he's broke?

Unionism in Spain comprises 56,905 members, distributed through 373 local unions.

They say efforts are being made to have President Roosevelt visit San Francisco.

The Sirius, the first steamer to cross the Atlantic, was 176 feet long, and her tonnage 450.

Remember, the man who is easily discouraged is easily distanced in the race of life.

The Chicago bank clearings for Septemer totaled $993,333,609, an increase of 16.72 per cent.

Some people ask your advice for the purpose of working it off on others as original matter.

Courtesy is the cheapest commodity a merchant can handle, and it yields the greatest profits.

It is better to walk in the straight and narrow path than to wind up in a dark and narrow cell.

San Diego apples have captured the bronze medal, the best awarded at the Jamestown Exposition.

When a boy is willing to trade his pocket knife for a red apple to give to his teacher—that's love.

Some people, including merchants, always ridicule everything they see or hear that is new to them.

"It was the funniest thing. I laughed till I thought I should die." "Well, why did you change your mind?"

Why does a young man try to keep on the right side of his best girl when he knows that her heart is on the left side?

The Spanish Government has reduced the duty on coffee, sugar and cocoa shipped to the Canary Islands 25 per cent.

A great many people think they are popular by saying a great deal. Forget to say a great deal and you will be respected.

As with the children, so with the parents. If you treat children shabbily, they tell their mothers, and so lose business.

If a man could draw checks as easily as he draws his breath laden with unkind inferences, automobiles would be as thick as sparrows.

The English railways are compelled to pay an advance of 3s, or 73 cents, per ton of coal this year. It is estimated that their requirements are 12,000,000 tons per year, so that the additional cost to the railroads would be nearly $9,000,000.

The world's production of coal in 1906 amounted to about 1,106,478,707 short tons, of which the United States produced 414,157,278 tons.

It is time for the Thanksgiving turkey to read history. He might not be so lofty in his stride if he knew what became of his predecessors.

It is predicted that there will be a sharp advance on all grades of window glass. This is brought about by advances in wages of glass workers.

The fire loses of the United States and Canada for the month of September aggregated $11,449,000, against $10,853,000 for the same month last year.

If grocer candidates serve the Government as well as they serve their trade there will be large improvement in city and State affairs where they are elected.

The average life of an American ship is only eighteen years, while that of a British vessel is twenty-six years. The Scandinavian average is the best. It is thirty years.

"One more question," said the trust magnate to the applicant. "How is your memory?" "Very hazy," replied the latter. "Good," cried the magnate. "The job is yours."

The total value of all foodstuffs imported in 1907 was $308,000,000, and the four principal articles are sugar, coffee, tea and cocoa, aggregating about $200,000,000 in value.

It has been officially estimated that forest fires in the Unietd States destroy annually about $50,000,000 of standing timber and burn over an area of at least $15,000,000 acres.

U. S. Metal Polish

POLISH.
Qts. .....$3.00 per doz
Pts. ..... 2.00 per doz
½ Pts. ..... .90 per doz

PASTE.
1 lb.....$3.00 per doz
½ lb..... 1.75 per doz
3 oz..... .50 per doz
Barkeeper's Friend Powder, gross.....$18.00

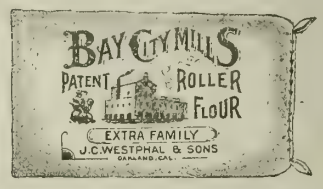
U. S. METALLIC POLISH PASTE
is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit Twenty years in the Markets of the World For sale by all dealers. Also the Savoy Alkali Floor Powder, containing no grease

J. T. WILSON,
Pacific Coast Agt., 2871 16th St S F

BAY CITY MILLS

GROCERS!

TRY OUR PATENT (Extra Family) ROLLER FLOUR
YOUR CUSTOMERS WILL THANK YOU.



Bay City Flour Mills, First and Clay Sts., Oakland

Strikes are expensive things, as any striker or strikee who has gone through the mill will be able to testify. And quarrels with employes, while not so vicious and open, are expensive, too.

"Every merchant who devotes careful thought and considerable time to stopping leaks in his business saves enough actual cash thereby to pay the salary of the best clerk in his employ."

Wisdom without honesty is mere craft and cozenage. And, therefore, the reputation of honesty must first be gotten—which cannot be but by living well. A good life is a main argument.

The profits for the Bank of England for the six months ended August 31, were 657,751 pounds, and after providing a dividend of £4 10s, the rest was £3,026.180. The dividend at £4 10s was declared.

It is rumored that a German fleet is to visit New York during the absence from the Atlantic of our fighting boats. It is up to the Sun and the World to discover dark and sinister motives in the visit.

There always plenty of men who have schemes. There is always a man with a plan with "millions in it." But it is well to remember that while there may be millions in it, it is sometimes excessively difficult to get them out.

America has been called "a nation of shopkeepers;" it might be called "a nation of sightseers." As the population and wealth increased so has the tendency for travel, which is today one of the characteristics of the nation.

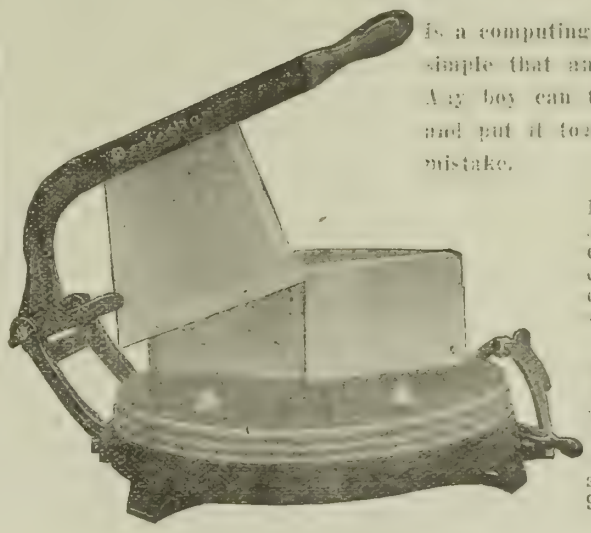
The Washington nurse who has been destroying foreign money orders, under the supposition that they were merely receipts, has a parallel in the woman who wrote this to the bank: "Kindly stop payment on check for $—. I accidentally burned it up."

New ideas are being hatched every second, and you do not need to wait for something brilliant one to come from your own brain. The good idea of any other man, if well applied to your business, will do it just as much good as though your own brain did the work.

Know all about every article you sell. Know what is inside the package and be in a position to tell your customers about every article you have on your shelves. It will not take long until your customers will say, "I know that is good because my grocer told me so."

Peace of mind must come in its own time as the waters settle themselves into clearness as well as quickness; you can no more filter your mind into purity than you can compress it into calmness; you must keep it pure if you would have it pure, and throw no stones into it if you would have it quiet.

THE PERFECTION CHEESE CUTTER



is a computing cheese cutter. It is so simple that any boy can operate it. Any boy can take it apart, clean it and put it together again without a mistake.

It will last a life time and we guarantee it to cut out the Retail Grocer's exact profit from every cheese. No guess work about it.

Ask one of the Thousands of your competitors using a Perfection Computing Cheese Cutter, if the Cutter didn't save its cost the first 90 days.

Then write to us.

The American Computing Co.

Indianapolis, Ind.

Cracker Jack

"The More You Eat The More You Want"

The World's Greatest 5 Cent Seller

Dodge, Sweeney & Co.

Agents

San Francisco **California**

Grocery Notes.

Red Bluff:—A Rochdale Company has been organized to open a store at Tehama and its articles of incorporation were filed in the county clerk's office today. These are seven trustees, viz.: F. E. Rogers, W. J. Sellick, J. J. Worthington, M. W. Muller, E. W. Storres, G. M. Shattuck, all of Tehama, and John Godboldt of Proberta. Each member is required to pay an admission fee of $3 and at least $100 over and above the admission fee.

Madera, Cal.:—The firm name of Wm. Stahl Son Co., grocery and bakery business, will soon be changed to Friedberger & Harder. Leo Friedberger of Clements, San Joaquin Co., will purchase the interests of Wm. Stahl, Mrs. Freda Stahl and J. B. Williams. R. Harder will retain his interest.

Old statistics say that there are five insane females to every six insane males. This seems to be counterbalanced by the criminal ratio of men and women, there being five men to one woman.

Red Bluff.—The store bldg. just completed by the Los Molinos Land Co. will be occupied and the Los Molinos Mercantile Co. managed by Cogswell and Gaston, will soon install a stock of general merchandise.

Morgan Hill, Cal.—C. B. Mason has sold to A. E. Thompson his interest in the general merchandise store of Mason and Edwards. Sale will be in effect Nov. 1.

Eureka, Cal.—H .H. Lambert, has decided to enter the grocery business, at the SW corner of Albee and Wabash Sts. He has begun to erect a building for this purposes.

Sparks, Nev.—The J. P. Raine Mercantile Co. has sold out its business to T. W. Bottles of Reno. Bottles has until recently been proprietor of the Montana Cash Grocery in Reno. He has purchased the entire Sparks business of the Raines Co., including the cattle, slaughter houses and range.

Livermore, Cal.—M. J. Soares has purchased the half-interest of M. S. Duarte in the fruit and grocery store on First street which they have been conducting in partnership for several years.

Hollister, Cal.—Reno Young has purchased an interest in the Nolte Company, resigning his position with the Grangers Union last Saturday. He is an experienced groceryman and has hosts of friends who will wish him good luck in his new venture.

Lakeport, Cal.—E. P. Sailor has bought the general merchandise store of Morrison & Howe in Upper Lake, and is now in active charge of the business. Ed. Sailor made a reputation for himself in Lakeport as a straight forward square dealing merchant while he was in business here, and he deserves the patronage of the Upper Lake people.

Jamestown, Cal.—The grocery business of C. A. Thompson, Jamestown, has been sold to parties below, doing business under the title of the Sierra Mercantile Company. C. N. Corwin, a member of the firm, reached Jamestown October 2d, and took charge of the business. Mrs. Corwin came up from Stockton two days later.

Chico, Cal.—Clarence Musselman the junction grocer has found himself so cramped for room to transact his growing business that he is now constructing an addition to his store which when completed will give a floor space of 200 by 21 feet and he will also have a basement underneath the entire length.

BEER PROFITS FIXED.

Rights of Retailers Recognized by the Various Bottlers.

A margin of 33 1-3 per cent on beer is now assured the grocery trade.

This has come through the efforts of the Associated Retail Grocers.

The organization convinced the bottlers that they could not afford to pay $1.00 for beer and sell it for 10c. They asked that one of two things be done; either the retail selling price be fixed at two for 25c or that the cost be fixed at not more than 90c.

The bottlers of Olympia, Tacoma and Rainier beers put a two for 25c price on their beer. Many grocers at once threw out the 10c beers.

Many grocers while asking for the two for 25c price for the protected beers sold 10c beers also.

The bottlers of Rainier and Tacoma beer found their sales falling off in many districts. They therefore decided to reduce the cost of their beer to 90c per dozen, so that the grocers could sell it for 10c and still make a profit.

This was not till Thursday of this week.

The bottlers of Olympia beer first sent word to the Associated Retail Grocers. They were assured that the grocers appreciated their endeavors to keep up the price and profits on beer and that they would not be expected to continue a policy that would occasion them a serious loss of business. So on Saturday they also reduced the price of beer to 90c per dozen.

The grocers would have gone without profits forever, if they had not made an organized effort for recognition of their rights.

Cable Address "CLUFFECK." Telephone Temporary 2860

William Cluff Company, Inc.

Wholesale Grocers

Importers and Exporters of Cigars and Tobacco.

Spear and Mission Sts.

San Francisco, Cal.

HAAS BROS.

Wholesale Grocers---

Importers and Commission Merchants

100 CALIFORNIA STREET
(Corner Davis)

San Francisco California

Manufacturers' List.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When a grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco, 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer, who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schilling's.

Schillings Best, ¼-lb. cans	$ .15
Schillings Best, ½-lb. cans	.25
Schillings Best, 1-lb cans	.45

Rumford.

Rumford, ½-lb. cans	.15
Rumford, 1-lb cans	.30
Rumford, 3-lb cans	.75
Rumford, 5-lb cans	1.25

Crescent.

	To Family Trade	To Restr., Etc.
3-lb tins	.70 each	6.75 per doz
¼-lb tins	.10 each	$1.10 per doz
½-lb tins	.15 each	1.60 per doz
1-lb tins	.25 each	2.65 per doz
5-lb tins	1.00 each	10.50 per doz

Sun Baking Powder.

1 lb	.45	¼ lb	.15
½ lb	.25		

CHOCOLATE

(Effective August 15th, 1907.)

Ghiradelli's Ground Chocolate, 1-lb Tins	.35
Ghiradelli's Ground Chocolate, 3-lb Tins	.90
Eagle Chocolate, 1-lb Pkg	.30
Ghiradelli's Cocoa, ½-lb Tins	.25

CEREALS

Cal. Flapjack Flour (Del Monte Milling Co.) 2 lb. package	.15
Cream Flaked Oats (Del Monte Milling Co.) 15c, two for	25
Excelsior Flaked Oats	
Excelsior Oats (Del Monte Milling Co.) straight	.10
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 1-2 lb. pkge	35
Peacock Brand Buckwheat (Del Monte Milling Co.) 2 lb. package	20
Peacock Brand Buckwheat (Del Monte Milling Co) 1 1-2 lb. pkge	.15
Shredded Wheat Biscuits. 15c or two	.25
Triscuit, straight	.10

TEA.

Tree, (M. J. Brandenstein & Co.)	50

COFFEE.

Golden Gate (J. A. Folger & Co.) 1 lb. cans	.40
M. J. B., (M. J. Brandenstein & Co.) 1 lb.	40
M. J. B., (M. J. Brandenstein & Co.) 3 lbs	1.00

COTTOLENE.

Small size pails	$ .30
Medium size pails	.60
Large size pails	1.35

FLOUR.

Globe Mills.—A-1, $1.60; Banquet, $1.50; Silver Star, $1.45.

Del Monte.—Del Monte, $1.60; Waldo, 1.45.

Port Costa. Port Costa, $1.60; Stuart's Extra Choice, $1.50; Mayflower, $1.45.

Stockton Mills.—Crown, $1.60; White Navy, $1.45; Triumph, $1.40; Bear, $1.40.

Sperry Mills.—Horace Davis Patent Roller, $1.70; Golden Gate, $1.60; Drifted Snow, $1.60; Sperry, $1.60; Royal, $1.50; Eagle, $1.45; First Grade Flour, 1-8th, 85c; 10-lb. sack 15c.

American Milling Co.—Colonial, $1.55.

Bay City Mills (1st and Clay Sts., Oakland)—"Bay City," $1.55; "White Foam," $1.55.

Diamond Milling Co.—Diamond Patent, 49-lb. sacks, $1.55; Diamond Family, 49-lb. sacks, $1.45; Sky High, 49-lb. sacks, $1.40.

Phoenix Milling Co., Sacramento.—(Bay Territory office, 17th & Wood St., Oakland. B. E. Bryan, Agent.)—"Phoenix," $1.60.

Maplelae.

2 oz	.35
4 oz	.60
16 oz	2.00
32 oz	4.00
Gallons	15.00

OLIVE OIL.

Purity (Chas.P.Grogan), Half Pts.	$ .25
Purity (Chas.P.Grogan) Pints	.50
Purity (Chas.P.Grogan) Quarts	.90
Purity (Chas P. Grogan) Half Gal.	1.75
Purity (Chas P. Grogan) Gallon	3.00

SAUCES.

Catsup, Bishop's (Bishop & Co) 1-2 pints	.15
Catsup, Bishop's (Bishop&Co.) pts	.25
Chili Sauce, Bishop's (Bishop&Co.) 1-2 pints	.15
Chili Sauce, Bishop's (Bishop&Co.) pints	.25

SOAPS.

Sapolio.....10c, 3 for 25c

FLY STICKEM

Forty Foot Size.....15c, 2 for 25c

GROCERS ELECT NEW SECRETARY

San Jose, Cal., Oct. 5.—The Grocers Association of San Jose held its monthly meeting at the Chamber of Commerce last evening, H. E. Jones, presiding.

The meeting was largely attended and the members were very much enthused over the report of their new secretary, C. S. Harrison.

President Jones made his report of the State convention, held at Sacramento, and says it was the most successful convention ever held in the State.

Mr. Harrson will take charge of the San Jose association and will endeavor to make it equal to any on the coast.

FOR SALE—ENTIRE STOCK OF MERCHANDISE, SALOON STOCK AND FIXTURES, HORSES, WAGONS, AND ALL OTHER PROPERTY HERETOFORE USED IN BUSINESS BY J. E. GIVENS AT COSUMNES, SACRAMENTO COUNTY, CALIFORNIA. ALSO, LEASE OF THE PREMISES, FOR PERIOD OF TIME EXPIRING OCTOBER 31ST, 1909. SEALED BIDS WILL BE RECEIVED UP TO THE HOUR OF ELEVEN O'CLOCK A. M., NOVEMBER 9TH, 1907, BY THE UNDERSIGNED. EACH BID MUST BE ACCOMPANIED BY CERTIFIED CHECK FOR TEN PER CENT OF TOTAL AMOUNT BID. BALANCE PAYABLE WITHIN FIVE DAYS AFTER BID OPENED. RIGHT RESERVED TO REJECT ANY AND ALL BIDS. BIDS TO BE OPENED AT ABOVE MENTIONED HOUR. FOR PARTICULARS APPLY TO L. T. HATFILD, 203 J ST., SACRAMENTO, CALIFORNIA.

FOR SALE—FORTY POUND CAPACITY, COKE, COFFEE ROASTER, IN GOOD CONDITION. APPLY OR WRITE, COMPTON TEA & COFFEE STORE, PALO ALTO, CAL.

LONG ESTABLISHED RETAIL GROCERY BUSINESS LOCATED IN CENTER OF SAN FRANCISCO. NEW FIXTURES, NATIONAL CASH REGISTER, DAYTON SCALE, ICE BOX, ETC. REASON FOR SELLING OTHER BUSINESS CARES. FOUR YEAR LEASE WITH VERY LOW RENT GOES WITH SALE. $2500 CASH REQUIRED. APPLY BY MAIL OR IN PERSON, "ADVOCATE" J. T.1714 WEBSTER STREET.

AN OLD ESTABLISHED, WELL-PAYING GROCERY, FEED AND POULTRY SUPPLY BUSINESS IN PROSPEROUS INTERIOR TOWN. NATIONAL CASH REGISTER; DAYTON SCALES; HALL SAFE; SHOW CASES, ETC., GO WITH THE BUSINESS. STOCK ALL CLEAN AND NEW. THIS IS AN EXCEPTIONAL OPPORTUNITY FOR A LIVE UP-TO-DATE MAN OR FIRM. OTHER BUSINESS INTERESTS REQUIRE THAT THIS BE SOLD WITHIN THE NEXT 60 DAYS. ABOUT $3,000 CASH REQUIRED. ADDRESS INQUIRIES TO G. B Y., CARE "ADVOCATE," 1714 WEBSTER ST., SAN FRANCISCO.

TERMS, STRICTLY CASH.
LOCATION—WITHIN 2 HOURS RIDE OF SAN FRANCISCO.
BUSINESS DOING $40,000 PER ANNUM IN A PROFIT PAYING MANUFACTURING TOWN, WHERE THERE ARE NO CUTTERS. PLANT IS DIVIDED INTO TWO PARTS—ONE A FIRST-CLASS BRANCH DOING A BUSINESS OF ABOUT $1,000.00 PER MONTH. MAIN STORE BUILDING IS 27½X64 FEET AND NEWLY FITTED UP. THERE IS AN ANNEX, STORAGE ROOM, BARN AND COAL SHED. REASON FOR SELLING GIVEN ONLY TO BONA-FIDE INQUIRERR-EXCEPT TO SAY, THAT REASONS ARE PERFECTLY LEGITIMATE. AVERAGE MONTHLY PAY-ROLL OF FACTORY EMPLOYEES IN THE TOWN EXCEEDS $65,000. BUSINESS EMBRACES GROCERIES, FEED, HARDWARE, CROCKERY AND DRY GOODS, AS WELL AS COAL, LIME AND CEMENT. ADDRESS "SQUARE DEAL," CARE "ADVOCATE," 1714 WEBSTER ST., SAN FRANCISCO.

FOR SALE—AN ALMOST NEW LAWSON CASH CARRIER SYSTEM OF STATIONS, COMPLETE IN PERFECT WORKING ORDER. PRICE $75.00 CASH, F. O. B. ADDRESS, THE FAIR CO., SAN JOSE.

OLD ESTABLISHED GENERAL MERCHANDISE BUSINESS FOR SALE, LOCATED IN LIVELY MINING TOWN IN NORTHERN PART OF STATE. SALE BEING MADE BECAUSE PRESENT OWNER HAS HAD THE BUSINESS FOR FORTY YEARS. APPLY J. H., CARE "ADVOCATE 1714 WEBSTER ST., S. F.

Attracting Trade.

DOES IT PAY?

A hardware magazine in the East has been asking country hardwaremen if, in their opinion, window dressing pays in small towns. Out of twenty-six, three answered in the negative and the rest thought it did. A majority rules and we think that this time at least the majority was overwhelmingly right and the minority was wrong.

It is easy to say and reiterate that advertising pays, and that window decoration pays, and that cleanliness pays, and that a host of other things pay the merchant who does them; but that is not sufficient. While many of our merchants are not from Missouri, still most of them have acquired the slogan of that State—"show me." If window dressing pays in the small towns for the small merchants, prove it, they say.

Positive proof can be obtained only by experimenting. But we can give some reasons why we believe that the smallest store in the smallest town may make his small windows assist in disposing of his goods profitably and quickly.

The window is not solely for the purpose of admitting light. Nor is it constructed only with reference to looking out. One can look in, as well. Display is recognized as an indispensible part of merchandising everywhere and by everybody. A neat display of goods in a window is as sure of being seen as if it were arranged on the sidewalk. It is not necessary to disturb the display, and this makes it the more valuable. People like neatness and beauty, and they are quick to notice it.

Say the window is composed of small panes of glass; that makes it more difficult to make elaborate displays, but it does not shut the door on decoration and display by any means.

The window display that does not pay is the one which is not well done or is neglected. A dirty window display is worse than none. We believe that the window display of the small store is more of a sign of the trade than the lettering over the door. A man does not go along the middle of the street, stretching his neck to see where the grocery is. He walks on the sidewalk and looks in at the windows. He does not go into the one where cobwebs and dust hang in festoons over a few aged cans—unless he has no choice.

How to display in a small town is a study which is too long to be treated in full here. But a few primary principles may be laid down for the guidance of the man who wants to try and doesn't know how. First, it is a good thing to remember that a good display is nearly always a simple one. Do not jam the window full of goods; there are other displays to come, so it is a good idea to confine each display to a certain class of goods. Second, keep the windows clean. This is vital. The goods and the windows should be spotless, if you desire to have a spotless reputation for the store. Third, change the display. We think once a week is enough for any small town store. Some change every two weeks and some wait for a month.

People soon learn that you change your windows every so often, and they will be on the lookout for the change. Simplicity, cleanliness and change are the three many requisities.

Window displays are the cheapest and the most profitable advertising you can get. They increase sales daily. While the country town merchant has not the time to devote to elaborate displays and can hardly expect to get such artistic trimmings as the professional in the great show windows of the city stores, still he has an advantage that his people are not so hurried, nor so surfeited with displays ,and that they take more personal interest in his efforts than those who populate the great cities.

Don't worry; eat three square meals a day; say your prayers; be courteous to your creditors; exercise; go slow and go easy. Maybe there are other things that your special case requires to make you happy, but, my friend, these I reckon will give you a good lift.—Abraham Lincoln.

Long's

Preserves the standard preserve of the world and absolutely PURE.

Saratoga Drips pleases the palate, whets the appetite, gives hot cakes a delightful flavor.

Woodlawn Maple is superior grade of Maple Syrup, guaranteed for its purity strength and flavor.

Maraschino Cherries the finest of California's selected cherries preserved in maraschino, unequalled by any manufacturer,

Peerless Bar and **Powdered Sugar** the best and cleanest sugar on the the market. TRY THEM.

Long Syrup Refining Co.
San Francisco

ARTHUR DOWNEY, PRESIDENT W. P. BEARDSLEY VICE PRESIDENT J. W. HUTCHINSON SEC'Y AND TREAS. A. P. MURDOCH, GENERAL MANAGER



Oswego Maize Products Company

General Offices, Oswego, N. Y.

IN THE MANUFACTURE OF OUR STARCH WE USE CLEAR LAKE ONTARIO WATER SUPPLIED BY OUR OWN PUMPING AND FILTRATION PLANT

Oswego, N. Y. Oct. [illegible], 1907.

Mr. Retail Grocer,
Dear Sir:

We have received word from some of our customers that the National Starch Company have again resorted to methods of intimidation in the endeavor to check the growing demand for our starch and we accordingly write to advise you that you need have no uneasiness on account of any such threats. We will protect you against any suits that may be brought or directed against our goods or packages or anything that appears on them.

Yours very truly,
Oswego Maize Products Company.

CRACKER PACKAGES MUST STATE WEIGHT.

New Nebraska Pure Food Law Causes Scarcity of Goods Which Comply—Dakota Baker Says He Gives Net Weights.

The new Nebraska Pure Food Law, said to be the most stringent of any of the State laws in its requirements, is causing the merchants, manufacturers and jobbers much worry outside of forbidding the giving of premiums. The section requiring net weights of package goods to be stated on the labels is causing much uneasiness, the handling of crackers in packages being particularly affected.

Press advices say that the National Biscuit Company, as the largest manufacturer of package crackers, is seriously objecting to the ruling of Deputy Food Commissioner Johnson regarding net weights, and it is said that the cracker company contemplates contesting the legality of the ruling.

Retailers throughout the State have been warned of the danger and told of the difficulty of obtaining safe goods in the following communication from Secretary Avery of the Association:

"I understand that it has been almost impossible for the merchants of Nebraska to secure package crackers that will comply with the laws of our State. Deputy Commissioner Johnson has made a ruling that a guarantee from a wholesaler or manufacturer covering the stamping of the net weight on the package does not release the retailer from liability under the law, but that the weight must be stamped on the package. He says that a guarantee covering the purity of the goods contained in the package will release the retailer from liability only so far as the quality of the goods is concerned, but don't release them from a penalty if the net weight is not stamped on the package.

"I would advise every merchant in the State to handle only crackers that have the weight stamped on the package, as that is the only safe way to avoid arrest and fine for violation of the Pure Food Law in regard to these goods." Yours respectfully,

W. H. AVERY, Secretary.

Tilden, Neb., October 8.

Since publicity has been given the ruling [illegible] manufacturers who have been catering to North Dakota trade where there are the same requirements as in Nebraska, have been making inroads on the business of the cracker men who are trying to sell crackers in Nebraska contrary to the ruling of the commissioner.

In a letter to a Nebraska retailer a [illegible] which has been published in the trade press of that State, a manufacturer in South Dakota offers to supply the goods properly labeled.

The trade in the State are now wondering if the old companies will comply with the law or if the retailer will turn his business to other houses who are willing to comply with the law.

Following up this crusade against short-weight goods, Commissioner Johnson made an investigation of the methods of packing houses in his jurisdiction, and found that it has been the custom of the packers to put up bacon, hams, shoulders, etc., in packages, which were composed of a large amount of cloth and paper, and that the goods were billed out at gross weight, with no allowance for the wrappers.

This, Commissioner Johnson holds, is a clear violation of the law, and he has issued the edict that in the future all meat packages must be stamped with the net weight of the contents.

Clerk's Corner.

ENCOURAGE THE CLERKS.

How Merchants Can Stimulate Trade and Help His Men.

"The clerks will be as a rule what their employers make them," said a well-known grocer to "The Inland Grocer." "We keep an account here with every saleman to show the sales made by him, and another account showing what department of the trade he has given more assistance to. It works out well, encouraging competition among the clerks and among the departments.

"On Mondays, when not much is doing, we have special sales, the object of which is to familiarize our customers with special lines of goods. One week we had a special sale of woodenware, including clothes-lines, wash-boards, tubs, brooms and brushes. Every assistant was expected to call the attention of the customers to the woodenware department.

"The order clerk on his route and delivery man on his rounds was encouraged to talk woodenware, and the sales, the first day we tried it, were astonishing. A very large percentage of customers who would not have thought of their need of something in that line, on its being suggested to them would think of some item of which they were in need and give us an order. We kept a record of sales made and gave each assistant credit for his work.

"In a subsequent week we had a sale of farinaceous goods, beans, rice, hominy, grits, cornmeal and so on. They sold in increased volume.

"The next week we tried California canned fruits. For this we opened a few cans and gave customers visiting the store a chance to see and taste them. We took orders for them by the dozen instead of by the can, as had been the rule.

"We showed, on another Monday, canned vegetables—little string beans the size of a toothpick and just the thing for garnishing; petits pois and Maine corn—giving people an idea, as many of them never before had, of the variety and delicacy of dozens of items obtainable in cans.

"It was the best advertising we ever did and put the clerks on their mettle. They found that they could develop sales in any line if they once made the effort, and, knowing that we were crediting them with every sale they made the effort.

"We never let a week pass, nowadays, unless it is the holiday week, without a Monday sale, and we are training up the best lot of clerks we ever had.

"The thing to do is to let the clerks know what the goods are and to encourage them to pass the information along to customers. Both need to be informed, and there is no suggestion as good as the personal word."

Hollister.—Mr. Jos. Harvey has bought out the grocery and business of the Gomes brothers in the McCroskey block.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle

Lifebuoy Soap

The Best Toilet Soap Made

ROSS'S

"GREAT AUKS HEAD" STOUT and ALE

are

'The Best the Brewer Brew."

James=Force Co.

Sole Agents

9 Mission St. San Francisco

J. H. Newbauer & Co.

Importers and Wholesale Grocers

430-432 Fifth Street

Phone Temporary 3680

San Francisco **California**

To Introduce our Sunlit Jellies, Jams and Preserves

We are advertising them in many of the Newspapers and in other ways. The High Quality and Perfect Purity of the Sunlit products will commend them to the trade as well as to the consumers. Write or telephone for prices.

Sunlit Fruit Company

Telephone, Berkeley 4333

2438 4th Street Berkeley, California

OAKLAND ROSTER.

Retail Grocers' and Merchants' Association of Alameda County.

H. D. Cushing, President, 528 13th St., Oakland.
H. Hauch, Vice-President, 14111 Park St., Alameda.
Jas L. Woodworth, Treasurer, 551 East 12th St., Oakland.
T. L. Fleming, Sunset Grocery, Oakland.
JJohn Mitchell, Gardner-Mitchell Co., Oakland.
Andrew J. Nor, 1572-74 7th St., Oakland.
S. J. Sill, President S. J. Sill Co., Berkeley.
Geo. A. tum Suden, 1277 13th Ave., Oakland. **W. T. Rancel, Sec'y.**

OAKLAND NEWS.

GROCERS' SMOKER.

Retail Grocers' And Merchants' Association of Alameda County Out For a Good Time.

A meeting of the Retail Grocers' and Merchants' Association of Alameda County will be held Wednesday evening, November 13th, 1907, at American Forester's Building 1124 Clay street, corner Thirteenth street, Oakland.

The Committee will provide refreshments, cigars, sandwiches, etc.; also an entertainment.

Be sure to come. You are appointed a special committee to bring with you at least one grocer (more if possible) who is not a member of the Retail Grocers' and Merchants' Association.

We want all the grocers of Alameda County to attend this meeting. Make a special effort to have your neighbor grocers on hand, as it is important that we all pull together so we can accomplish what we are striving for.

Enclosed two tickets, more can be had by calling on or addressing the Secretary.

Committee:—John Mitchell, Geo. A. tum Suden and W. T. Rancel.

PROSECUTIONS NOT TO BE MADE PUBLIC.

It is announced from Washington that the Board of Food and Drug Inspection has definitely decided not to make known the names and details of any cases which are certified to the Department of Justice for prosecution under the law. The ground for this decision is found in the section of the act which provides for private hearings preliminary to the certifications of the cases to the Department of Justice for prosecution, and in that section which specifies that publication of the cases shall occur when a conviction has been secured. These sections apparently have in mind the withholding of information concerning prosecutions to the fullest extent compatible with the enforcement of the law, in view of the possible innocence of the persons prosecuted and the danger that their business would suffer from the mere publicity given to the fact of prosecution irrespective of the decision of the court.

When decision have been secured in given cases, it is expected that the Board will publish the results in the food inspection decisions. Meanwhile, the Department of Justice will do as it pleases about giving out the fact that cases have been certified to, but will probably not make known anything of importance with reference to the cases until prosecutions have been actually started, and even then will only state the name of the parties against whom proceedings have been instituted.

The occasion for making this decision at the present time is that the Board has reached the point where it is prepared to certify cases, and it is understood has just sent up one or more to the officials in the Department of Justice. With reference to these it would under other conditions have made a public statement.

Ft. Smith Refrigerators.—Cold & Dry.

SELL
CARNATION
MILK
And be
"The Modern Milkman"
Carnation Quality
makes it sell.
Pacific Coast Condensed Milk Co.
Seattle, Wash.
JOHN H. SPOHN CO.
Agents, San Francisco, Cal,

MAPLEINE



Is synonomous with EXCELLENCE, PURITY AND WHOLESOMENESS and is the only extract on the market which gives the true maple flavor and makes **A Better Syrup** than "Ye Old Time Maple." It is used for flavoring cakes, frostings, desserts, bonbons, ices—in fact any dainty in which a maple flavor is desired. A 2-oz. bottle at 35c will make more than two gallons of pure syrup. Write today for a sample bottle and give it a trial. **Mapleine** is very popular and a ready seller.

John H. Spohn Co., Agents,
50 Clay St., San Francisco.

Made only by
Crescent Mfg. Co., Seattle, Wash.

AMUSEMENTS.

NEW ALCAZAR THEATRE.

Thus far this week, **"The Heart of Maryland"** has scored one of the biggest successes in both a financial and artistic way, since the New Alcazar opened to the public. It is indeed a superb production, and while it is true that the play has been seen in San Francisco, a number of times, nevertheless, the performance now being given should not be passed by. The work of Ernest Glendinning, after he has been shot by the setnry, is worthy of particular mention. Next week (unless the demand for the continuance of the present play becomes too strong) Wm. Collier's comedy success, **"The Dictator,"** will be the bill.

COLONIAL.

This house presents **"Captain Swift,"** beginning with next Sunday matinee with Miss Rujaero and her capable stock company.

PRINCESS.

Once again we have a house devoted exclusively to comic opera. The management of the Princess is entitled to great credit for having given us an opportunity to once more enjoy the pleasure of hearing a good comic opera without having to pay high prices or go across the bay to listen to the Tivoli company now playing at Idora Park. The balance of this week and until further notice, the romantic comic opera, "The Mocking Bird," with an Eastern company and a big singing chorus and lots of pretty girls, makes the bill at the Princess.

NOVELTY.

Beginning with next Sunday matinee West's big Jubilee Minstrels opens for a week's engagement.

CENTRAL.

"The Cowboy and the Squaw" has attracted good houses throughout the current week. Similarity in names existing between this play and the one now being played at the Van Ness have resulted in larger houses than ordinarily. Next week, beginning Monday night, the picturesque melodrama, **"The Outlaw's Christmas,"** will be the bill.

CHUTES.

"Fighting the Flames" is attracting a heavy patronage to this popular place of amusement. The new vaudeville show with Darrell Vinton & Co., Josephine Morrissey and others, together with motion pictures, are also doing their share to attract pleasure seekers.

COLISEUM.

The match races between Davidson & Stoutenberg, given under the sanction of the Western Skating Association, begin tonight, November 1st, with a one mile scratch. On Tuesday evening, November 5th, another one mile scratch, paced by motor cycle will be raced Another feature of this particular evening will be the election returns. On Friday evening, November 8th, a two-mile scratch will be raced.

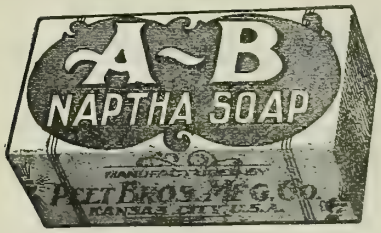
VAN NESS.

Beginning next Sunday night the stirring racing play, "Checkers" is the bill for the ensuing week.

Harrisburg ,Pa.—Dairy and Food Commissioner Foust has sent to Professor Frear, of State College, one of the leading pure food experts of the country, samples of seventy-five brands of breakfast and other patent foods for analysis.

These samples were taken as a result of an agitation to know what was in them., which began some time ago, The samples were secured all over the State, every brand known having been taken, and Professor Frear will ascertain if they are true to name, if chemicals have been used, whether they are bleached and what they contain.

This is one of the most important works undertaken by Mr. Foust, and will clear up questions which are of long standing. The charge was recently made to the Department that corn stalks are used in some of the patent foods.



Best Soap in Cold Water

When You Want Naptha Soap Try
A. B. NAPTHA



Has No Equal for Toilet and Bath

When in Need of Toilet Soap Try
WILD ROSE GLYCERINE



Best White Borax Soap Made

When You Want Borax or White Soap Try
CRYSTAL WHITE

To All California Grocers!

Gentlemen:

We beg to advise the retail grocery trade, and others interested, that we are first hand dealers in all kinds of Potatoes, Beans and Onions. Correspondence Solicited.

We can show you how to make some money.

Very truly yours,

SCHULTZ-HANSEN CO.

General Commission Merchants

Telephone Temporary 204

330-344 Drumm Street **San Francisco**

California's

Choicest Product

TIPO chianti

Red or White

Produced by the

ITALIAN=SWISS COLONY

ASTI, Sanoma County

San Francisco Offices: Battery and Greenwich Streets
New York Offices: N. E. Cor West 11th & Washington Streets



Tyler's Ⓣ Products

Are PURE and PERFECT.

"As good as Tyler's Ⓣ" is recognized as the highest praise for SPICES, FLAVORING EXTRACTS, BAKING POWDER and ROASTED COFFEE.

PURITY does not constitute PERFECTION. TYLER'S Ⓣ PRODUCTS uot only possess the HIGHEST STANDARD of PURITY, but they are PERFECTLY MADE---PERFECTLY PACKED. They were PURE and PERFECT before we had a Pure Food Law.

S. H. Tyler & Son.

709-711 Harrison St.

San Francisco.

California's Best Advertised Product

GHIRARDELLI'S

Chocolates and Cocoa Satisfies Everybody

THE DEALER
Because it Cannot be Sold for Less than a Fair Price:

THE CONSUMER
Because it is always Pure, Fresh and of Full Strength.

In order to protect our Trade Mark and Also Protect the Dealers who Distribute our Goods, we have fixed the following as the minimum prices of the goods listed below:

GHIRARDELLI'S Ground Chocolate, 1-lb. tins 35c.
" Ground Chocolate, 3-lb tins 90c.
" Cocoa, 1-2 lb. tins - - - 25c.
" Eagle Chocolate, 1-lb. - 30c.

(More may be charged when the dealer finds it necessary.)

We sincerely trust that the Retail Trade will appreciate our Good Will and will lend their aid in our efforts to maintain the above prices

D. GHIRARDELLI CO.

M·J·B·Coffee

PACKED IN TINS ONLY?



RED SEAL LYE.

Disinfectant, Water Softener, Cleanser. The Sifting top Can

P. C. TOMSON & CO., Makers, Philadelphia, Pa.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

POINTS TO WATCH.

EVAPORATED MILKS.

Coditions surrounding the manufacture of the various brands of milk are such that another advance in price is said to be contemplated.

CANNED CORN.

The assurance that the pack is really short makes advancing quotations certain.

SARDINES.

Buy while you can. Prices are advancing daily.

N. B.—The local situation with regard to finances is quite interesting just at this writing. There is no reason to suppose that our banks are in any way liable to fail and the steps taken by the Governor of the State will tend to restore the balance of things within a short time. We earnestly advise our readers to keep cool and not worry over the conditions, since they are necessarily only temporary. One of our contemporaries among the dailies has the following to say of the situation:

The financial squeeze in New York, due to speculative banking in that city, is about ended. The gamblers have had their lesson and the claims of legitimate banking wil lnow have recognition. The trouble has at all times been purely local to New York, except in so far as interior bankers use that center as a sort of clearing house and a basis for sale of exchange. Any difficulty that may have appeared outside of New York has been due to the fact that New York bankers have been forced to hold a tight hand on their available resources and are for the moment liquidating drafts from interior correspondents with clearing house certificates. These certificates rest on the best collateral security in the shape of gilt edge bonds and bear interest. It is a temporary expedient that gives elasticity to the money market by providing what is virtually a new and supplementary form of currency.

In the meantime and to supply the actual scarcity of coin to meet the demands of commerce some $20,000,000 in gold is on the way from Europe to pay off in part the great credit balance which the old world owes the ney for wheat, cotton, tobacco, oil and the other staples. This country can always force Europe to give up gold in vast quantities when there is need. In the last resort the whole monetary system of any country rests on its productive capacity. A disturbance of the financial equilibrium very quickly rights itself in a country of our immense resources.

San Francisco is les dependent on New York than most other cities. For one thing, our bankers have always been more than commonly conservative and careful in their methods. A certain correspondence with the national financial center is, of course, a necessity for purposes of exchange, but the comparative isolation of San Francisco has compelled local bankers to make it their practice to hold much larger reserves in coin and currency than has been customary in Eastern cities. There are few banks in San Francisco that cannot show a reserve of coin on hand at least 10 per cent greater in proportion to the deposits than is the practice in Eastern cities. In fact, as the returns of the clearing house show, this city has always been and will continue to be the financial center of the Pacific Coast, holding very much the same relation to interior cities that New York does in the East, with this difference that banking is done here on legitimate lines to facilitate commerce and not to promote gambling, as in New York. The San Francisco banks because Califoarnia is prosperous and the farmers and the fruit growers and the oil producers have been making money this year hand over fist. On these and on the products of the mines and forests and fisheries the financial system of California depends. When they are doing well the money comes, because it must. There may be a monetary stringency, but it wil vanish as quickly and as suddenly as it came. There was no cause for it, except that certain New York bankers had been misbehaving. The general productive capacity of the country and its consequent ability to draw funds from abroad will speedily put the ship of commerce once more on an even keel.

FREE DEALS.

Peet Bros. Mfg. Co. One case Borax Washing Powder free with each ten cases, or, one half case free with each

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products



Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo County

five and one-half cases purchased at the following regular list prices: 5½ cases $3.55; 10 cases $3.50; 30 cases, $3.45. Effective Sept. 30 and subject to withdrawal without advance notice.

Peet Bros. Mfg. Co., one case A-B Naptha Washing Powder free with each ten cases, or, one half case free with each five and one half cases purchased at the following regular list prices:..5½ cases, $4.20; 10 cases, $4.15; 30 cases, $4.10. Effective July 20 and subject to withdrawal without advance notice.

Dr. Price's Cereal Food—½ cs free with five; 1 cs free with 10; freight paid.

Fairbanks Gold Dust.

With five and a half boxes at 4.65 one-half box free. Size 24x72. With ten boxes at 4.60 one box free. With 25½ boxes at 4.55 two and one-half boxes free. With fifty boxes at 4.55 fiv boxes free. Above deal is good for but a short period.

Rumford Baking Powder—Five per cent discount in five case lots; one case free in ten case lots.

Jello—One case free with each 12 cases. Deal limited to 48 cases. Ice cream powder made by the same company may be assorted with Jello in making up orders.

Parsons Ammonia.—½ case free with 5½ cases, 1 case free with 10 cases.

Cal. Home Brand Catsup.—5 case Lots, $2.25 per doz. and one case free; 10 case Lots, $2.20 per doz. Two cases free 25 case Lots, $2.15 per doz. and 5 cases free; 100 case Lots, $2.00 per doz. and 20 cases free.

Murdoch's Starch—10 case lots assorted or straight at list, one case corn starch free. Crates of sixes count for two cases.

X-Ray Stove Polish—5c size, 3 doz. $1.50 with 6 free; 10c size, 3 doz., $2.50 with 6 free.

Bromangelon—One dozen free with each gross ordered. No free goo ls with orders for less than one gross.

Frazier's Axle Grease.—One case free with ten

Malta Vita—One case free with five.

Rex Lye—One case free with five cases.

SUGAR

The local market has shown no change since our last report:

New York, Oct. 24.—Willett & Gray report:

The week—Raws: Unchanged. Refined: Unchanged. Net cash quotations this date are: Molasses, $3.00; Centrifugals, $3.90; Granulated, $4.65.

Raws—There has been no change in quotations during the week under review.

The last reports by cable to us from the European beet crop are of continued favorable weather, and from the Cuba crop that there is an improvement in general conditions, except that the western sections of the Island are still in need of more rain to benefit the crop.

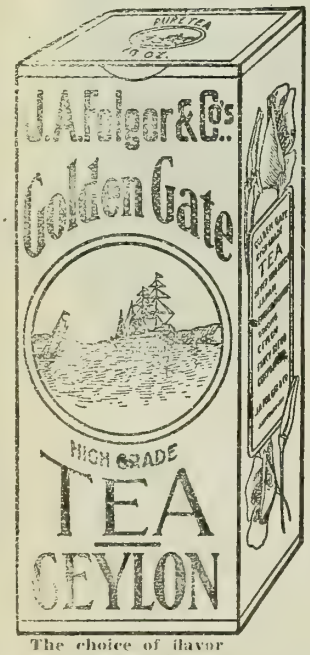
From Louisiana the full crop movement is delayed for a week or more to give the cane, which was found to be in a rather green condition, an opportunity to crystallize further.

We should also make a note of the extremely unsettled condition and panicy conditions of the Wall Street stock and money markets, which have scarcely been as severely felt since the famous "Black Friday" of Jay Gould's time, and which, at this writing, show no signs of abatement. Naturally, attention is largely directed to these conditions to the exclusion of regular business in all branches of trade, for the time being.

The immediate outlook is for a steady sugar market, with light offerings both from store and from the small balances still remaining unsold in cane-producing countries, while beet sugars are still out of reach by reason of their higher parity of $3.93 for 96 degrees test.

Refined—There is no change in price or conditions, the only notable feature being that all refiners are behind, to some extent, in deliveries but, at the same time, are calling upon

Folger's Golden Gate



The choice of flavor is a matter of taste.

Teas

Is it a good business policy to push the sale of bulk teas of doubtful origin in place of teas of known quality and purity?

Folger's Golden Gate teas please consumers, pay grocers a good profit and increase tea sales. Six flavors.

Japan Ceylon English Breakfast
Oolong Gunpowder Black and Green

Packed flavor tight, in dust-proof sanitary cartons.

J. A. FOLGER & CO., San Francisco,

Importers of Pure Teas.

contract buyers for prompt statement of requirements for shipments under their contracts. Of course, actual business is limited mainly to withdrawals under previous contracts, while new business shows no particular improvement.

This latter feature may be because of the fact that domestic refined beet sugar production is now under full headway in all parts of the West, and sales from this source meet the requirements of those sections of the country to a large extent.

It is notable that domestic beet sugars are being sold now at the highest relative basis maintained for a year past and, consequently, results to the beet sugar industries of the country promise to be unusually favorable for the present campaign.

Contracts for cane refined can be renewed with confidence at the present level for some time to come. It does not look as if the maturing cane crops of the country would exert as much influence on prices this season as in former years, but that the crop of Louisiana will be able to be marketed at full up values.

World's Production and Consumption.—The new cane and beet sugar crops of the world give [illegible] good yield, although estimated to outturn possibly 315,946 tons less than those of last season. In the 1906-07 campaign the production was in tons: Cane, 7,361,936; European Beet, 6,717,000, and American Beet, 433,010; total, 14,511,946 tons. While for the new season (1907-08) the estimates are: Cane, 7,196,000; European Beet, 6,580,000, and American Beet, 420,000; total, 14,196,000 tons.

The consumption last campaign was about normal and the production a very full one, yet the stock in principal countries on September 1st was reduced from 1,403,701 tons in 1906 to 1,264,318 tons in 1907.

If the estimated reduction in new crops proves to be approximately correct, it may be expected that stocks next September will show a further decrease, unless the consumption is checked by higher prices.

DRIED FRUIT.

The general tone of the market is about the same as it has been for several weeks. The financial conditions necessarily have disturbed transactions and very little business is passing at this moment.

RAISINS.

The market in this line is rather weak, being the result of car shortages, which may prevent these goods reaching the Eastern markets in time for holiday sales. This would mean that large quantities of the fruit will be held over and the price necessarily weakened. The local supplies of seeded goods are quite scarce, but it is presumed that this condition will be remedied within a few days.

PRUNES.

Quotations in this line differ with the house making the price. The general conclusion appears to be that prices will become stronger as the season passes.

Salem, Ore., Oct. 25.—Clinton J. Kurtz reports:

"The dried prune situation is in excellent condition. Prunes are practically all in packers hands and there is no fear of any drop in the market. There is frequently rumors of weaker market conditions, but there are not enough prunes unsold to substantiate such reports. Oregon prunes are of good quality and there was a good crop harvested."

ALMONDS.

The market on almonds has materially declined and is extremely weak. There is no good reason why this should be so, but nevertheless the condition exists.

WALNUTS.

Walnuts are well cleaned out of first hands, jobbers now controling the supply and naming prices accordingly.

CANNED GOODS.

"California Fruit Grower" says:

"Some sales of California tomatoes have been made recently ranging from 82½@83½c net. The quantity and character of clouds in the sky or their absence, each day, varies the ideas of those who have any goods to sell. Offerings are very few indeed. While some press reports have stated that the pack of tomatoes in California this year would be as large as last, we can not see at this time how it is possible. Eastern mail advices report the tomato market there in the neighborhood of 87½c for standard Maryland 3s. The guesers are putting the pack of Maryland, Delaware and New Jersey for this vegetable this year at 9,000,000 to 10,000,000 cases so far as the more conservative estimates are concerned.

"Business is much limited through the scarcity of goods, and at the same time jobbers in some quarters are fearing a curtailment in the consumption of food staples owing to the high prices that have been prevailing, and this feature is causing a slight uneasiness. Goods, however, are much more scarce than business at this time."

KELLEY-CLARKE CO.

23 Market St., San Francisco

IVORY SOAP

LENOX SOAP

P. & G. NAPTHA SOAP

K. C. BAKING POWDER

PROCTOR & GAMBLE CANDLES

ORANGE CITY RUSKS

PEARL GUM

HONEYSUCKLE MILK

BANKING INSTITUTIONS.

LOCARNO PARIS NEW YORK SAN FRANCISCO

Swiss American Bank

Of Locarno, Switzerland

San Francisco Main Office: 1452 Fillmore St

CAPITAL $600,000

Branch: 342 Montgomery St

SURPLUS AND UNDIVIDED PROFITS, $220,000

TOTAL ASSETS, $5,500,000

San Francisco Officers

HENRY BRUNNER, President. ALFRED MONOTTI, 2nd Vice-Pres.

T. C. TOGNAZZINI, 1st Vice-Pres. A. A. MICHELETTI, Manager.

OTTO OTTESEN, Asst. Cashier.

ACCOUNTS OF BANKS, FIRMS AND INDIVIDUALS RESPECTFULLY SOLICITED

RICE

Buy Right Direct from the Mills

Save Jobbers Profits

Largest Exclusive Rice Dealers on the Coast

NEW ORLEANS RICE MILLING CO., 104 Front St., San Francisco

Samples Mailed on Request

California Fruit Canners' Association.
F.O.B. Quotations—1907 Pack.

	No.3 extras	No. 2½ extras	No.2½ ex stnd
Apples	$2.00	$1.70	$1.40
Apricots	..	..	2.10
" peeled	..	2.80	2.60
" sliced	..	..	..
Blackberries	..	..	..
Cherries (R. Ann)	3.50	..	..
" White	..	..	..
" Black	..	..	..
Grapes	2.00	1.60	1.35
Peaches, Yellow	..	..	..
" L. C.	..	..	..
" " sliced	3.00	2.40	..
" W. H.	..	..	..
" " sliced	..	..	..
Pears, Bartlett	3.00	2.40	2.15
Plums	2.25	1.50	..
" Damson	..	..	..
Raspberries	..	..	..
Strawberries	..	2.60	2.50

	No. 2½ stnds.	No. 2½ scnds.	No. 2½ water	No. 2½ pie
Apples	$1.30	$1.20	$1.10	$1.10
Apricots	..	..	..	..
" peeled	2.00	..	..	..
Blackberries	..	..	..	..
Cherries, R. Ann	..	..	..	..
" White	..	..	..	..
" Black	..	..	..	..
Grapes	1.25	1.10	1.05	1.05
Peaches, Yellow	..	..	..	..
" L. C.	..	..	..	..
" " sliced	..	..	..	..
" W. H.	..	..	..	..
" " sliced	..	..	..	..
Pears, Bartlett	1.80	1.65	..	..
Plums	..	..	..	..
" Damson	..	..	..	..
Raspberries	..	..	..	..
Strawberries	2.25	..	..	..

	No. 8 ex. std	No. 8 stnd	No. 8 water	No. 8 pie
Apples	$4.25	$3.75	$3.00	$3.00
Apricots	6.50	..	..	..
Blackberries	..	..	..	..
Cherires, R. Ann	..	..	..	..
" White	..	..	..	..
" Black	..	..	..	..
Grapes	3.75	3.50	3.00	3.00
Peaches, Yellow	6.00	5.50	..	..
" Lemon cling	7.00	..	..	4.25
" L. C. sliced	6.50	6.00	..	..
" W. H.	..	..	4.50	4.25
Pears, Bartlett	6.50	5.50	4.50	..
Plums	..	..	..	3.00
Strawberries	..	8.50	..	..

BEANS.

The market in this line continues firm and strong, though it is said that the shortage in the crop has been largely over estimated. It would appear as though it was a good time to buy.

IMPORTED FISH.

New York, Oct 24.—Strohmeyer & Arpe Company report:

Holland Herrings—Market is unchanged, easy, with fair demand.

Scotch Herrings—In good supply, prices unchanged. Large Fulls are getting scarce.

Norway Herrings—Have arrived. Show exceptional fine quality and are very cheap. Likely to go higher.

Irish Mackerel—Scarce and in good demand and high.

Norway Mackerel—Are in scant supply; catch about one-half of last year. Prices are very high, nevertheless, in good demand. Buyers will do well to supply their wants now if they want any Norway Mackerel this season. Quality is exceptionally fine, white and fat.

Dutch Bellysplit Mackerel—A few Bloaters have arrived, showing very fine quality, and goods find ready buyers.

Imported Oil Sardines—No change in the situation except slightly for the worse. There is no catch in France nor in Portugal nor in Norway. Market is almost entirely bare of French Sardines. Gradually the best brands of Smoked Sardines are being sold out for the season.

MACKEREL.

Norway's continue to advance. Large sizes almost unobtainable.

CHEESE.

Limburger, Brick and Domestic Swiss prices have all advanced very materially. Martin's continues firm.

HAY.

Somers & Co. report under date of Oct. 29.

Arrivals of Hay continue very moderate in quantity and on a very even basis. Rail arrivals show about 25 per cent increase over last week with water shipments a decrease of the same proportion. The car situation is far from being satisfactory, however, for very little good grade Hay can be marketed by water and most dealers have stocks of the better grades at interior points, which they are unable to deliver to their rather insistent customers.

To report the general condition of trade here would be simply to repeat our record of conditions during the past two or three weeks. We are experiencing the regular reaction in the Hay trade that is always experienced shortly after the harvest rush. Dealers seem to be making no complaint, however, and a healthy tone to the market is anticipated unless values are forced to an extremely high range through a continuance of the car scarcity.

Choice Wheat Hay is conspicuous from its absence on the market at the moment, with an occasional car selling at a premium. Medium grades of both Wheat and Wild Oats constitute the bulk of present arrivals and are treated with moderate interest only. We can report no change in prices which we give today as follows:

Choice Wheat Hay	$19.00 to $22.00
Good Wheat Hay	17.00 to 18.50
Other Grades same	12.00 to 16.00
Wheat and Oat	12.00 to 17.00
Tame Oat	11.00 to 16.50
Wild Oat	10.00 to 13.50
Stock Hay	8.00 to 9.50
Alfalfa	9.00 to 13.50
Straw, per bale	.54 to .85

SWIFT & CO'S NEW PLANT.

Portland.—Swift & Co. plan to begin the work of excavating for their mammoth packing plant on the Peninsula within the next 60 days. The main building, slaughter-house, dressing and packing departments will be a 7-story brick structure covering ground space equal to four city blocks. Its stupendous size may be realized when it is stated that there will be four acres of space on each of the seven floors or 28 acres under the one roof, a total of 1,120,000 feet.

Junket Tablets Always Reliable In Any Climate Always Salable At Any Season

They Make

Delicious Ice Cream

and

Exquisite Desserts

Your Jobber Sells Them.

Chr. Hansen's Laboratory,
Little Falls, N. Y.

AGENTS
Maillard & Schmiedell
300 Front St.
San Francisco.

Wholesale Price List.

EACH DEPARTMENT OF OUR PRICE LIST IS CHECKED UP AND CORRECTED EVERY WEDNESDAY BY M. J. BRANDENSTEIN & CO., A. SCHILLING & CO., J. A. FOLGER & CO., SUSSMMAN, WORMSER & CO., J. H. NEWBAUER & CO., GUGGENHIME & CO., TILLMANN & BENDEL, WELLMAN, PECK & CO., CUDAHY & CO., WIELAND BROS., ROETHLISBERGER & GRASSOFF, WILLIAM CLUFF CO., WHITTIER-COBURN CO., W. P. FULLER & CO., STANDARD OIL CO., HOOPER & JENNINGS, M. PHILLIPS & CO., PACIFIC COAST BISCUIT CO., PACIFIC VINEGAR & PICKLE WORKS, HEYMAN-WEILL CO., AND SCHWABACHER-FREY CO., LEVENSON & CO., SWIFT & CO., EACH FIRM TAKING THE DEPARTMENTS ASSIGNED, AS LIST INDICATES.

No claim is made that this Price List contains an ironclad schedule of rates—good for a week. No such schedule could be obtained, even on actual cash sales. These prices are solicited for publication, and represent, at the time of going to press, the average prices demanded by the general run of jobbing houses for average amounts of goods on average conditions of purchase. Persons with cash, or undoubted credit, always get special low rates.

Subscribers will confer a favor by pointing out to us any particular error or omission.

	COL.		COL.		COL.		COL.
Abalones	17	Clam chowder	18	Ham	11	Paper, Shelf	45
Ammonia, Laundry	25	Clothes Lines	44	Herring	16	Paper, Toilet	41
Anchovies	17	Clothes Line Pulleys	44	High Grade Smoking Tobacco	50	Paper, Wrapping	41
Asparagus	9	Clothes Pins	44	Honey	8	Paprika	18
Ax Handles	43	Coal Oil	29	Hops	36	Paraffine Candles	40
Axle Grease	39	Cocoa	34	Horseradish	50	Pastes	24
Bacon	11	Cocoanut	34	Ink	47	Peanut Butter	37
Bar Sugar	3	Codfish	15	Insect Powder	40	Peas (canned)	11
Barrel Covers	46	Coffees	1	Ironing Boards	45	Peels	37
Baked Beans	11	Coffee Extracts	1	Jams	7-8	Pens, Steel	47
Baking Powder	19	Condensed Milk	35	Jars	39	Pencils	47
Bags (paper)	39	Condiments	52-56	Jellies	9-10	Pepper	19
Barley, Pearl	23-24	Corks	44	Lantern Globes	16	Pepper Sauce	52
Baskets	43	Cordage	40	Lamp Burners	45	Pickles	53-56
Bath Brick	39	Corn, Canned	11	Lamp Chimneys	45	Pigs' Feet	12
Beans, Canned	11	Corn Starch	29	Lamp Wicks	46	Pineapples (canned)	9
Beef, Barreled	12	Cottolene	35	Laundry Starch	29	Plug Tobacco	49
Benzine	29	Crackers	32	Lard	12	Plum Pudding	37
Beef, Extracts	33	Cream of Tartar	20	Laundry Materials	25	Polish, Metal	42
Binder Twine	43	Currants	5	Lard Oil	30	Polish, Shoe	42
Blacking, Shoe	43	Cuttle Bone	40	Lead Pencils	47	Polish, Stove	42
Bloaters	15	Demijohns	44	Lemon Squeezers	45	Pork and Beans	9
Bluestone	39	Dishes, Wooden	46	Lemon Sugar	36	Pork, Barreled	11
Bluing	26	Door Mats	45	Lemon Juice	36	Potato Mashers	46
Boullion Capsules	33	Dried Fruits	5	Linseed Oil	30	Potted Fish	16
Bowls	44	Drops and Lumps	31	Liquid Bluing	26	Preserves	9-10
Brooms	44	Dry Paints	30	Lobsters, canned	18	Provisions	11
Breakfast Foods	21-24	Dust Pans	44	Lozenges	30	Prunes	6
Brushes	44	Dusters	44	Lubricating Oil	30	Raisins	6
Butter Ladles	46	Eels	17	Lye	26	Relishes	52-56
Candies	39	Egg Food	39	Macaroni	24	Rice	24-25
Candles	38	Egg Beaters	46	Mackerel (salt)	15	Rolling Pins	46
Canned Fish	17	Envelopes	47	Mackerel, tins	17	Rope	41
Canned Fruits	5-6-7-8	Evaporated Milk	35	Maple Sugar	4	Sago	24
Canned Meats	13-14	Extracts, Beef	33	Maple Syrup	3	Salad Oil	37
Canned Soups	38	Extracts, Flavoring	19-20	Matches	41	Salad Dressing	37
Canned Vegetables	10	Extracts, Syrups	4	Meals	21-22-23-24	Saleratus	20
Can Openers	44	Farin. Goods	21-22-23-24	Meats (canned)	13-14	Salmon (salt)	16
Capers	33	Figs	5	Milk (condensed)	35	Salmon (canned)	17
Castile Soap	28	Fine Cut Tobacco	48	Mince Meat	8	Salsoda	26
Castor Oil	30	Fish and Cheese	14	Mixed Candy	31	Salt	38
Catsups (bulk)	53-54	Fish (canned)	17	Molasses	2-3	Sardines	17
Caviar, Russian	14	Fish, Smoked	16	Mops and Handles	45	Salt Fish	15
Cereal Coffee	34	Fish, Potted	16	Mouse Traps	46	Salt Meats	11
Cereal Laxative	41	Flavoring Extracts	19-20	Mushes	21-22-23-24	Saratoga Chips	39
Cereals	21-22-23-24	Flour	21	Mushrooms	37	Sauces	52-56
Cheese, for & dom	14	Fly Paper	40	Mustard (dry)	18	Sauces (bulk)	52-56
Cheroots	48	French Mustard (bulk)	52	Mustard (bulk)	52	Sauerkraut	52
Cheese Safes	44	Fruits, canned	5-6-7-8	Neatsfoot Oil	30	Seeds	42
Cigarette Papers	48	Fruits, dried	5	Nest Eggs	46	Steel Pens	47
Chewing Gum	32	Fruit Wax & Strings	43	Nuts	7	Sheep Dip	42
Chicory	1	Fruit Jars	39	Oil Cans	46	Shelf Paper	45
Chimneys	45	Faucets	45	Oils	29	Shell Fish	17
Chloride Lime	26	Fruit Jar Caps	41	Olives	36	Shoe Dressing	43
Chocolate	33	Fruit Jar Rubbers	41	Olive Oil	36	Shoe Bhushes	43
Chutney	34	Gasolene	29	Oysters	18	Shrimps	18
Cider	34	Gelatine	35	Pails	45	Smoked Fish	16
Cigarettes	49	Ginger, preserved	36	Paints, Dry	30	Smoking Tobacco	47
Citron	37	Glue	40	Paper Bags	39	Snuff	51
Clam & Clam Juice	17	Gum, Chewing	32			Soda and Saleratus	20
						Soaps	26
						Soups	38
						Spices	19-20
						Spittoons	46
						Spoons, Wood	46
						Sprats	17
						Starch	28
						Stationery	47
						Stick Candy	30
						Stogies	48
						Stove Polish	42
						Sugar	2
						Sugar, Maple	4
						Syrup	3
						Syrup, Extracts	4
						Tacks	46
						Tapers, Gas	46
						Tobacco	47
						Teas	1
						Tobacco	46
						Tobasco Sauce	52
						Tomatoes	11
						Tomato Catsup (bulk)	53-54
						Tooth Picks	46
						Traps	46
						Truffles	38
						Tubs	45
						Turpentine	29
						Twine	43
						Twine Holders	46
						Twist Tobacco	49
						Vegetables (canned)	9
						Vermicelli	24
						Vinegar	53-56
						Washboards	46
						Washing Powder	28
						Wax	43
						Wax Strings	43
						Whips	46
						White Lead	30
						Wicking	46
						Willow Ware, Etc	42
						Window Screens	46
						Wringers	46
						Writing Paper	47
						Wooden Ware, Etc	43
						Yeast Cakes	39

Department 1

COFFEE, CHICORY, ETC.

This Dept. is corrected by M. J. Brandenstein & Co.; A. Schilling & Co.; J. A. Folger & Co.

Green Coffee.

	In bags	In drums
Mocha, Gen. Arabian	23	25
No. 2	21	23
No. 3	....	....
Mocha Liverato	23	....
" Aden	21	....
Kona (Hawaiian)	12	16
Mexican	12	18
Java, Common	15	18
Java, brown pln'tion	20	25
Java Mandheling	26	....
" Kroe	17	....
Caracol, prime w'shd	13	16
Caracol, ordinary	12	15
Guatemala Prime	15	..
" Choice	14¼	..
" Good	12½	..
Costa Rica Prime	13	..
" Choice(La G'nd)	13	..
" Good	11¾	..
Salvador Washed	13	..
" Unwashed	11½	..
Caracola Guatemala	15	..
" Salvador	13½	..

Roast Coffee.

Salvador	15	20
Java	24	31
Mocha Aden	27	31
Prme w'shd, C.A.blnds	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	13
Java Fncy Mndheling	33¼	33¾
" Kroe	25¾	26¼
Mocha Liverato	31¼	31¾
" J. S.	25¼	31¾
Java & Mocha Fancy	32¼	32¾
" No 2	25½	26
Guatemala No 1	18	18¼
" No. 2	15¾	16¼
Costa Rica No. 1	17¾	18¼
" No. 2	17	18¼
" No. 2	17	17½
" No. 3	15½	16
Kona Fancy	20¼	20¾
No 1	16¼	16¾

Private Brands.

Lion, 100-lb .....

Hills Bros. Arabian Roast .26

Arbuckle's 100-lb.....17.37½

"M. J. B."

"M.J.B.," 60 1's in case.. .28

"M.J.B.," 30 2's in case.... .27

"M.J.B.," 24 3's in case.... .25

Schilling's Best Coffee.

In 1-lb cartons, in 25, 50 or 100-lb cases. Can be assorted as required.

5-star	36¼	1-star	18¾
4-star	29¼	2-star	22¼
3-star	26¾		

Folger's Golden Gate Coffee.

100 or 60, 1-lb tins	31
50 or 30 2-lb tins	30
40 or 30, 2½-lb tins	30
20 or 12, 5-lb tins	30

Never sold in bulk

Chicory.

California	05¼
Belgian No. 2	.07
Belgian. No. 1	.07¼

Coffee Extracts.

Bulk, per lb	.07
Vienna, ¼'s, 10-lb. bx	.26
Vienna, 1's, 10-lb. bx	.25
Ackermann's, ½-gross bxs.	
gross	6.00

1

Department 2

This Dept. is corrected by **M. J. Brandenstein & Co., A. Schilling & Co., J. A. Folger & Co**

Japan.

TEAS.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	.56	74
Fancy	.44	55
Choicest	.39	43
Choice	.34	38
Fine	.28	35
Fair	.25	30

Green China

(Gunpowder Imperial or Young Hyson)

Extra Fancy	.56	76
Fancy	.38	46
Choicest	.35	37
Extra Choice	.32	34
Fine	.25	31
Fair	.20	25

English Breakfast.

Extra Fancy	.67	80
Fancy	.51	66
Choicest	.35	50
Choice	.24	30
Fine	.20	22
Fair	.15	20

Oolong.

Extra Fancy	.58	$1 50
Fancy	.50	57
Choicest	.36	48
Extra Choice	.33	35
Fine	.27	32
Fair	.22	26

Ceylon and India.

Broken Orange Pekoe	.36	65
Broken Pekoe	.33	56
Orange Pekoe	.31	53
Pekoe	.27	46
Pekoe Souchong	.24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz, Cartoons. Never in bulk)

Japan, per lb	$0.45
do. 1 crown	.90
do. 2 crown	1.80
English Breakfast	.45
do. 1 crown	.90
do. 2 crown	1.80
Ceylon	.45
do. 1 crown	.90
do. 2 crown	1.80
Oolong	.45
do. 1 crown	.90
do. 2 crown	1.80

TREE TEA.

(Full weights only.)

Packed in 1 lb. and ½ lb. cartons.

Japan	37½	E. B Congou.	37½
Ooolong	.50	Gunpowder	.45
Ceylon	37½	Or'ntal Blnd.	37½

Folger's Golden Gate Tea.

	4-oz.	8-oz.	12-oz.	16-oz.	5-lbs.
Japan	43	42	41½	41	41
English Breakfast	43	42	41½	41	41
Ceylon	46	45	44½	44	44
Oolong	48	47	46½	46	46
Gunpowder	46	45	44½	44	44
Black and Green	43	42	41½	41	41

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Department 5.

This Dept is corrected by **William Cluff & Co., Wellman, Peck & Co.**

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c; half barrels, 25c; boxes, 50c; 50-lb. bags, 10c.

Standard Granulated—Fine, Fruit or Coarse	5.45
Beet Granulated	5.25
Confectioners A	5.45
Cube	5.70
Cubes (A) Crushed	5.70
Powdered	5.55
Candy Granulated	5.55
Magnolia A	5.05
Extra C	4.95
Golden C	4.85
"D" Sugar	4.75
H. & E. Crystal Dominos	8.85

California & Hawaiian Sugar Refining Co. Additional per 100 lbs: In bbls. and 50-lb bags, 10c more; half bbls. 25c more; boxes 50c more; for all grades:

Granulated Basis	5.45
Bar	5.80
Powdered	5.55
(A) Crushed	5.70
Berry	5.45
Extra Fine Granulated	5.45

3

Coarse Dry Granulated	5.40
Confectioners' (A)	5.45
Confectioners' Crystal	4.55
Cubes	5.70
Bricks	5.70
XXX Granulated (100-lb bags only	5.25
Excelsior (A)	5.05
Extra (B)	4.95
Golden (C)	5.05
Yellow (D)	5.05
C. and H. "Higrade" Bar.	
In 100-lb. sacks	5.65
30-lb. boxes	6.15
10-lb. tins, 10 in case	8.00
35-lb. tins	7.30
40-lb. tins	7.30
Barrels	5.75
Half Barrels	5.90
Long's Peerless XXXXXX	
Do. bbls.	6.95
Do. ½ bbls.	7.20
Do. 4-lb. tins, cases	8.50
Do. 35-lb. tins, 10 in case.	8.50
Do. 10-lb. tins, 10 in case.	9.15
Do. 8-lb. tins, 8 in case.	9.15
Do. 30-lb boxes	7.80
For Bakers' and Confections' Use.	
Barrels	6.35
Half Barrels	6.60
Boxes, 20 lbs. each	7.20

MAPLE SYRUP. "Old Manse."

Gal. tins, ½ dz to case, dz	$14.00
½ Gal tins, 1 dz to case, dz	7.50
Quart tins, 2 dz to case, dz	4.25
Pint tins, 4 dz to case, dz	2.50
Jacket Cans, bulk, per gal	1.00
Glass Qts, 1 dz to case, dz	4.50
Glass Pts, 2 dz to case, dz	2.75

4

Log Cabin Maple Syrup.

Gallons, per doz	$15.00
Cans	
Half-gals, per doz	8.00
Quarts, per doz	4.50
Pints, per doz	2.60
Bottles	
Quarts, per doz	4.75
Pints, per doz	3.00
Jackets, per gal	1.10

Log Cabin Pen-O-Che Syrup.

Cans	
Gallons, per doz	$12.00
Half-Gals., per doz	6.50
Quarts, per doz	3.75
Pints, per doz	2.25
Bottles	
Quarts, per doz	4.00
Pints, per doz	2.50
Jackets, per gal	.85

MAPLE SUGAR.

Toboggan Brand Maple Sugar.

30 1-lb blocks (cases)	$4.50
60 ½-lb blocks (cases)	4.80

Maltese Cross Brand Maple Sugar.

Ass't'd ¼s, ½s, 1s, per case.	$3.00
Scalloped Cakes, 100 to case.	2.85

Syrup Extracts



2 oz, doz	3.00	16 oz, doz	18.00
4 oz, doz	5.25	32 oz, doz	36.00
8 oz, doz	9.75	Gals, each	11.00

Crescent Oil of Mapleine.

1-oz., doz	2.70	2-oz., doz	4.75
8-oz.,	15.00	4-oz., doz	8.25
16 oz, doz	27.00	32 oz, doz	48.00
Gals, each	15.00		

Hardesty's Maple Extract.

1 oz, doz	$1.10	2 oz, doz	1.75

MOLASSES.

	Bbl. 54 G	½ bbl 34 G	¼ bbl 17 G	JACKETS 5 G	4½ G	4 G	CASES 10 G	20 ½G	24 ¼G
Fancy Molasses									
Pickaninny	.57	.59	.67	3.30	3.02	2.73	7.50	8.30	5.82
Belmont	.52	.54	.62	3.05	2.79	2.53	7.00	7.80	5.52
St. Claire	.46	.48	.56	2.75	2.52	2.29	6.40	7.20	5.16
Medium Grade									
Oak Grove	.42	.44	.52	2.55	2.34	2.13	6.00	6.80	4.92
St. Mary's	.34	.36	.44	2.15	1.98	1.81	5.20	6.00	4.44
Import	.28	.30	.38	1.85	1.71	1.57	4.60	5.40	4.08
Baking Molasses									
Hawaiian Genuine	.19	.21	.29	1.40	1.30	1.21			
Island	.17	.19	.27	1.30	1.22	1.13			
Cane Black Strap	.15	.17	.25	1.20	1.13	1.05			

Old Fashioned Molasses, 2 doz. 2-lb tins to case, per doz, $2.40.

TABLE SYRUPS.

	Bbl 54 G	½ bbl 34 G	¼ bbl 17 G	JACKETS 5 G	4½ G	4 G	3 G	KITTS 2 G	1 G	2 G	1¾ G	CASES 1½ G	20 1-G	20 ½G	24 ¼G
High Grade Table Syrups															
Humming Bird	.51	.53	.61	3.00	2.75	2.49	1.93	1.32	1.42	1.29	1.17		6.90	7.70	
Peerless Sugar Drips	.50	.52	.60	2.95	2.70	2.45	1.90								
White Castle Drips	.49	.51	.59	2.90	2.65	2.41	1.87	1.30	1.40	1.28	1.15		6.80	7.60	
Perfecto	.46	.48	.56	2.75	2.52	2.29	1.78	1.28	1.38	1.26	1.14		6.70	7.50	5.35
Table Syrups															
New Butter Scotch	.47	.49	.57	2.80	2.57	2.33	1.81	1.22							
Victor	.42	.44	.52	2.55	2.34	2.13	1.66	1.24	1.34	1.22	1.11		6.50	7.30	5.22
Golden Gate	.40	.42	.50	2.45	2.25	2.05	1.60	1.14	1.24	1.14	1.03		6.00	6.80	4.92
Cooking Syrups								1.02	1.12	1.03	.94		5.40	6.20	
Carnation Drips	.36	.38	.46	2.25	2.07	1.89	1.48	.94	1.04	.96	.88		5.00	5.80	
Golden Drips	.32	.34	.42	2.05	1.89	1.73	1.36	1.10	1.20	1.10	1.00		5.80	6.60	
Special Table Syrup															
Heliotrope	.40	.42	.50	2.45	2.25	2.05	1.60								

Cases: Round Friction Top Pails: 6 10-lb. tins, per case, $3.48; 12 5-lb. tins, per case, $3.96; 24 3-lb. tins, per case, $4.80

MAPLE AND CANE SYRUPS.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS. 5 G	4½ G	4 G	CASES 10 1 G	20 ½G	24 ¼G
Woodlawn, made from pure maple sap in the groves at Beauce, Canada, and 1's also packed:	.95	.97	1.05	5.13	4.50	4.00	11.20	12.50	8.50
Cases: 12-1's, $14.00; 6-1's, $6.72; 12-½'s, $7.14; 24-¼'s, $8.10; 24-⅛'s, $5.10.									
Bottles: 12 qts., $4.60; 24 pts., $4.90.									
Deer Lodge	.85	.87	.95	4.70	4.28	3.85	10.30	11.10	7.50
New England	.77	.79	.87	4.30	3.92	3.53	9.50	10.30	7.02
Canada Maple Syrup and Cane Syrup	.67	.69	.77	3.80	3.47	3.13			

Department 4.

DRIED FRUITS, NUTS AND HONEY.

This Dept. is corrected by **Guggenhime & Co., Wm. Cluff Co.**

(Add ¼c for 50-lb. boxes and ½c for 25-lb boxes).

Apples (crop 1907.)

Sundried, sacks 7
Evap. Fancy, 50-lb boxes.... 9½
Evap. ex. choice, 50-lb box.. 9
Evap. choice, 50-lb box..... 8½

Apricots.

1907 Crop

Choice Sacks 22
Fancy Sacks 23
Fancy, 25-lb. boxes..... 25

Blackberries.

In boxes, per lb.....none

Cherries.

Pitted, in boxes, per lb.....35
Unpitted, in boxes, per lb.12½

Currants.

In bbls 09½
Recleaned, in bbls.....10½
Recleaned, 25-lb boxes.....11¼
Recleaned, 50-lb boxes.....11
Recleaned, 1-lb carts.....11¾
Recleaned, 12-oz carts..... 10¾

Dates.

Fard, 14-lb, per lb.....11
Persian, 65-lb case.....07

FIGS (California)

Black, sacks 04½
Black, 25-lb boxes, per box..1.25
White, bags 04½
White, 10 1-lb. brks., pr box ..... .90
White, 50-½s 1.90

FIGS (Imp. Smyrna.)

box ..... .90
Choice, 5-lb. bx., per lb....16

Nectarines.

1907 Crop

White 16
Red 16

Peaches.

Choice, sks..11|Fancy, sks..12½
Ex Ch'ce,sks11½

Pears.

Choice, ¼s, in sacks.....10½
Ex. choice, ½s, in sacks.....10
Fancy, ½s, in sacks.....13

Plums.

Unpitted ... Pitted,black.11
Pitted, blchd11½100s-110s ..

Prunes.

	Sks.	bx. 25-lb.
30-40s	8¾	9¼
40-50s	7¼	7½
50-60s	6	6½
60-70s	5½	6
80-90s	5	5½
90-100s	4¼	5
in cases of 125-lb tins		..
in cases of 12 5-lb tins		..

Raisins.

	Box	½s	¼s	50lb.
6 Cr. Layers	3.50	2.75	....	....
5 Cr. Layers	3.00	3.25	3.50	....
4 Cr. Layers			1.90	
3 Cr. Layers			2.00	
2 Cr. Layers			2.25	
4 Cr. Loose			.10½	
3 Cr. Loose			.10	
2 Cr. Loose			.09½	

Fancy Clusters, 1-lb cart per doz .....
Fancy Clusters, 5-lb cart per case .....
Unbleached Sultanas, 50-lb.... 8
Thompson's bleached Sult. seedless, 50-lb 11
Bleached Sult., sdiss..... 9
Seedless Muscatels, 50-lb cases 7¾
Red Ribbon, 48 16s.....11
Blue Bell, 50 1st (seeded)....10½
Seeded, 12 oz. cartons.....09
Seeded, bulk, lb.....11

1907 Crop F. O. B.

Clusters and Layers	20-lb bxs
Imperial, clusters, 6 c.	3.00 3.50
Dehesa, clusters, 6 c..	2.50 2.75
Fancy clusters, 4 c....	2.00 2.25
London Layers, 3 c.....	.... 1.60
London Layers, 2 c....	.... 1.50
Seeded	Per pkg

Fancy, No 16, 36 to cs 9¼ 9½
Fancy, No. 12, 45 to cs 7½ 7¾
Choice, No. 16, 36 to cs 8⅝ 9
Choice, No. 12, 45 to cs 6⅞ 6¼

25-lb bxs

Fancy bulk, per lb.... 8½ 8¾
Choice bulk, per lb.... 8⅛ 8¼
Loose Muscatels 50-lb bxs
Standard, 4 c .....
" 3c .....
" 2c .....
Seedless .....

Seedless Sultanas

Unbleached .....
Bleached, standard .....
" choice .....
" ex choice .....

Thompson Seedless

Unbleached 11
Bleached, standard ....
" Choice 10
" fancy 10½
" ex. fancy.. ... 11

NUTS.

Almonds, Fancy, I. X. L....19
Almonds, choice soft shell Drake 16
Almonds, shelled, No. 1.....45
Almonds, shelled, No. 2.....35
Almonds, shelled, Jordan Imported .....
Almonds, Jordan, Dom....
Brazils, 160-lb sacks.....18
Chestnuts, Italian 20
Cocoanuts, per 100.....4.50 5.00
Filberts, 175-lb sack.....14
Peanuts, California 07
Peanuts, Japanese 09
Peanuts, Eastern h'nd pick'd..09
Peanuts, roasted 9-10
Pecan, polished 18-20
Pine .....
Walnuts, soft shell, bleached.17½

HONEY.

Pure white sage, 2 5-gal tins, per lb..... .8
Light Amber, 2 5-gal tins .... per lb 7½

White Clover (stained.)

5-gal. tin, per lb 07½
2 dz 2-lb jars, per case.... 8.00
2 dz 1-lb jars, per case.... 4 25
24-qt. cans, per case 7 00
12 ½-gal. cans..... 6 60
6 1-gal. cans..... 6.00

Glass.

Per Doz

Tumbler, 8 oz., 4 doz in case 1.25
Oval pints, 4 doz in case.... 1.25
1-lb glass jars, 2 doz in case 2.25
2-lb glass jars (with comb.. 2 50

COMB

Water White, 24 1-lb frames..16
Light Amber, 24 1-lb frames..14
Water White, 24 1-lb frames..15

BEESWAX.

Pure 30-31

PINE APPLES

Per Doz

Johnson's Columbia

2's sliced, 2 doz. in case...2 30
2's grated, 2 doz. in case..2 30
1's sliced, 4 doz. in case..1 15
1's grated, 4 doz. in case..1 15
Gal. coreless, 4½ lb to tin, ½ doz. in case, per lb.. 16
Gal., grated, 7lb .to tins, ½ doz. in case ,per lb.. 16
2's sliced, Baltimore, 2 doz case 2 25
1's cocktail, Baltimore ovals, 4 doz. case.....1 25

Hawaiian.

Extra sliced, 2 doz, 2½.... 2.50
" " 4 doz 1s .... none
" grated, 2 doz, 2s.... 2.25
" " 4 doz 1s 1 40

Per doz

Standard sliced 2½s 2 doz 2 00
" " 1s, 4 doz....none
" " 1s, 4 doz.... 1.35

The "Advocate" costs you less than four cents per week. For that price you may get all the Trade News of the Coast.

A Profitable Investment

Swift's Pride Soap is a profitable investment for the Dealer, because:
It is made of the purest materials obtainable.
Well seasoned before leaving factory.



Useful for any part of the house—an all around family soap.

Once tried it becomes a household necessity.

If you are not already deriving benefit from the extensive advertising and wide popularity of Swift's Pride Soap, send in your order today.

Swift & Company, U. S. A.

9 10

Department 5.

This Dept. is corrected by J. H. Newbauer & Co., Tillmann & Bendel.

JELLIES, JAMS AND PRESERVES.

	Griffon 16-oz. Jars		Cutting 16-oz. Jars		Rose No. 2 Tins.		Rose Picnic Tins		Tumeler Jelly 4-d z.Case
	Preserves	Jam Pure	Jam Pure	Jelly Blended	Jam Pure	Jelly Blended	Jelly Pure	Jelly Blended	Jelly Blended
Apple	....	2 35	....	2 00	....	1 60	....	92½	90
Apricot	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Apricot Marmalade	2 35	....	....	....	1 85	....	....	....	.....
Blackberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Currant	2 35	2 35	....	2 00	....	1 60	97½	92½	90
Fig	2 35	....	2 00	....	1 85	....	97½	....	.....
Gooseberry	....	2 35	....	2 00	....	1 60	....	92½	90
Lemon	....	2 35	....	2 00	....	1 60	....	92½	90
Loganberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	....	90
Orange	2 35	2 35	....	2 00	1 85	1 60	97½	92½	90
Orange Marmalade	2 35	....	2 00	....	1 85	....	97½	....	.....
Peach	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Damson	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Plum, Green Gage	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Quince	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Raspberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Strawberry	2 35	2 35	2 00	2 00	1 85	1 60	97½	92½	90
Assorted Regular	2 35	....	2 00	2 00	1 85	1 60	97½	92½	90
Assorted Berries	2 35	....	2 00	2 00	1 85	1 60	97½	92½	90

Chunks, 2s 2.25
Whole, 2½s, 2 doz 2.00
Grated, 2s, 2 doz 1 75
" 1s, 4 doz 1.25
" gals, ½ doz 6.25

Singapore.

2 lb sliced .. 1.7522-oz., doz .. 48.00
1-lb sliced .. .952½ whole .. 2.25

Mince Meat.

Merrell-Soule Co.'s None Such Condensed Mince Meat, cases (6 doz. each), per case, $6.25.

Department 7.

This Dept. is corrected by Sussman, Wormser & Co., William Cluff Co.

CANNED VEGETABLES

Asparagus.

Mammoth 5.25
Large White 4.75
Medium White 4.50
White Tips 4.25

Beans

Stringless Extras .....
Blue Lake, ... 1.35
Blue Lake, gal., none .....
String, 2 lb. Standard 1 25
String, gal., Standard 4.50
Lima, soaked 1.00

Baked Beans

Fancy Eastern .....$
1-lb Tall tins 50
2-lb Tall Tins 80
2½-lb Tall tins 1 00
3-lb Tall tins 1 10

Van Camp's; Pork and Beans (Tomato Sauce.)

No. 1 cans, 4 dz. in cs., dz .. .95
No. 2 cans 1.40
No. 3 cans 1.90
Same (Plain) No. 3 ..... 1.75
Kidney Beans, No. 2 ..... 1.20
Lima Beans, No. 2 ..... 1.20

Corn

1s Maine, per doz $1.50
Gallon, cut, Maine, per doz .. none
Gallon, cob, Maine, per doz .. 6.50

11

Iowa, per doz ..... .90
5 case lots, Iowa ..... .85

Succotash.

Standard Maine 1.35

Peas

Petit Pois 2.25
2s Extra Fine Sifted 2.00
Standards 1.35
2s, Soaks 1.00

Tomatoes

3s, Solid Pack 1.50
3s, with peppers .... No quotation
2½s, Solid Pack 1.35
2½'s, Solid Pack with peppers ..... No quotation
2½s, Standard 1.00
Gallon, Standard 2.85
Gallon, Solid Pack ... No quotation
Gallon Puree ..... No quotation

Miscellaneous

Artichoke 2½s .....$
Carrots, 2s ..... 1.
Cabbage, 2s 1.1
Turnips, gal 4.00
Spinach, 2s 1.35
Spinach, gal 4 00
Beets, 2s 1.05
Hominy, Great Western, 3s ... 1.15
Hominy, Van Camp's 1.15
Pumpkin and Squash, gal 2.50
Van Camp's Strawberry Beets, No. 3, cans, 2 doz to case .. 1.90
Van Camp's Golden Pumpkin and Marrow Squash, No. 3, 2 doz in case, per doz 1.40
Same, No. 8 ..... 3.70

Department 8.

This Dept. is corrected by Cudahy & Co., Swift & Co.

PROVISIONS.

HAMS.

Eastern Standard, 18-20 .... .16½
" " 15-16 .... .16½
" " 12-14 .... .16¾
Picnic Hams ..... .11½

Boiled Hams

Skin on ..... .24½
Skin on ..... .25½

Breakfast Bacon

Eastern Standard, 6-8 .... .21½
" " 8-10 .. .20
" " 10-12 .... .19

English Cured Bacon

Eastern Cure, 8-10 ..... .18
Eastern Cure, 8-10 ..... .18½

Dry Salt Bacon

Clear Medium Bacon ..... .14
Clear Light Medium ..... .14

12

Light Belly ..... .16
Extra Light Belly ..... .16½
Bacon Backs ..... .14
Bacon Bellies ..... .15½

Dry Salt Meats

Sides ..... .13½
Bellies ..... .13½
Backs ..... .13
Fat Backs ..... .12½

Barreled Pork

	Bbls.	½-bbls
Spare Ribs	$	
Family Pork	21.50	11.25
Clear Pork	24.00	12.50
Big Pofk	26.50	13.75

Barreled Beef

Mess Beef	10.00	5.50
Family Beef	10.50	5.75
Ex. Family Beef	11.00	6.00
Beef Tongues	23.00	12.00

Pigs Feet

Tierces, about 300 lb $18.00
Barrels, about 200 lbs 13.50
½ bbls, about 80 lbs 5.50
Kegs, about 25 lbs 2.50
Kits, about 15 lbs 1.25

Pure Leaf Lard

Tierces, about 350 lbs. net 11
½ bbls, about 100 lbs 11¼
80-lb. Wood Tub, 80-lbs, net. 11¼
60-lb. Wood Tub, 60 lbs, net. 11¼
20-lb. Wood Tubs 11⅝
50-lb. Cans, one to a case 11¼
20-lb. Cans, 4 to case 11⅜
10-lb. Cans, 6 to a case 11¾
5-lb. Cans, 6 to a case 11¾
3-lb. Cans, 20 to a case 12

Golden Gate Lard.

Tierces, about 370 lb. net 11
½ bbls, about 150 lb. net 11¼
50-lb. cans, 2 to a case 11¼
20-lb. cans, 4 to a case 11½
10-lb. cans, 6 to a case 11¾
5-lb. cans, 12 to a case 11⅞
3-lb. cans, 20 to a case 12
20-lb. wood baskets 11¾
60-lb. tubs 11½
80-lb. tubs 11⅛

Compound Lard

Tierces, about 360 lbs., net .. 08½
50-lb. cans, 1 to a case 08¾
10-lb. cans, 6 to a case 09¼
5-lb. cans, 12 to a case 09⅜
3-lb. cans, 20 to a case 09½

"Arrow" Compound.

Tierces, about 370 lb. net 08½
50-lb. tins, 2 to a case 08¾
½ bbls, about 150 lb net 10¼
50-lb tins, 1 to case 10¼
20-lb tins, 4 to case 10½

13

10-lb. tins, 6 to a case.....09¼
5-lb. tins, 12 to a case.....09⅜
3-lb. tins, 20 to a case.....09½
20-lb wood bkts, 20 lb net..10⅜
60-lb wood bkts, 60 lb net10⅛
80-lb wood bkts, 80 lb net..10⅛

Suetene.

50-lb Cans ..... none

Beechnut Packing Co.

Beechnut Sliced Bacon and Beef in Glass.



14

1 doz No. 1 Jars.....$3.25
Erie Brand Chipped Beef in Glass, 1 doz No. 1 Jars... 2.60
5 case lots, less 5 per cent

Van Camp Packing Co.

Boned Chicken, No. ½ Cans.
1 doz. in case, per doz..... 2.90
Same; No. 1..... 5.15
Boned Turkey, No. ½..... 2.90
Same 5.15

Department 10.
FISH AND CHEESE.

This Dept. is corrected by **Wieland Bros.; Roethlisberger & Grassoff.**

Russian Caviar.

	Per doz
1-lb. cans, 2 doz. in case....	$17.00
½-lb. cans, 2 doz. in case..	9.00
¼-lb. cans, 5 doz. in case..	5.00
⅛-lb. cans, 6 doz. in case..	2.75
White Label Brand.....	none

CHEESE
Foreign and Domestic.

	new
New York State Factory	
Cheddars, June make ..	19½
Twins, June make.....	19½
Triplets	20
Cal. State factory flats....	19-20
Cal.State fctry, Young Am.	19-20-21
Jack or Monterey.....	21
Brick Cream	19
Limburger, Eastern, lb.....	17-18
Swiss,, imported, lb.....	29

15

Domestic Swiss	20-21
Roquefort, lb.....	40
Gouda, per lb.....	27
Sap Sago	22½
Pineapples, Eastrn, 6 in cs, cs.	3 50
Pineapples, Eastn, 6 in cs, sml	2 55
P'ffr'd Edam, small	34-35 pds
per case of 12.....	8.25
P'ffr'd Edam, med.....	38-40 8.75
Do. Edam, large	44-45 9.50

Fancy

Camembert, Brie, Roquefort and Gorgonzola, jars...	none
Parmesan C & B, sml bot doz	3 00
Parmesan C & B, lge bot, doz	5 00

Bayle's

Small ½-lb 1 lb. 2½-lb 5-lb
Deviled Cheese
$1.00, $2.25, $4.00, $5.00, $9.00
After Dinner Cheese:
$1.00, $2.40, $4.00, $4.50, $7.50
Roquefort Cheese:
$1.00 ,$2.40, $4.00 ,$4.50, $7.50

MacLaren Imperial Cheese Co.,Ltd

Imperial Cheese—	
Club size, 2 doz jars, doz....	$1.25
No. 1, size, 1 doz jars, doz..	2.80
No. 2 size, ½ doz jars, doz..	5.25
No. 3 size, ½ doz jars, doz..	10.60
Individuals, 5 doz jars, doz..	.85
Roquefort Cheese—	
Small size, 2 doz jars, doz..	1.75
Large size, 1 doz jars, doz..	3.25
Individuals, 5 doz jars, doz..	.85

SALT FISH

Pacific Codfish

Bundles, per lb.	04¾
Case, selected, per lb.....	5.75
Boneless, 30-lb. boxes, lb....	none
Boneless, 40-lb. boxes, lb....	7½
Boneless, Strips, per lb.....	7
Boneless Blocks, per lb.....	8
Boneless Tablets, per lb. ...	8½
Boneless Middles, per lb.....	7½
Boneless Middles, ex., per lb..	11

Eastern Codfish

Gen. Georges, 8 fish to cs	$11.00
Gen. Georges, 12 fish to cs..	10.00
Geo. Cur. Cod, case.....	9.50
Geo. Cur. Cod ,40 fish to cs	8.00
Gen. Geo. Middles, 60 fish...	15
Gen. Geo. Tablets,36 fish	11½
Gen. Geo. Blocks, 40 fish	11½

Shredded Codfish

Beardsley's shredded, 2 doz in case.....	1.00

Norwegian Mackerel

Bloater, 120-130 fish.....	37.00
Bloater, ½-bbl., 60-65 fish.	29.50
No. 1, 150-160 fish.....	17.00
No. 1, 75-80 fish.....	24.50
No. 2, 220-240 fish	20.00
No. 2, 110-120 fish.....	20.50
No. 3, 300-350 fish.....	30.00
No. 3, 150-175 fish.....	16.00
No. 4, 400-440 fish, bbl.....	27.00
No. 4, 200-220 fish.....	14.50

Irish Mackerel

No. 1, 200-220 fish.....	none
No. 1, 80-90 fish.....	none
No. 2, 325-350 fish.....	none
No. 2, 130-140 fish.....	none
No. 2, 475-500 fish.....	none
No. 2, 180-190 fish.....	none
No. 1, 10-lb kits, 15-16.....	
No. 2, 20-22 fish.....	1 30

American Bloaters

Shore Bloaters, 115-120 fish per

16

Shore Bloaters, 45-50 fish..	none
Extra No. 1, 120-130 fish....	none
Extra No. 1, 50-55 fish.....	none
No. 1, 140-150 fish.....	none
No. 1, 60-65 fish.....	none
No. 2, 130-140 fish.....	28.50
No. 2, 55-60 fish.....	11.00
No. 2, 140-160 fish.....	none
No. 2, 60-65 fish.....	none
No. 2, 160-180 fish.....	none
No. 2, 70-80 fish.....	none
No. 2, 180-200 fish.....	none
No. 2, 80-90 fish.....	none

In Kits

Extra Mess, 7 to 8 fish each..	$3.00
No. 1, kits, 8-9 fish or 15-17 fish	1.40
No. 2, kits, 8-9 or 20-22 fish	1.30

Salmon

King, bbls.....	none
Oregon Silversides, bbls.	13 00
Alaska Red, bbls.....	13 00
Alaska Red, ½-bbls, 100 lbs	7 25
Alaska Red, kits.....	1.00
Bellies, bbls	15.00-18.00
Tongues and Sounds, kits 10-lb	1 40
Tongues and Sounds, ½-bbls, 80-lb.....	11 50

New Herring, Pack 1907.

Ex Sictd Mixed, bbls.....	17.00
" " " ½ bbls	9.00
" " " Keg	1.20
Cheaper grade, mixed, bbl..	15.00
" " " ½ bbl..	8.00
" " Keg	90
Ex Selected, Milcher, bbl....	19.00
" " " ½ bbl..	10.00
" " " Keg	1.35
Cheaper, Milchner, bbl.....	17.00
" " ½ bbl.....	9.00
" " Kegs	1.00
Labrador, round, 160 fish...	5.50
Labrador Split, per ½ bbl..	6.50
Pacific, ½-bbl	5.00

Smoked Fish

Neptune, Brand, 100s.....	$2.85
Neptune, Brand 50s.....	1.60
Mainty Brand, 50s.....	2.25
Bloaters, Grim., 100 box....	$3.00
Bloaters, Grim., 50 in box.	1.75
Bloaters, Cromarty	3.00
Yarmouth, 100 in box....	
Halibut, chunks	15
Herring, boxes, Eastern	.25
Herring, boxes, Washington	.20
Herrings, Neptune, boneless, boxes of 10s, net.....	1.35
Moir's Selected Red Herrings, 100's.....	1.90
Moir's Selected Red Herrings, 50's	1.25
Salmon ,per lb.....10	20

Beardsley's.

Herring, boneless, tins, doz..	1.50
Herring, boneless, small, doz	1.00
Herring, boneless vacuum tumblers, 2 doz in case....	1.95
Finnan Haddies, 30-lb boxes per lb	

Potted Fish.

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy Bloater Paste ...	2.20
Ditto, fancy pots	4.75
Yarmouth Bloater Paste ...	.75

Department 9.

This Dept. is corrected by **Cudahy & Co.**

CANNED MEATS.

ALL PRICES ARE PER DOZEN

	No. ¼ Tins 4 doz in case	No. ½ Tins, 2 doz in case	No. 1 Tins, 2 doz in case	No. 2 Tins, 1 or 2 doz in case	No. 6 Tins, 1 doz in case	No. 14 Tins, ½ doz in case	No. 1 Tins, 1 doz in case
Corned Beef			1 25	2 25	7 50	16 75	
Roast Beef			1 25	2 25	7 50		
Roast Mutton			1 55	2 60			
Brisket Beef				2 75			
Boiled Beef			1 25	2 25	7 50		
Chipped Beef (in tins)		1 25	2 10		20 00		
Sliced Beef (in glass)		1 40	2 40				2 40
Sliced Beef (in tins)		1 35	2 35		22 00		
Sliced Beef (in glass)		1 50	2 50				2 50
Chip Beef (in Tins)		1 85					
Brawn			1 25	2 25			
Pigs' Feet			1 40	2 60			
Corned Pork			1 25	2 25			
Lunch Tongue		1 65	2 75				
Sheep Tongue		1 45	2 35				
Lambs' Tongue		1 45	2 35			No.1½	
Luncheon Tongue						5 50	
Sliced Bacon (in tins)							2 50
Sliced Bacon (in glass)		1 55					2 55
Deviled Ham (Geinuine)	85	1 50					
Potted Ham (Genuine)	85	1 50					
Potted Tongue (Genuine)	85	1 50					
Potted Meat (Ham Flavor)	40	75			No. 3		
Deviled Meat (Ham Flavor)	40	75			Tins		
Potted Meat (Tongue Flavor)	40	75			1 or 2		
Boneless Chicken		2 60			Dz. in		
Veal Loaf					Case		
Sandwich Loaf		95	1 80		1 80		
Picnic Loaf		95	1 80		1 80		
Chili Con Carne	No. ¾	95	1 80		1 80		
Beafsteak and Onions	95	80	1 30				
Hamburger Steak		90	1 65				
Frankfurter Bratwurst		90	1 65				
Minced Collops			1 80				
Tripe				2 20			
Sweetbreads				1 65			
Vienna Sausage			2 50				
Pork Sausage		85	1 35				
Oxford Sausage			2 35				
Bologna Sausage			2 10				
Sausage and Kraut			1 10				
Stewed Kidneys				2 35			
Corned-Beef Hash		90	1 55				
Lunch Sausage		85					
German Lunch Sausage		1 00					
Ox Marrow				2 90			
		No.1½	No. 2	No.2½	No. 3	No. 6	
Ox Tongue (whole)		6 25	7 50	9 25	11 25	20 50	
Chorizos							No. 5 10 00

WIELAND BROS.

309-311 DAVIS STREET. SAN FRANCISCO

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Camenbert, Schloss, Kronen and Neufchatel Cheese

17

Ditto, fancy pots.... .. 4.75
Kippered Herrings, Marshall's 1.90
Kippered Herrings, Moirs... 1.90

Department 11.
CANNED FISH.

This Dept. is corrected by **Sussman, Hooper & Jennings, Wellman, Peck & Co.**

	Doz
Anchovies, in oil, 2 doz ½ pts. in glass, doz.	5.00
Anchovies, 2 doz. ¼ pts. dz.	3.00
Bloaters, Yarmouth C. & B. doz.	4.50
Codfish Balls, 2-lb tins per. doz.	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.35
Eels, smoked, 1-lb. per dz.	2.85
Finnan Haddies, 2-lb ovl.	2.25
Finnan Haddies, 1-lb. round, per doz.	1.80
Sardelles, imp., ½-lb tins.	2.50
Sardelles, imp. in glass.	3.00
Sardelles, dom. 1-lb, glss	2.25
Sardelles, Ankers. ⅛ keg	3.00
Sprats	7.50 8.00

Mackerel
1-lb tins, 50 in a case
2-lb tins ,2 doz. in a case

Gold Label ,1-lb tins.	1.50
P. &. W., 2-lb soused.	2.75
P. & W., 2- lb mustard.	2.75
P. & W., 2-lb tomato.	2.75
Underwood, 2-lb soused.	2.85
Underwood, 2-lb tomato.	2.85
Underwood, 2-lb mustard.	2.85
Los Angeles, 2-lb soused.	2.55
Los Angeles ,2-lb tomato.	2.55
Los Angeles, 2-lb mustrd.	2.55
Mt. Desert, 2-lb soused.	2.25
Mt. Desert, 2-lb tomato.	2.25
Mt. Desert, 1-lb soused.	1.35
Blueback, 1-lb. fresh.	1.10
4 doz., 1s, flat, oval.	1.80
4 doz., flat, square.	1.40

Crescent Mackerel

Soused, 18-oz tins, doz.	$1.80
Tomato, 18-oz tins, doz.	1.80
Mustard, 18-oz tins, doz.	1.80

Mackerel in Oil.

Bezler's	3.00	4.00
Lemarchand	5.00	7.00

Salmon

Alaska Red, 1-lb. tins, doz.	$1.35
Alaska Red, 2-lb	none
Alaska Pink, 1-lb. tins	92½
Alaska Flats, 1 lb.	none
Oregon Red, 1 lb.	none
Oregon Red 2 lb.	none
Oregon Pink, 1 lb.	none
Oregon Pink, 2 lb.	none
Oregon Flats, 1 lb.	none
Columbia Riv., 1-lb. talls.	1.90
Columbia Riv. 1 lb flats.	none

Sardines.

	Per case
French, ¼s, 18 m.m.	11.00
" ¼s, 22 m.m.	12.50
Portuguese, ¼s, 18 m.m.	
" ½s, 22 m.m.	10.00
" ½s, 30 m.m.	16.00
Norwegian, ¼s, 18 m m	9.00

Sprats

French, ¼s, 18 m.m.	7.50
" 22 m.m	9.50

American Sardines

(¼s pkd 100 to cs. ¾s 50 to cs.)	
¼ in oil, without key.	3.80
¼s in oil, with key.	4.25
¼s in oil, per doz.	.50
¼s in mustard, per doz.	.60
¼s in mustard, case	3.75
¾s in mustard, per doz.	.95
¾s in mustard, case	3.40

Maconochie Bros., Ltd., London.

Kippered Herrings, case of 6 dz., No. 1 oval tins, per dz.	$1.80
Herrings in Tomato, case of 6 dz.,No.1 square tins,pr dz.	1.80
Findon Haddocks, case 6 doz., No. 1 oval tins, per doz.	2.30
Preserved Bloaters, case of 6 doz., No. 1 oval tins, per dz.	1.80

SHELL FISH.

Abalones

4 doz in cs ,with shells, cs 6.00

18

Clams and Clam Juice

	doz
Doxsee Clams, 1-lb tins.	$1.85
Doxsee Clams ,2-lb tins.	2.75
Doxsee Clam Juice ,1-lb.	.90
Doxsee Clam Juice 2-lb	1.60
B&M Lunch Clams, flat	1.37½
Underwood Clams, 1-lb.	1.05
Underwood Clams, 2-lb.	1.65
P. & W. Clams, 1-lb tins.	1.35
P. & W. Clams, 2-lb tins.	1.65
Oxford Clams, 1-lb tins.	.95
Oxford Clams, 2-lb tins.	1.50
P. & W. Clam Chowder.	2.25
Burnham's Clam Bullion, qts.	
Burnham's Clam Bullion,pts.	4.50
Burnham's Clm Bullion,½ pts	2.40

Crabs.

½s flat, 4 doz. per doz.	2.25
Minced, ½s flat, 4 doz.	1.25
Picnic, 1s, 4 doz.	1.15
" 2s, 2 doz.	1.75

Lobsters

	Doz
Picnic talls, 4 doz, per doz.	3.00
Picnic flats, 4 doz. per doz.	2.80
½-lb. flats, 4 doz. per doz.	2.60
¼-lb flats, 4 doz. per doz	1.10

Oysters

Oysters, Selects, 12 oz.	$3.25
Oysters, Selects, 6 oz.	1.90
Oysters, Standard, 10 oz.	2.35
Oysters, Standard, 5 oz.	1.35
Oysters, Standard, 8 oz.	2.10
Oyster, Standard, 4 oz	1.15

Shrimps.

Shrimps, pickled, 1-lb.	$1.35
Dunbar's Picnics, 1-lb. doz.	1.35
Pride of the Gulf, 1-lb. doz.	1.80
Dunbar's 1½-lb. doz.	2.35
Pride of the Gulf, 1½-lb. dz	2.80
Pickled Shrimp, 1-lb. doz.	1.35

Department 12.
This Dept is corrected by
SPICES AND EXTRACTS.
A. Schilling & Co., Wellman, Peck & Co.

In Original Packages.

Pepper, Black	14	18
Pepper, White	25	30
Ginger	13	19
Ginger, Gen Jam	15	21
Cinnamon, Ceylon	22	25
Cassia	16	24
Cassia	16	64
Cloves	20	36
Allspice	10	17
Nutmegs	30	65
Mace	80	90
Laurel Leaves, in bales		.07
Laurel Leaves, in small lots,		10.

E. McIlhenny's Son.

Powdered Tabasco Pepper, cs 2 dz, No. ¼ tins, dz.	2.40
Same, box, 1 dz No. ⅛ tins, dz	.96
Powdered Cayenne Pepper, bx 1 dz No. ⅛ tins, doz.	.96

Paprika.

1 oz. doz.	1.00	16 oz, doz.	7.75
2 oz. doz.	1.50	2½-lb tins.	
4 oz. doz.	2.75	5-lb tins.	
8 oz. doz.	4.50	Bulk, lb.	

MUSTARD.

Colman's, ¼s, per lb.	.52
Colman's, ½s ,per lb.	.48
Colman's 1s, per lb	.48
Colman's 5s, per lb.	.43
Durkees ⅛s, per doz.	.65
Durkees ¼s, per doz.	1.30
Schilling's Best, small, doz.	.80
Schilling's Best, medium, doz	1.35

Prepared.

Louit Freres, per doz.	2.25
Imitation Freres, per doz.	.70
Dusseldorfer 1 doz pts, case	1.60
Eddy's Salad, small.	.90
Eddy's salad ,medium	1.35
Eddy's large	2.00
Webbs, 2 doz. cs.	1.35
Heinz, 2 doz. cs.	1.25

FLAVORING EXTRACTS

Schilling's Best.

Triple Strength, Pure and Uncolored, Sprinkling Tops.
Full Measure. Never sold in bulk

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Department 12.
SPICES AND FLAVORING EXTRACTS.

Schilling's Best Spices — Nature's Best.
Square Tins. Never Sold in Bulk.

Small medium, large size have sifting tops except Mus ard.

	Small size per doz.	Medium size pr doz	Large size per doz	Ex.Large size pr doz	Hotel size pr tin
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.80	1.35	2.40	4.00	.85
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	1.35	2.30	4.35	7.75	2.00
Cloves	1.10	1.90	3.50	6.50	1.35
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
White Pepper	1.10	2.00	3.75	6.75	1.50
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	**6 doz.**	**4 doz.**	**2 doz.**	**2 doz.**	**1 doz.**
Gross Weight	**21 lbs.**	**24 lbs.**	**23 lbs.**	**38 lbs.**	**54 lbs.**

Folger's Golden Gate Ground Spices.
High Grade—High Price.

Net Weight	⅛-lb per dz 4 doz to cs	¼-lb per dz 4 doz to cs	½-lb per dz 2 doz to cs	1-lb per dz 2 doz to cs	2½-lb per dz 2 doz to cs	5-lb per dz 1 doz to cs
Pepper	.75	1.15	2.15	3.65	.29	.28
Mustard	.75	1.15	2.15	3.65	.29	.28
Ginger	.75	1.15	2.15	3.65	.29	.28
Allspice	.70	1.10	2.05	3.50	.28	.27
Cinnamon	1.30	2.25	4.25	8.15	.65	.64
Cloves	.90	1.50	2.75	4.95	.40	.39
Cayenne	.90	1.50	2.75	4.95	.40	.39
White Pepper	.95	1.55	2.85	5.10	.41	.40
Nutmegs	1.60	2.65	5.15	9.75	.71	.70
Mace	1.75	2.90	5.40	10.25	.75	.74
Sage	.65	1.05	1.95	3.35	.21	.20
Thyme	.70	1.25	2.35	4.35	.32	.31
Marjoram	.85	1.40	2.60	4.80	.38	.36
Savory	.70	1.25	2.35	4.35	.32	.31

	Lemon and Others	Vanilla and Rose
1 oz.	1.30	1.80
2 oz.	2.00	3.00
4 oz.	3.75	5.75
6 oz	5.50	8.50
8 oz..	7.25	11.00
16 oz..	14.00	21.50
32 oz	27.00	42.00

Folger's Golden Gate.
High Grade—High Price.

Vanilla and Rose		Lemon and Others	
1 oz.	1.60	1 oz.	1.25
2 oz.	2.50	2 oz.	1.85
4 oz.	4.75	4 oz.	3.45
6 oz.	6.75	6 oz.	4.75
8 oz.	9.00	8 oz.	6.50
16 oz.	16.50	16 oz.	12.00
32 oz	32.00	32 oz.	23.00

Department 13.
BAKING POWDER, ETC.

This Dept is corrected by **William Cluff Co., J. H. Newbauer & Co.**

Bendel.
Royal

	1 cs	5 cs	10cs
¼ lbs cans.	$1.38	$ 1.36	$ 1.34
6 oz. cans.	1.92	1.89	1.87
½ lb. cans	2.57	2.52	2.50
12 oz cans.	3.82	3.75	3.72
1 lb cans.	4.95	4.85	4.80
2½ lbs cans	11.65	11.40	11.28
3 lb cans.	13.60	13.34	13.20
5 lb cans.	22.35	21.90	21.68

An extra discount of 1 % if packed in barrels.

Trophy

4 oz., doz.	1.10	2½ lb, doz.	9.00
8 oz., doz.	2.00	5 lbs., doz.	18.00
16 oz., doz.	3.50	10 lbs, doz.	31.50

Sun Baking Powder

16 oz, doz.	$3.90	4 oz. doz.	1.20
8 oz, doz.	2.20		

Schilling's Best.
Never sold in bulk

4 oz, gr.	16.50	½ lb., doz.	10.50
6 oz gr.	22.50	3 lbs, doz.	12.00
8 oz. gr.	23.00	4 lbs, doz.	16.00
12 oz, gr.	41.00	5 lbs, doz.	20.00
16 oz, gr.	53.00	10 lbs, doz.	39.00

Folger's Golden Gate.
Guaranteed Pure.

4 oz, gr.	16.00	2½ pat, dz.	10.00
6 oz, gr.	22.50	3 pat, dz.	12.50
8 oz, gr.	28.00	4 pat, dz.	16.00
12 oz, gr.	41.00	5 pat, dz.	20.00
16 oz gr.	53.00	10 pat, dz.	39.00

CRESCENT.

	Per doz		
¼-lb tins.	.65	3-lb tins.	5.50
½-lb tins.	1.25	5-lb tins.	9.00
1-lb tins.	2.00		

Rumford Baking Powder.



	Per doz.
½ lb. can, 2 dz in box	1.40
1-lb. can, 1 dz. in box	2.80
3-lb. can, ½ dz in box	7.50
5-lb. can, ½ dz in box	12.50

Less 5 per cent in 5 case lots.
One case ½s or 1s free with 10 case lots.

K. C.

10 oz., dz.	.90	50 oz., dz.	4.25
15 oz., dz.	1.35	80 oz., dz.	6.50
25 oz., dz.	2.15		

Pure Cream Tartar.

100-lb bbls	.27	5-lb tins, dz	2.65
50, 25-lb bx	.28	1-lb tins, dz	5.50
5-lb tins, lb.	.40		

SODA.

Churches ,A. & H., 30 or 60 1's	.05¼
Same, 60 ½s.	.05½
Dwight's Cow Brand, 60 1s	.05¼
Same, 60 ½s.	.05½

(12-oz. pkg. ⅛c more; 8-oz. package ¼c more; 5 cs lots, ¼c less.)

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Department 14.
FARINACEOUS GOODS.

This Dept. is corrected by **Wellman, Peck & Co., Port Costa Milling Co.**

Miscellaneous Flours

	Bbl.
Port Costa	$5.10
Globe, A 1	5.10
Sperry	5.40
Golden Gate	5.40
Drifted Snow	5.40
Crown	5.40
Peacock	5.40
Banquet	5.20
Royal	5.20
Starr's Choice Extra	5.20
Colonial	5.20
White Navy	5.20
Success	5.20
Mission	5.20
Triumph	5.00
Bear	5.00
Bonanza	5.00
Eagle	5.00
Capitol	5.00
Caledonian	5.00
Silver Star	5.00
Mayflower	5.00
Rye Flour	5.20
Rye Meal	5.00
Whole Wheat Flour	5.40
Graham	5.20

Quaker Oats Co.

Quaker Oats, 36 2s	**$3.85**
" " family size, 20s	5.15
Scotch Oats, 36 2s	**3.85**
Banner Oats, 30 5s	**4.75**
" " family size, 20s	5.15
Saxon Oats, 20 5s	4.75
" " family size, 20s	5.15
Zest, 20s	**4.10**
Zest, 36s	2.75
Apetizo, 24s	3.00
Quaker Wheat Berries, 36 2s	3.60
Quaker Puffed Rice, 36 2s	3.00
Quaker Yellow or White Corn Meal, 36 3s	4.10

EGG-O-SEE CEREAL CO.

Egg-O-See, 36 1s, per case	2.85
E-C Corn Flakes, 36 1s, case	2.85
5 case lots either	2.75

DEL MONTE MILLING CO.

Del Monte Rolled Oats, wood	8.00
Del Monte Rolled Oats, sacks, 2 90-lb	7.50
Alta Mills, Rolled Oats, wood	7.50
Alta Mills Rolled Oats, sacks, 2 90-lb	7.00

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Del Monte Rolled Wheat, wood	4.30
Del Monte Rolled Wheat, 2 75-lb sacks	3.80

Case Goods.

	Per case
Self-raising Buckwheat Flour 24 cartons, 3 lbs	3.85
40 cartons, 1¾ lbs	4.00
Cal. Flapjack Flour, 36 2s	3.85
Semola or Nutty Grains, 20 cartons, 4 lbs	3.60
Cal. Cream Flake Oats, 36 2s	3.60
Primrose Wheat, 36 2¾s	3.85
Farina, 24 cartons, 1-lb	1.80

American Milling Co.'s Cereals.

	Per Bbl
Colonial Ex. Cream Rolled Oats, 180 lbs., (wood)	$7.25
180 lbs., 90-lb sacks	6.75
150 lbs., wood	6.00
Pacific Brand Rolled Oats, 180 lbs (wood)	6.75
180 lbs., 90-lb sacks	6.25
Bohemian Rolled Oats, 180 lbs. (wood)	6.00
180 lbs., 90-lb sacks	5.50
Colonial Pearl Rolled Wheat, 150 lbs. (75-lb sacks)	3.80
Colonial Granulated Hominy, 200 lbs (wood)	7.75
Colonial Steel Cut Oat Meal, 200 lbs. (wood)	8.25
Brewster's Pat. N. Y. Buckwheat Flour, 200 lbs (wood)	8.25
Colonial Pearled Hominy, 200 lbs. (wood)	7.75
Colonial New Process Buckwheat Flour, 200 lbs (wood)	8.25

Case Goods.

Colonial Ex. Cream Rolled Oats, 36 2-lb pkgs	3.60
Colonial Self-Raising Buckwheat Flour, 24 3-lb pkgs	3.80
Pettijohn's Breakfast Gem, 2-lb pkgs. to case	3.25

Port Costa Milling Co.

Golden Poppy Oat Flakes, 36 2s	3.60
Encore Pancake Flour, 36 2s	3.60
Encore Buckwht Flour, 36 2½s	5.75
Oat Flakes, 36 2s	3.60

MISCELLANEOUS PACKAGE CEREALS.

(All prices net.)

Grape Nuts, 1 & 2 doz. per dz	1.35
Breakfast Gem, case 3 doz	3.25
Wheatine, 36 2s, per case	3.30
Violet Pancake Flour, 36 2½s	3.60
Violet Oats, 36 2s	3.60
Germea, 20 4-lb. pkgs. per case	4.10

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Germea, 20 2-lb. pkgs per case	3.20
Flaked Rice, 24 1's	3.00
Dr. Price's Wheat Flake Celery Food per case	2.85
Hecker's Farina, 24 2s, case	2.00
Pillsbury's Best Cereal Vitos, 36 2s	5.10
Cream of Wheat, 36 2's	5.25
Crespo, 36 2's	2.75
Snow Flake, 36 2's	2.80
Malta Vita, 36 1's	4.00
Our Mother's Mush, 36 2s	2.80
Twin Bros. Mush, 36 2s	2.80
H. H Robbins, Cr'mry Bkfst 36 2s	2.80
Phoenix Wheat Flakes, 36 2-lb	2.80
White Rose Wheat Flakes, 20 5-lb.)	4.70
Carnation Wheat Flakes 20 5s	4.70
A B C Breakfast Wheat 72 2's	5.00
A B C Breakfast Wheat 36 2's	2.60
Nutro, 9s	2.80
Wheaton, 9s	5.20
Grape Nuts, No. 22, per doz	1.35
Morning Meal, per case	2.80
Olympic Wheat Hearts, 24 5s	4.75
Olympic Wheat Hearts, 48 2s	4.75
" Cake Pastry, 20 5s	4.75

Pancake Flours.

Uncle Sam, 36 2s	3.25
Encore, 36 2s	3.60
Olympic Pancake Flour, 24 4s	4.45

H. O. Cereals.

	Case
H-O Buckwheat, 2 doz. 3-lb [illegible]	[illegible]
H-O Pan Cake Flour, case	3.90
H-O Oats, 24 2's, per cs.	3.15
Korn Kinks, 36 2s	2.85
Force	4.50

Freight paid on country shipments of H. O. goods up to 25c per cwt on 5 case lots

RALSTON MILLS

Ralston Breakfast Food 36 2s	4.50
Ralston Barley Fo'd, 36 2s	4.25
Ralston Health Oats, 36 2s	4.50
Ralston Hominy Grits, 36 2s	4.25
Ralston Health Crisp 36 2s	2.75
Ralston Select Bran, 24 3s	2.50
Ralston Pan Cake Flour 36 3's	3.75
Ralston Whole Wheat Flr 4 ¼s	5.50

Capitol Mills.

	Per Bbl
Ex Cream Rld Oats, 180 lbs	$7.25
Ex Cream Rld Oats, 180 lbs (90-lb sacks)	6.75
Rolled Oats, 180 lbs	6.75
Rld Oats, (90-lb. sks), 180 lbs	6.25
Rolled Oats, 150 lb bbls	6.00
Rolled Oats, 90-lb. sacks	5.50
Pearled Rld Wheat, 150 lbs	4.30
Pearled Rld Wheat (75-lb sacks), 150 lbs	3.80
Granulated Hominy, bbls	7.75
Pearled Hominy, bbls	7.25
New Process Buckwheat Flour, bbls	8.25
Steel Cut Oatmeal, "A" (fine) "B" (medium), "C" (coarse) bbls	8.25
Brewster's Pat. New Process Buckwheat Flour, bbls	8.25

	Per Case
Self Raising Buckwheat Flour 20-3½-lb. pkgs. in cases	3.80
Self Raising Buckwheat Flour 24-3 lb. pkgs. in cases	3.80
Farina, 24 1 lb pkgs in cases	1.60
Mills Ex Cream Rld Oats 2 5-lb sacks in case	3.60
Pan-Cake Flour, 36 2-lb pkgs in cases	3.60

Farinaceous Goods in Sacks Manufactured by Local Mills.

	Per 100 lbs in 2 lb sacks
Buckwheat Flour, Fine	$4.00
Buckwheat Flour, Extra	4.20
Buckwheat Flour New Process	4.20
Buckwheat Flour, Self Raising	4.40
Buckwheat Groats	3.60

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Corn Meal, Yellow	2.75
Corn Meal, White	2.75
Corn Meal, Ex Cream Yellow	3.40
Corn Meal, Ex Cream White	3.40
Corn Flour	[illegible]
Cracked Wheat	3.50
Entire Wheat Flour	3.20
Farina	4.20
Flaked Pearl Wht 7-lb & 10 lb	4.20
Graham Flour	3.00
Hominy, large	3.40
Hominy, small	3.60
Granulated Hominy	3.80
Oatmeal, plain	4.10
Oatmeal, extra	4.30
Oatmeal, steel cut	4.30
Oat Groats	4.30
Pearl Grits	3.85
Pearl Barley, No. 1	5.40
Pearl Barley, No. 2	5.40
Pearl Barley, No. 3	5.40
Split Peas, Yell..o....w	5.00
Split Peas, Green	6.50
Rice Flour	7.20
Rolled Oats, 7-lb & 10 lb	4.30
Rye Flour	3.40
Rye Meal	3.20
Wheat Meat	3.40
Pearl Barley, No. 1, 25 and 50-lb. boxes	5.40
Split Peas, Yellow, 25 and 50-lb. boxes	5.00
Split Peas, Green, 25 and 50-lb boxes	6.50

25-lb. sacks deduct 10 cents per cwt. from price of 10s.

50 lb sacks deduct 5 cents per cwt. from price of 10s.

PASTES

Imported

Crown Macaroni, 25 1s, pr pkg	.12
" Spaghetti, 25 1s, pr pkg	.12
" Vermicelli, 25 1s, pr pkg	.12

Imported Style.

Bellac Macaroni, 25 1s, pr pkg	.10
" Spaghetti, 25 1s, per pkg	.10
" Vermicelli, 25 1s, pr pkg	.10
" Alphabet, 25 1s, pr pkg	.12
Wash. Macaroni, 25 1s, pr case	1.80
" Spaghetti, 25 1s, pr case	1.80
" Vermicelli, 25 1s, pr case	1.80

Golden Egg.

Macaroni, 48 5c packages	$1.80
" 24 10c "	1.80
Spaghetti, 48 5c "	1.80
" 24 10c "	1.80
Noodles, 48 5c "	1.80
" 24 10c "	1.80
Alphabets, 48 5c "	1.80
" 24 10c "	1.80

Marvelli.

Macaroni, 25 1s, No. 1 car, dz	1.20
Spaghetti, 25 4 dz, No. 1 car, dz	1.20
Vermicelli, 25 4 dz, No. 1 car, dz	1.20
Alphabets, 25 4 dz, No. 1 car, dz	1.20
Noodles, 25 4 dz, No. 1 car, dz	1.20
Egg Noodles, 25 4 dz, No. 1 car, dz	1.20
No. 1, Extra, per box	35
No. 1, Extra, 25 lbs	1.00
No. 1, Extra, 50 lbs	1.80
No. 1, Extra, 100 lbs	3.60

CAL. PASTE CO.

Macaroni, Vermicelli, Etc

Extra No. 1	30
Extra Halves	25
Extra, 15 lbs	80
Extra, 25 lbs	1.40
Extra, 50 lbs	1.80
Extra, 100 lbs	3.60
Egg Noodles, 25 lbs	1.60
Egg Noodles, 50 lbs	3.00

SAGO AND TAPIOCA

Pearl Sago	06
Pearl Tapioca	06
Minute Tapioca	06
Instantaneous Tapioca	2.75
Instantaneous Sago	2.75

Department 15.

Hills Bros., William Cluff Co	[illegible]

RICE.

Fair Japan	05
Good Japan	05½
[illegible]	06
[illegible]	06½
[illegible]	07
[illegible]	08

STERILIZED MEALS IN CARTONS PUT UP BY LOCAL MILLS.

ALL NET	Carton	Net Case	Rt'l Pr Pkg.
Buckwheat Flour	36-2 lbs.	$3.75	15c
Buckwheat Flour	20-5 lbs.	5.00	30c
Corn Meal, White or Yellow	36-2 lbs.	2.50	10c
Corn Meal, White or Yellow	20-5 lbs.	3.40	25c
Cracked Wheat	36-2 lbs.	3.75	15c
Cracked Wheat	20-5 lbs.	4.80	30c
Graham Flour	36-2 lbs.	3.00	10c
Graham Flour	20-5 lbs.	4.10	25c
Hominy, Large	36-2 lbs.	3.70	15c
Hominy, Large	20-5 lbs.	4.80	30c
Hominy, Small	36-2 lbs.	3.70	15c
Hominy, Small	20-5 lbs.	4.80	30c
Oat Meal, Granulated	36-2 lbs.	3.75	15c
Oat Meal, Granulated	20-5 lbs.	4.85	30c
Steel Cut Oatmeal, A. B. C.	36-2 lbs.	3.85	15c
Steel Cut Oatmeal, A. B. C.	20-5 lbs.	5.00	30c
Pearl Barley, 1, 2, 3	36-2 lbs.	4.85	20c
Pearl Barley, 1, 2, 3	20-5 lbs.	6.40	40c
Rice Flour	36-2 lbs.	6.20	25c
Rice Flour	20-5 lbs.	8.20	55c
Rye Flour	36-2 lbs.	3.70	15c
Rye Flour	20-5 lbs.	4.80	20c
Rye Meal	36-2 lbs.	3.70	15c
Rye Meal	20-5 lbs.	4.80	30c
Split Peas, Yellow or Green	36-2 lbs.	4.55	15c
Split Peas, Yellow or Green	20-5 lbs.	5.90	40c
Whole Wheat Flour	36-2 lbs.	3.15	10c
Whole Wheat Flour	20-5 lbs.	4.00	25c
Gluten Flour	36-2 lbs.	4.50	15c
Gluten Flour	20-5 lbs.	6.20	40c
Farina	36-2 lbs.	4.10	15c
Farina	20-5 lbs.	5.50	30c
Lightning Tapioca	24-1-lb.	2.20	15c
Cardinal Crushed Oats, Premium	20-5 lbs	4.25	

The Advocate is the LARGEST EXCLUSIVE Retail Grocery JOURNAL west of CHICAGO.

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Choice Honduras 06½
Fancy Honduras 07
Extra Honduras 07½

M. J. Brandenstein & Co.

Japan, Tycoon, Fancy Table $5.50
" Rubicon, extra fancy 6.00
" M. J. B., Double Diamond 6.25
Fancy Head, Carolina..6.50 7.00
Louisiana, Japan 5.50 5.75
Louisiana Tengue..... 5.12½
Louisiana, Japan Banzai..... 5.00
Haiwaiian 5.25 5.50
China, No. 1, per dbl mt..... 6.37½ 6.50
China, Mxd, dbl mt....4.60 4.75
Patna Head 7.00
Caro Head, MJB, 40 2s, r 20 5s.. 7.50
Imp. Japan MJB 40 2½-lb.. 6.75
Imp. Japan MJB, 10 5-lb.... 6.75
Japan Table Queen, 33 3-lb.. 6.00
Japan Table Queen, 40 2½-lb 6.00

M. Phillips & Co.

Hermosa, Ex. Fancy 2½ & 5-lb 7.10
Fiesta, 2½ and 5-lb..... 6.75
Ex. Fancy Carolina..... 7.00
Fancy Carolina .....6.00 to 6.75
Hawaiian .....5.10 to 5.50
Satsuma No. 1 Imp. Japan.. 6.25
Toyokome 6.00
Togo 5.85
Matsuta 5.65
Higo 5.50
Mikado 5.35
Texas Japans .....5.10 to 5.85
China No. 1 .....5.65 to 6.75
China No 2 .....4.35 to 5.15

W. T. Welisch & Co

Samurai, La., Japan.....$5.25
Ito 5.60
Fuji, La., Japan.....
Fuji Yama, La., Japan.....
W (circle), La., Japan..... 5.85
Snow White, Caro. Head....
Mardi Gras, Caro. Head..... 6.40
Paragon, Caro. Head..... 6.15
Virgin " " 2½&5 to arrive 7.00
Honeymoon, Caro. Head, 2½&5 6.90
Natural, Caro Head. 3s..... 6.50
Mascot, Caro. Head.....
Tiffin, Caro. Head..... 5.35
Best Yet, Japan, 3s..... 6.25

Rice Specialties.

Quaker Puffed. 3 doz to case. 3.00

Department 16.

LAUNDRY MATERIALS

This Dept. is corrected by **Haas Bros., Wellman, Peck & Co.**

AMMONIA

Greer's Washing Ammonia

First grade absolutely pure. 180 Beaume Strength.
Pints, 2 doz to cs, per doz..$1.65
Qts, 1 doz to case, per doz. 2.70
½ Gal., ½ doz to cs, per doz. 4.50

Greer's Toilet Ammonia

Lavender and Violet
Pints (2 doz to cs).$2.50 pr dz

Parson's Household Ammonia (Neutral.)

Pts., 2 doz to case, per doz. $ 1.75

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Qts., 1 doz to case, per doz.. 2.65
½ gals, 1 doz to case, per doz 4.50
One-half case free with 5 cases; one case free with 10 cases.

Washing Ammonia

Standard Grade
Pts, 2 doz to case, per doz..$ .80
Qts, 2 doz to case, per doz.. 1.10

Bluing, Ball

Nuremberg, A, ½s, per lb 35
Do A. D., ½s, per lb.... .27½
Do A. C. R., ½s, per lb.. 22½

Crown

German ½s per lb...12½ 13
Do ¼ 's, per lb....14½ 15
Deschamp's French, 1's per lb 27½
Do ½'s, per lb....28½

Bluing, Liquid

Common, pts, 3 dz to case.. .85
" qt, 2 doz to case.. 1.25
" ½ gal, 1 doz to case 2.50

Borax

20-Mule Team, 1's cs of 2 doz $2.25
20-Mule Team, 12-oz cs of 4 doz..... 3.45
20-Mule Team, ¼'s cs of 8 doz 2.90
(Less 5 per cent in 5 case lots;
Lump, 25 lbs in box..... .09
Powdered, 25 lbs in box.... .09

Chloride of Lime

Brookman's, 1's per lb....7¼
Do ½'s, per lb.....9
Blue Bell, 50 1s, per lb.....6½
Owl, 50 1s.....7

Potash.

Per case
Babbitt's, 4 doz in case..... 3.35
American, 4 doz in case..... 3.00

Lye.

Tomson's Red Seal, 4 dz to case 3.85
Tomson's 5-lb 12 to cs.. 4 50
American, 1s, 4 dz in case.... 3.00
Babbitt's Lye, 4 doz in case...3.35
Metropolitan 4 dz to cs.. 3 00
" 5-case lots... 2 90
Banner, 1 case, 4 doz..... 3.60
Blue Bell, 48 1s..... 2 85
Jumbo, 48 1s..... 1 90
Golden Star, 4 doz to case.. 2.90
Merry Nickel, case 1.75
Merry War, case 2.85

Sal Soda

California, sacks 1 40
California, bbls 1 50

Department 17.

SOAPS.

This Dept. is corrected by **Wellman, Peck & Co., Sussman, Wormser & Co.**

Peet Bros. Mfg. Co.

Silk Soap $3 35
A. B. Naptha Soap..... 4.20
Crystal White Soap..... 4.00
Nugget Soap, 100s..... 2.50
Lily White (Floating Bath).. 3.90

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Mechanics, 36 cakes in box.. 2.05
Mechanics, 50 in box (5c size) 1.90
Pine Tar, 100 cakes in box.. 3.75
Olive Castile, bx doz, pr gr.. 4.80
Mottled Castile, bx 1 dz cakes 4.80
Antonia Berti White Castile, 12, 15 or 20 bars to box.... 3.10
Spring Blossoms, bx 3, wrpd, gr 4.80
Beau Ideal, bx 3, wrpd, gr.. 5.20
Attar of Roses, bx 3, wrpd, gr 5.20
Elder Flower, bx 1 dz cakes 4.80
Oatmeal, bx 1 dz cakes, pr gr. 4.25
Witchazel, bx 1 dz cakes pr gr 5.00
Bart'nia Bouquet, bx 3 wrpd, gr 24.00
Sweet Narcissus, bx 3, wrpd, gr. 17.50
La Rosa, bx 3 wrpd, pr gr.... 9.00
Maj'tic Series Heilotrope Jasimine, Jcky Clb, Rose bx 3, wrp 9.00
Japan Bouquet, bx 3, wrpd, gr 5.00
Barbers' Cream, 6 lb bxs, pr lb 20
Wild Rose Glycerine, 50s.... 3.75
Rainbow Assorted, gross..... 5.50
Carnation, gross 9.00
Savon De Veleria, gross..... 9.00

Standard Soap Co.

Gasene, 100 ..... 4 25
Top Notch, 100 10 oz..... 3.25
Yellowstone 100 14 oz..... 4 00
Marigold, 100 16 oz..... 4 20
Radio, 100 " oz 3.00
Magno, 100 12 oz..... 6 00
Gold Medal Borax..... 6 50
Purity, "Floating," 5c size 3 90
Do. 10c size..... 6 25
Do. 10c size, 20..... 1 30
Electric Mineral, 100 16 oz 5 50
Electric Mineral, 20, 16 oz.. 1 15
Peerless Kitchen, 100 10 oz. 2 85
Peerless Kitchen, 20 10 oz 65

Swift & Co.

Wool Soap, 10 oz., 100s..... 7.00
" " 6 oz., 100s..... 4.00
Witch Hazel (Swift & Co.).. 5.00
Oat Meal (Swift & Co.)..... 5.00
White Ribbon 3 65
Swift's Pride 3.35
Swift's Naptha 4.00
Elko 3.55
Cream Laundry 4.25
Snap, 60, 16 oz..... 2.65
Snap, 100, 8 oz..... 2.25
Special, Grocers' Assmt (sells for $9.00, 80% profit)..... 5 00

P. & G. Naptha.

Lenox, 20 ..... .75
Ivory, 100 10 oz..... 7.00
Ivory, 100 6 oz..... 4.00

N. K. Fairbanks & Co.

Fairbank's Clairette. 100.... 3.35
Fairbank's Santa Claus, 100.. 3.35
Fairbank's Copco, 100.... 4.00
Fairbanks' Fairy Ovl, 5c.... 4.00
Fairy Oval, 10c..... 7.00
Sunny Monday, 100s..... 4.75
Fels Naptha, case..... 4.35

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Miscellaneous.

Mascot $2.65
Miller's Naphta, 100 14-oz.... 4.35
Mikado, 20 14 oz..... 4.25
Mikado, 20 14 oz..... 1.05
Lenox, 100..... 3.35



50 large.. 3.50
100 small 3.65

Lifebuoy, lndry size, 60 cakes $4.00
" lndry size, 30 cakes.. 2.00
" toilet size, 100 cakes.. 2.00
" toilet size, 50 cakes.. 2.00
Sunlight, lndry shape, 100 cks 4.20
Welcome, Borax lndry soap. 4.20
Cheerful, high grd lndry soap 3.50
Monkey Brand, 100 cakes.... 4.00
Monkey Brand, 50 cakes..... 2 00
Babbitt's, 100 ..... 4.25
Strker's Kitchen, 100s, 8 oz.. 3.40
Strker's Kitchen, 20s, 8 oz.: .80
Star of Kitchen Sand Soap.. 4.75
Gem of Kitchen Sand Soap..3.25
Yacht Club Borax, 200s..... 7.50
" " " 100s 3.90
" " " 20s ..... .85
Nun Nicer Borax, 10 oz..... 6.00
Blue Ribbon Borax, 7 oz.... 4.00

SAVON

Gilt Edge, 100, 16 oz. $3.80
" " 20s ..... .85
Royal, 100, 14-oz..... 3.40
" 100 12-oz 3.10
" 100 10-oz 2.75
Vermont Long Bar Laundry, 100-lb cases 3.50
Packed either 100, 80, 40 or 25 bars to case.

Castile Soap

Notre Dame 8
White Virgin, lb..... 8½
White, Conti 15
Mottled, imported 7½
Clover Leaf White 15
La Lune White French Castile Soap
Case of 12 long bars, per case 2.65
5 case lots, per case..... 2.60
10 case lots, per case..... 2.55
25 case lots, per case..... 2.50

Scouring Soap

Bon Ami, 3 dz to cs, per cs.$2.50
Sapolio, ½ gross box, per bx 4.50
Sapolio, hand, ½ grs bx, pr bx 4.50

WASHING POWDERS

Gold Dust ,24 3's, per cs.$4.50

BABBITT'S BRANDS.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!

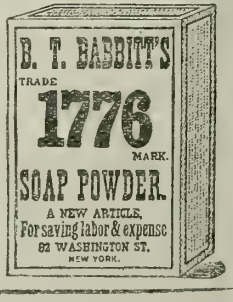


B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an exceilent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 41 CLAY STREET, S. F.

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Gold Dust, 100 10 oz.... 4.00
Swift's Pride, 12 oz..... 4.25
Swift's Pride, 24 4s..... 4.25
Lavarine, 36 1 lb, pr. cs. 3.00
A.B.Naptha,100 16-oz pkgs,1 cs 3.90
A.B. Naptha, 24 4-lb pkgs, 1 cs 3.90
Lavarine, 100 5c pkgs.... 3.50
Pearline, 100 6 oz.pkgs.. 3.75
Babbitt's 1776, 6 oz..... 2.85
Kleeno, 72 1s..... 5.25
Kleeno, 24 3s..... 4.75
Kleeno, 100 ½s..... 4.00
Peet's Seafoam, 24 3s..... 3.75
" " 100 12 oz..... 3.75
Grandma's Borax, powdered 24 3s 4.50
" 60 ¾'s 2.40

One case, large size, free with 5 cases, large or small.

Department 18.

STARCHES.

This Dept. is corrected by **Sussman, Wormser & Co., Hooper & Jennings.**

KINGSFORD'S OSWEGO.

Silver Gloss 12 6-lb bxs..9
" 40 1-lb pkgs.8½
Corn, 40-lb boxes.....8

NATIONAL STARCH CO.
Lily, Sioux and Niagra Brands.

Corn, 40 1s 6
Gloss, 48 1s.....6¼
Gloss, 12 6lb.....7
Laundry (bulk), 50s.....5½

J. C. HUBINGER BROS. CO.

Elastic (Flat Irn Brnd),64 ¾s 5.00
Pops Corn, 40 1s..... 6.50
Tiger Lump (bulk 50-lb bxs) 4¾
" " 40 1s 5¾
" " 3-lb. pkgs..... 5½

NONE SUCH BRAND.

Corn, 40 1s.....6
Gloss, 48 1s.....6
Gloss, 12 6s.....7
Gloss, 50-lb box.....4¾

OWL.

Corn, 40 1s, per lb.....5
Gloss, 40 1s, per lb.....5½
" 12 6s, per lb.....6

MURDOCH'S OSWEGO.

Oswego Corn, 40 1s.....7½
Velvet Gloss, 40 1s.....8
" " 12 6s.....8½
One case free with 10.

BLUE RIBBON.

Gloss, 48 1s .....
Gloss, 12 6s.....
Corn, 40 12s.....

MISCELLANEOUS.

Celluloid, 60 ¾-lb pkgs,pr bx 4.75
Elastic, same, per box..... 5 00
China, 80s 5.50

Department 19.
OILS, PAINTS, ETC.

This Dept. is corrected by **Whittier-Coburn Co.; W. P. Fuller & Co.**

Coal Oil

Water White, bulk.....10½
Water White, 150 deg bulk..11½
Special Water White, bulk...12½
Pearl, cases, 2 5s.....17½
Astral, cases, 2 5s.....17½
Star, cases, 2 5's 17½
Ex. Star, cases, 2 5's.....20½
Argo, bulk 19
" case 26
Elaine, cases, 2 5s.....26½
Eocene, cases, 2 5s.....20½

Gasoline and Benzine

86 deg. Gasoline, bulk.....30
86 deg. Gasoline, cases....37½
Benzine, bulk 12
Benzine, cases 19
Stove Gasoline, bulk.....18
" " case 25
Gasoline, 86 deg., bulk.....30

30

Same, cases, 2 5s 37½
Red Crown Gasoline, in bulk..18
Red Crown Gasoline, in cases, 2 5s 25
Motor Gasoline, bulk.....18
Motor Gasoline, in cases, 2 5s.25
No. 1 Eng. Dist. Iron Bbls. or Drums 09½
No. 1 Eng. Dist., cases, 2 5s..16½
No. 2 Eng. Dist. Iron Bbls or Drums 08
No. 2, Eng. Dist., cases, 2 5s..15
V. M. & P. Naptha, in bulk..10
V. M. & P. Naptha,cases,2 5s.17½

Turpentine.

Strictly Pure, cases, 2 5s....77½
" drums of iron bbls..70½

Linseed Oil

Pure, raw, bbls 59
" boiled, in bbls.....61
" raw, case, 2 5s.....65
" boiled, case, 2 5s.....67

Castor Oil

Baker's AA, cases, 2 5s..... 1.30
No. 1, cases ,2 5's..... .70
2 oz ..... .65
4 oz ..... .90
8 oz 2.00
5 5-gal tins, per gal..... 1.30

Lard Oil

	Bbl.	Case
Strictly pure	90	.96
Sup. Win., str.....	85	.91
No. 1	75	.81
1 oz		.45
2 oz		.55
4 oz		.85

Neatsfoot Oil

Cooper's	80	.86
Extra	70	.76
No. 1	60	.66

Lubricating Oils

	bbls	Case
Star Cylinder Oil.....60		65
Columbia Cylinder.....40		65
Gem Cylinder Oil.....		..
Ruby Cylinder Oil.....		..
Star Machine Oil.....30		35
Star Dynamo Oil.....50		55
Star Spindle Oil.....50		55
Star Sep'tor Oil.....50		55
Red Engine Oil.....27		32
500 M Cylinder.....45		50
FFV Cylinder.....80		85
Med. Ruby Eng.....30		35
Castor Machine 23		28
Auto-Cylinder 60		65
Gas Engine 30		35

Miscellaneous Oils

Union Salad Oil.....66		72
Pure Sperm Oil.....70		75
No. 1 Polar..... 40		45
ihCna Nut Oil,ordinary..—		75
China Nut Oil, No. 1.....—		90

White Lead

Whittier, in kegs,.....7¾		8½
Pioneer, " " 7¼		8¼

Dry Paints

English Paris White, bbls..$1.60		
Whiting, barrels	1.20	
Prince's Min'l B'wn, bbls.	1.65	
Yellow Ochre 1.50	1.65	
Eng Ven Red, bbls....1.50	1.75	

Department 20.

This Dept. is corected by **Pac. Coast Biscuit Co**

CANDIES.

Lozenges
5-lb. boxes)

XXX Peppermint, pals.13 .16
Thin Peppermint..... .16
TT Peppermint ..... .16
Musk, fluted, pails.... .22
Cinnamon, Lemon, Sassafras, Rose..... .18
Midget fruit ..... .20
Conversation and hrts. .15
Liliput Conv. & herts.. .17
Midget Conv. Lozenges. .18
Crown T. T. Loz, 24 5c pkgs .80
Aurora Lozenges, 24 5c pkgs .80
Cough Troaches, 5-lb bx .25
Eagle Wafers, Peppermints ,Wintergreen.. .25

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Mixed Candy
(30-lb pails)

Plain Mixed 9½
Royal Mixed.....12½
Grocers' Mixed.....10½
Yankee Mixed 13
American Mixed.....13
Fancy A Mixed 15
Fancy C. Mixed.....14½
French S. Mixed 16
French No .1 Mixed.....18
French Extra Mixed.....20
Lady Mixed 15
Broken Mixed 9½

Steam Panwork

Anise Seed 22
Aromatic Cachous.....18
Assorted Berries.....16
Assorted Dragee.....14
Assorted Imperials.....16
Assorted Small Seeds....22
Bird's Eggs 17
Boston Baked Beans.....17
Burnt Peanuts.....18
Burnt Almonds.....25
Caraway Seed ,smooth....22
Caraway Seed, pearled...22
Celery Seed.....22
Cinnamon Beans large red15
Cinnamon Beans, imperial17
Coriander Seed, pearled..22
Jelly Beans, pails..12½ 14
Jelly Bird's Eggs.....17
Jelly Cranberries.....17
Jelly Limes.....17
Jelly Raspberries.....17
Jordon Almonds, fine 50
Jordon Almonds ,imitation18
Licorice Beans 15
Red Hots.....25
Ringed Marbles.....16
Sugar Coated Licorice Tablets 20
Sugar Almonds.....25
Sugar Plums.....16

Cream Goods.
(5-lb boxes)

Fondans Creams.....14
Hand Dipped.....20
Hand Dipped, with nuts on....22
Fruit and nut ices.....18
Cream Peppermint.....20
Crushed Fruit Bonbons..32

Chocolates.
(5-lb boxes)

Chocolate, plain ..... .17
Chocolate, Hand Made..... .22
Chocolate Dipped Bonbons...21
Chocolate Dipped Bonbons with nuts ..... .24
Chocolate ,Climax ,30-lb pails 18
Chocolate Chips ..... .28
Chocolate Nonpareil Drops.. .22
Chocolate Wafers 22
Chocolate Cream Tablets 30 in box 1.10
Fleur de Lis Marshmallows, 6-lb tins .....
Fleur de Lis Marshmallows, 3-lb tins ..... .28
Occidental Marshmallows, 3 lb tins ..... .30
Dipping Marshmallows, 5-lb boxes ..... .25
Angel Food, 5-lb boxes.. .20
French Nougat, 30 5c slices in box 1.00
Walnut, Apricot ,Spanish Nougat, 5-lb boxes ,lb....25

Sundries.

Opera Carmels ..... .19
Rock Candy ,white & red .15
Rock Candy, brown..... .16
Licorice Drops ..... .20
Licorice Sticks, 16 to lb.. .28
Licorice Tablets, 5-lb box.... 1.25
Licorice Tablets, 24 5c bx .80
Licorice Penny Sticks, 100 in box..... .65
Buttercups, 5-lb tins..... .25

Gum Goods
(5-lb boxes)

A. B. Gum Drops, asstd....9
A. B. Gum Drops licorice 9
A. B. Gum Drops, cryst'zd11
A. B. Bonbons, plain inbls 7
A .B. Bonbons, fancy, inbl 7½

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A. B. Bonobns ,fancy, crystalized, 5-lb boxes.....15
A. B. Fruits.....18
Royal Gum Drops.....15
Genuine Gum Drops, hard 25
Jelly Squares ,assorted...14
Bijou Sticks 18
Spiced Jelly Drops.....20
New Turkish Figs.....16
Fig Paste ,plain.....17
Fig Paste, tricolor.....18

Chewing Gum.

	Single	Box
Sweet Heart, per box....		.60
Sen-Sen, 20 pieces.....		.60
Sweet Heart, 20 pieces..		.60
Blood Orange, 20 pieces..		.60
Chiclets, 40 5c pkgs.....		1.25
Chiclets, 10 10c pkgs....		.80
Newton's Pepsin, 20 pkgs....		60
Pearlo, 40 5c package. ..		1 00

Department 21.

This Dept. corrected by **Pacific Coast Biscuit Co.**

CRACKERS.

Animals 14
Animals Iced 15
Assorted 12
Assorted Extra 15
Assorted Fingers 15
Boston 10
Butters, Templar 10
Champions 10
Chocolate Wafer 18
Coco Taffy 15
Cocoanut Marshmallow..... 16
Currant Cakes 15
Cornhills 11
Cracker Meal 06
Cracknel, plain 22
Dainty Chip 15
Dainty Marshmallow 16
Digestives 10
Egg Jumble 15
Fig Bar 15
Fruit, Iced 15
Fruit Biscuit 15
Fruit Sultanas 15
Graham Gems 09
Ginger Cake 11
Ginger Nut 11
Graham 11
High Tea 15
Honey, Frosted 15
Jennie Lind 14
Lemon Snap 14
La Grand 14
Lemon Biscuit 14
Lemon Wafer 15
Lunch, 'Frisco 10
Monitor 12
Marshmallow, Walnut 18
Nicuacs 14
Nicuacs, No. 1..... 12
Orange Wafer 15
Oysterettes 12
Pilot Bread ..... .05½
Pretzel 18
Popular, Mixed 11½
Picnics 07½
Pilot, Extra 06
Pretzelettes 11
Pineapple Delight 12
Saline Snowflake 18
Seed Cake 12
Snowball 18
Saloon Pilot 07
Sugar Cookies 11
Soda, Extra 07
Soda, Saloon 07½
Soda No. 10..... 08
Soda No. 20..... 10
Soda No. 25..... 08
Soda Extra, ½ boxes..... 08
Strawberry Wafer 17
Star Butter 10
Vanilla Biscuit 14
Vanilla Snap 14
Wafers Assorted 12
Walnuts, Marshmallow 16
Zanker Pilot 10
Uneeda Biscuit, per doz 50
Uneeda Jinjer Snaps, per doz 50
Abette's Graham, per doz.... 1 00
Perfection Baneti Ginger Snaps 1 00

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Department 22.
FANCY GROCERIES.

This Dept. is corected by Wellman, Peck & Co., William Cluff Co.

Bouillion Capsules.

Armour's, 10 capsules in box 1.00
" " 1 doz boxes 3.00

BEEF EXTRACT

"Rex." 2 oz per doz..... 4.40
" 4 oz " " 8.00
" 8 oz " " 14.75
" 16 oz " " 27.50
Marshall's 2 oz, per doz.... 2.65
" 4 oz., per doz..... 4.75
Liebig's 2 oz, 32 12s to cs doz.. 41.55
" 4 oz, 16 12s to cs, doz.. 8.50
" 8 oz, 8 12s to cs, " 15.90
" 16 oz, 4 6s to cs. " 29.75
Libby's, 2 oz, per doz..... 4.45
" 4 oz, " " 8.00
" 8 oz, " " 14.00
" 16 oz, " " 26.00

Capers.

Capotes, 1 d in case....1.00 1.50
Nonpareil, small 1.50
Nonpareil, large 2.25
Nonpareil, Imperial qts. 10.00
" , 2 litre... 20.00
" 4 " 37.50

CHOCOLATES

Baker's.

Our registered guarantee under National Pure Food Laws is Serial No. 90



Registered U.S. Pat. Off.

BAKER'S COCOA AND CHOCOLATE

48 HIGHEST AWARDS IN EUROPE AND AMERICA

WALTER BAKER & CO., Ltd.

(Established 1780)

DORCHESTER, MASS.

	Per Lb.
Premium No. 1 Chocolate, 12 and 25-lb. boxes	39½
Vanila Chocolate, 6 and 12-lb boxes	30
German Sweet, 6 and 12-lb boxes	26
Breakfast Cocoa, ½-lb tins, plain, 6-lb. boxes	43
Breakfast Cocoa, ¼-lb tins, 12-lb. boxes	43
Cracked Cocoa, ½-lb pkgs, 12-lb boxes	
Caracas Sweet Chocolate, 6-lb boxes	
Soluble Chocolate (hot or cold soda), 1-lb cans	

Ghirardelli's. (Cake.)

	Per lb. Cts.
Crescent, 1-4 lb papers	20
" 1-5 lb. papers	20½
" 1-6 lb. papers	21½
Standard, 1-6 lb. papers	23½
" 1-8 lb. papers	25
California, 1-4 lb. papers	24
" 1-5 lb papers	24½
" 1-6 lb. papers	25
" 1-8 lb papers	28
Cal. Star, 1-lb. papers	22
" 1-lb. papers	21½
Miner's Eagle, 1-lb. papers	23
" " 1-lb. papers	22½
Ghirardelli's Eagle, ¼-lb p'prs.	27
Same, ½-lb. papers	26
Same, 1-lb. papers	25
Same, 1-lb. papers	24½
Premium (not swt.) ½-lb. p'prs.	40
Monarch (Vanilla) ¼-lb. p'prs.	30

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Same, assort'd, 1½ lbs.	28
Same, ½-lb. papers	29
Same, 1-lb papers	27

Ground. In tins

Ghirardell's, 12 1-lb	29½
" 24 1-lb tins	29
" 60 1-lb tins	28½
" 60 3-lb tins	27
" 30 3-lb tins	27
" 60 10-lb tins	26½
" 1 35-lb tins	26
Venard's, 24 1-lb. tins	25½
" 20 3-lb. tins	24
Miner's, 12 1-lb. tins	27½
" 24 1-lb. tins	27
" 20 3-lb. tins	26

COCOAS.

Van Houten's, ¼s and ½s	83
Van Houten's, 1s	80
Royal Dutch, 12 ¼s	77
Royal Dutch, 12 1s	60
Epps, 14 ½s	38
Fry's, 12 ½s	39
Webb's, 6 ½s	23
Cowney's, 6 ½s	37
Van Emden's Dutch, ¼-lb	66
Van Emden's Dutch, ½-lb	70
Van Emden's Dutch, ½-lb	75
Imperial Soluble, ¼-lb. cans	60
Same, ½-lb. cans	53
Same, 1-lb. cans	52
Same, 5-lb. cans	50
Same, 25-lb. cans	49
Ghirardelli's Bkfst, ¼-lb cans	46
Same, ½-lb. cans	43½
Same, ½-lb. cans	43
Same, 1-lb. cans	42½
Same, 5-lb. cans	42
Same, 25-lb. cans	41½
Miner's Bkfst., 1-6 lb. cans	47
Same, ½-lb. cans	42½
Same, ½-lb. cans	42
Same, 1-lb. cans	41½
Same, 5-lb. cans	41

Cocoa Shells.

10, 25 or 50-lb. bags 04

Cereal Coffee.

Postum, 24 ½'s, per doz	$1.35
Postum, 36 1's, per doz	2.25
Fig Prune Cereal, 12 1s	2.25
Caramel Cereal, 36 1s	1.20
Graino, 12 1s	2.20

Chutney.

Bombay, assorted qts	$6.25
" assorted pts	4.00
" Major Grey, qts	7.50
" Major Grey, pts	4.50

CIDER.

Mott's boiled, doz qts	3.25
Monroe's, champagne, doz	2.50
" boiled, doz	2.75
Bidwell's, " "	2.50

COCOANUT.

Baker's.

Baker's Drifted Snow, pails	15
Bbls, 126 lbs	13
Brazil shredded or Table Talk. long thread, 20-lb pails	14
" 150-lb bbls. per lb	13
Table Talk in parchment bgs, cases of 30's, 60½'s or 30½'s and 15 1's	14½

Schepp's.

Shredded 1-lb pkgs, per lb	23
" ½-lb pail, per lb	24
" ¼-lb pail, per lb	25
" 12 5c pkgs	47½

Dunham's.

Shredded, 1-lb ppr, per lb	27
" ½-lb ppr, per lb	28
" ¼-lb pksg, per lb	29

COFFEE SUBSTITUTES.

Postum Cereal.

No. 1, 2 dz, sml pkgs, per dz	1.35
No. 3, 3 dz, lrg pkgs, per dz	2.25
No. 0, 1 dz, lrg pkgs, per dz	2.25

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EVAPORATED MILKS.

BORDEN'S

MILK CO.

All Borden's Brands Guaranteed.



Eagle Brand—	
Condensed Milk, 4 doz	7.05
Pioneer Brand—	
Evaporated Milk (Unsweetened)	
Tall Cans, 4 doz	4.45
Small Size, 4 doz	2.20
Challenge	4.75
Floral	4.60
Rose	5.20

Borden's Malted Milk.

Trial size, per doz	.90
Small Size	4.00
Large size	8.00
Hospital Size	33.00

Alpine Milk.

20-oz., 1 to 5 case	4.25
20-oz., 5 to 10 case	4.20
20-oz., 10 to 25 case	4.15
Gallon, 6 to case	3.50

Carnation Milk.

20-oz., 1 to 4 case	4.25
20-oz., 5 to 9 case	4.20
20-oz., 10 to 24 case	4.15
20-oz, 25 to 49 case	
Gal., 6 to case, 10c less	

HONEYSUCKLE MILK.

20 oz., 1 to 5 cases, per case	$4.15
20 oz., 5 to 10 cases, per case	4.10
20 oz., 10 to 25 cases, per case	4.05
Baby size	3.05

Miscellaneous.

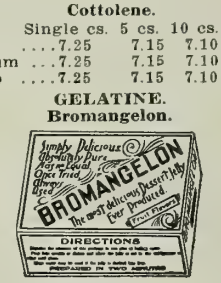
St. Charles, 4 doz in case	4.90
St. Charles, 5 case lots	4.70
Jersey, 4 doz, per case	4.00
Lily	4.25
Highland	4.25
Pet, Fam., 4 doz to case	3.35
Baby Pet, 6 doz to case	3.10

Cottolene.

	Single cs.	5 cs.	10 cs.	25 cs
Small	7.25	7.15	7.10	7.00
Medium	7.25	7.15	7.10	7.00
Large	7.25	7.15	7.10	7.00

GELATINE.

Bromangelon.



(Straight and assorted flavors: Raspberry, Lemon, Strawberry, Orange, Cherry, Chocolate).

Large, 2 doz, per doz	1.20
Small, 3 doz, straight or assorted, per doz	.90
Silver White Keystone, per dz	1.00
Minute, per doz	1.00
Knox's, per doz	1.25
Knox's per gross	15.00
Knox, Acidulated, per doz	1.20
Cox's, per doz	1.15

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Keck's, per doz	1.10
Plymouth Rock (1 doz. free with 3 doz.)	1.20
Sheet	.35

Ginger Confections.

China, per case of 6 stone jars	2.50
China, Chyloong small stone pots, per doz	
Crystallized glace, ½-lb. tin, per doz	2.50

Hops.

No. 1, ¼ lb, 30-lb box, lb	.30
No. 1, 1 lb, 30-lb box, lb	.30
Less than 30-lb boxes	.31

HOSFORD'S ACID PHOSPHATE.

No. ½ bottles, per doz	$4.25
No. 1 bottles, per doz	8.50

Junket Tablets.



1½ doz in container, per dz .80

Pure Food Colors, 1 doz. in container. Six colors: Berry Blue, Grape Green, Plum Purple, Raspberry Red, Lemon Yellow, Orange Gold and assorted.

No. 1-16 bottles, — doz ..... .80

Lemon Sugar.

Gilt Edge, 24½s, per doz	1.37½
Gilt Edge, 24 1s, per doz	2.00

Lime Juice.

Tahita, 24 8 oz, per doz	$1.25
Tahita, short measure, 16-oz.	1.50
Tahita, full measure, 32-oz.	2.50
Tahita, bulk, gal	1.00

Olives.

Bottled.

Queen Olives, 10 oz, oval, pts, 2 doz	3.00
Fluted Stuffed Olives, 5 oz., 6 doz	1.10
10 oz., oval olives, pts, 2 dz	2.50
Baby Pimolas, 10 oz., 2 doz	3.65
Baby Pimolas, 24 18s	6.25
Manzanilla, 8 oz, 4 doz	1.25
Manzanilla, 5 oz, 4 doz	1.10
American Ripe, pts, tin, 2 dz	2.25
American Ripe, qts, 2 doz	3.75
Old Mission Ripe, pts, 4 doz.	1.80
Old Mission Ripe, qts, 2 doz.	3.25

White Label, 5-oz., Manzanillas.

	Per doz
5-oz., Manzanilla	1.05
8-oz., Queen	1.85
10 oz., Queen	2.35
14 oz., Queen	3.75
22 oz., Queen	5.75
32 oz., Queen	9.00
64 oz., Queen	16.00
5 oz., Stuffed	1.30
10 oz., Stuffed	2.65

Olive Oil.

1 doz qts (California) per dz	8.00
2 doz pts, (California) per dz	4.25
4 doz ½ pts (California) pr dz	2.25
Callon tins, " each	2.50
½ gal. (California) each	1.50

HOOPER & JENNINGS
Importers and Wholesale Grocers
Teas, Coffees, Dried Fruits, Provisions, Cigars and Tobaccos
462-468 Bryant St., bet 2nd and 3rd Sts.
Telephone Temporary 674 San Francisco

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Nicelle Brand.

4 doz ½ pts, case	9.00
2 doz pts, case	8.50
1 doz 22 oz., case	9.00
1 doz qts, case	8.00

Old Mission.

1 doz qts., case	8.00
2 doz pts., case	9.00
2 doz ¼ pts	4.80

Grogan's Purity Olive Oil.

Bangali French Olive Oil.

Per case of 1 doz. litre bottles	8.50
Per cs. of 1 doz ½ litre bottles	5.35
Per cs. of 2 doz ¼ litre bottles	6.35
Case of 5 1 gal cans, per gal	2.25
Case of 10 ½ gal cans, per gal	2.30
Qts., 6 to gal, 12 to cs, pr cs	7.50
Pts., 12 to gal, 24 to cs, pr cs	8.00
½ pts., 24 to gal, 48 to cs, pr cs	8.50
Gal. Can, 8 to case, per can	2.40
½ Gal Can, 12 to case, pr can	1.30

Mushrooms.

	doz
Le Court, 100 to case	3.60
La Forrest, 100 to cs	3.00
Hotel, 100 to case	3.00
Fancy Stuffed, pts	4.00

Peanut Butter.

Heron's 2 doz to cs, per doz 2.40



No. ¼, glass per doz ..$1.10
No. ½, glass, per doz .. 2.10
No. 1, glass, per doz .. 3.25

Orange Marmalade.

Maconochie Bros, 4s of 4 doz, No. 1 white jars, doz..... 2.45

Peels.

Citron, 25-lb. box	.18½
Citron, 10-lb. box	.19
Lemon, 25-lb. box	.12½
Lemon, 10-lb. box	.13
Orange, 25-lb. box	.13
Orange, 10-lb. box	.13

Plum Pudding.

Curtice, Individual, doz	$1.10
" No. 1, doz	2.50
" No. 2, doz	4.50
" No. 3, doz	6.50
G. & D., 1s, 2 doz to cs, dz	2.50
" 2s, 12 to cs, doz	4.50
" 3's, 6 to case, doz	6.50
" 4's, 6 to case, doz	8.50
R. & R., Individual, doz	1.00
" 1's, per doz	2.65
" 2's, per doz	4.60
" 3's, per doz	7.10
Van Camp's, No. 1 cans, 1 dz in case, doz	2.50
Same, No. 2	4.50

Grandma's Spanish Pepper.

Large, 2 doz. to case, case	4.00
Small, 4 doz to case, case	3.50

Salad Dressing.

Durkee, small, 2 dz, per doz	2.50
" large, 1 doz, per doz	4.15
" picnic size, 4 dz, pr dz	1.00
My Wife's 2 doz, ½s, doz	2.00
My Wife's, 1 doz, 1s, doz	3.25

Salad Oil.

Figreos, about 50 gal., gal	$ .75
1 gal. tins, 10 to case, gal	1.10
5 gal. tins, 1 to case, gal	.95
½ gal. tins, 20 to case, gal	1.20
Quart bottles, 12 to case, doz	2.50
Pt Bottles, 24 to case, doz	1.50
½ pt. bot., 36 case, doz	

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Saratoga Chips.

Bulk, 15-lb.	2.50
Cartons, 6 oz., 24 in case	3.00

SALT.

Cal. Table & Dairy, 75 2's, 60 2½'s, 50 3's, 30 5's, 15 10's and 8 20s, per bale	1.75
Do 50-lb. bags, ton	13.00
Leslie's Sterilized, 75 2's, 50 3's, 40 4's, 30 5's, 15 10's, and 8 20s, per bale	2.25
Do, 50-lb bags, ton	none
Leslie's, 50s	20.00
Imptd Liverpool, 50s, ton	20.50
" " 100s, ton	19.50
" " 200s, ton	19.00
Genuine Werrington, 50s, pr ton	20.00

H. R. H. Liverpool.

Bales of 75, 2s, per bale	2.00
Bales of 50 3's, 40 4's, 30 5's, 15 10s, 8 20s, per bale	
Bags, 50s, per ton	

Worcester.

Worcester Dairy, bbl 320 lbs (5 bbls. 5.25)	5.25
Worcester Dairy, bbl 320 lbs, 10 bbls	4.75

Worcester Table, 140 2s, 100	1 bbl	5 bbl
3s and 60 5s	5.75	5.50
Worcester Table, 30 10s	5.50	5.25
Worcester Table, 50lb sacks, Irish Linen	.90	.85

Rock Salt.

Half-Ground, 100-lb. sks, ton	10.00
" " 50s, ton	10.50
Stock, 100-lb. sack, per ton	10.00
" 50s, ton	9.75

Package Salt.

Leslie's Sterlized, 48 2's	2.75
" " 24 3's	2.00
" " 20 5's	2.50
" " 50 2's	3.60
R. S. V. P., 2s, 26 to case	2.25
R. S. V. P., 3s, 24 to cs, pr cs	2.25
R. S. V. P., 5s, 20 to cs, pr cs	2.75
Log Cabin, 24 2s	1.70

Celery Salt.

Durkee's, 1 doz in box 1.25

SOUPS.

Anderson's 20 varieties	.90
Campbell's, 21 varieties	.90
Snider's, Tomato, 3's	2.60
" " 2's	1.85



Van Camp's, 21 varieties—tomato, Beef, Cream of Celery, Ox Tail, Bean, Clam Chowder, Vegetable, Vermicelli-Tomato, Consomme, Mulligatawney, Chicken, Pea, Chicken Gumbo, Mock Turtle, Mutton Broth, Tomato Okra, Boullon, Julienne... .95

Libby's, 2's, assorted	2.35
" 1's, "	1.40
" concentrated, 1's	1.00

Franco-American.

	Qts	Pts
Mock-Turtle, Ox-Tail, Consomme, Bouillon, Julienne, Vegetable, Beef, Pea	3.15	1.80
Chicken	3.50	2.00
" Gumbo	3.30	2.00
Green Turtle, thick	7.00	3.60
" " clear	9.50	....
Mulligatawney	3.50	2.00
Tomato	3.15	1.80
Assorted	3.25	1.85

Truffles

1-16 glass, per doz	3.60
1-16 tins, per doz	2.75

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⅞ tins, per doz	5.25
¼ tins, per doz	10.45
½ tins, per doz	20.35

Yeast Cakes.

Magic Yeast, case	1.20
Yeast Gem, case	1.15
Great Western	1.00
Gillet's Magic	1.20
Yeast Foam	1.20

Macaroni & Cheese.

Van Camp's No. 1 cans, 4 dz in case, doz	.95
Same, No. 2 cans, 2 dz in cs, dz	1.40
Same, No. 3 cans, 2 doz in cs, dz	1.90

B. LaForest French Delicacies.

	Price per doz.
Puree de Foie Gras, No. ¼ (100 tins to case)	2.50
Puree de Foie Gras, No. ⅛, (100 tins to case)	1.75
Pates de Foie Gras, No. 1-32 (100 tins to case)	2.50
Pates de Foie Gras, No. ⅛, (48 tins to case)	7.25
Pates de Foie Gras, No. ¼, (36 tins to case)	11.25
Game Pates, assorted, No. ⅛, (100 tins to case)	1.75
With Terrine Interior.	
Pates de Foie Gras, No. 14, (48 to case)	4.20
Pates de Foie Gras, No. 12, (48 to case)	7.00

Department 24.

GROCERY SUNDRIES.

This Dept. is corrected by J. H. Newbauer & Co., Sussman, Wormser & Co.

Axle Grease.

H. & L., per case	$2.00
C. & S., 2-doz case, per case	2.00
" 5 case lots	1.95
" 10 case lots	1.85
Frazer's, 2 doz tins, per case	2.25
Frazer's, 4 doz wd, per case	3.60
Frazers, 15-lb pails	1.00
Mica, 3 doz tins, per case	2.60
Castor Oil, 2 doz 1s	2.60
Universal, 2½, light	2.00
Universal, 2½, dark	1.75

Paper Bags.

Automatic, Self-Opening, 500 in pkg., List.

¼-lb	$1.00	8-lb	4.80
½-lb	1.20	10-lb	5.20
1-lb	1.60	12-lb	6.30
1½-lb	1.70	14-lb	8.30
2-lb	2.00	16-lb	9.00
3-lb	2.50	20-lb	10.00
4-lb	2.90	25-lb	11.00
5-lb	3.40	30-lb	13.00
6-lb	4.00	35-lb	15.00
7-lb	4.40		

Sizes 8 to 35 lbs

Sugar Bags, broad bottom, 10 lbs

Discounts from above list

Cheapest, 50%.
Eagle or Equal, 50%
White bags, 50%
Lion, 40%.
Mikado (stripped) 40%

Bluestone.

Barrels, per lb	.12
5 bbl. lots, per lb	11½

BATH BRICK

Bristol, 2 doz. per case	.80
Powdered, Large	1.40
Powdered, Small	1.60
Assorted	1.50

CANDLES.

Adamantine.

Adam, 14-oz., 20s	11½
" 12-oz., 20s	10½
" 10-oz., 20s	09¾
Hotel, 40s, 12-oz.	10¼
(Wrapped ¼c higher)	
Chippowa, 1 oz	.07

Torchlight

Stearic Acid, 12 oz, 20s	10½
" 14 oz, 20s	11½
" (wrap) 16 oz 20s	13½

Stearic

Schneider's 14-oz., 20s	.14
Schneider's 14-oz., 40s	13½
Schneider's 16-oz., 20s	15¾

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Paraffine, Etc.

	Per lb
1s, 6s, in cartons of 36 lb bxs	11
12s, in cartons of 36-lb bxs	11¼
½-lb, in cartoons of 25-lb bxs	11
1-lb cartons of 25-lb bxs	11
Colored, 1c higher.	
Beeswax, pure for churches	35
Do No 2	27½
Do No 3	22½
Christmas, all sizes	.09
Do holders, per gross	.85
Wax Tapers, per doz pkgs	.80
Do Per gross	8.00
Night Lights, German, on pap & wd, per doz	40
Do French, on tin, doz 85, 1.25	

Werks

16 oz, S. A., 40s, (wrap)	.16¼
16 oz, S. A., 20s	.15⅞
14 oz., S. A., 40s, (wrap)	.14
14 oz, S. A., 20s	.13⅞
14 oz, Adam, 20s	.11¾
12 oz, Adam, 20s	.10¾
10 oz. Adam 20s	.09

Standard Oil Company.

Electric Light.

	Per Set
6s, 16 oz., 20 sets	.11¼
6s, 14 oz., 20 sets	.10¼
6s, 12 oz., 20 sets	.09¼
6s, 10 oz., 20 sets	.08¼
12s, 12 oz., 40 sets (hotel)	.09¼

Granite Mining.

	Per Set
6s, 16 oz., 40 sets	.13¼
6s, 16 oz., 20 sets	.13
6s, 14 oz., 40 sets	.10¾
6s, 14 oz., 20 sets	.11⅝
6s, 12 oz., 20 sets	.09¾
6s, 12 oz., 20 sets	.09¾
6s, 10 oz., 20 sets	.09
12s, 12 oz., 40 sets (hotel)	.10

Paraffine Wax.

	Per Set
1s, 14 oz., 25 sets white	.10½
2s, 14 oz., 25 sets white	.10½
4s, 14 oz., 36 sets white	.10½
6s, 14 oz., 36 sets white	.10½
12s, 14 oz, 36 sets white	.11
Colored, 1 cent higher	

Radiant Paraffine Wax.

	Per Set
4s, 14 oz., 36 sets	.10
6s, 14 oz., 36 sets	.10
6s, 14 oz., 20 sets	.09¾
6s, 10 oz., 20 sets	.08

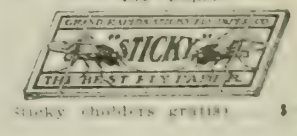
Egg Food

Pratt's, 26-oz, 2 doz in cs	$4.50
Wellington's, 1-lb, 2 doz box	4.00

Glue

Le Page's, 1 oz per doz	.80

Fly Paper



Sticky chaplets gratis) $ 2.50



Tanglefoot, per case 2.50
Tanglefoot Fly Pads, per case of 50 .35
Spun Cotton, 10 lb. paper in box .80

FRUIT JARS

(Net cash—no discount)

Mason's, pts per gross	6.25
Mason's, qts per gross	7.00
Mason's, ½ gal. per gross	13.50

Kerr Glass Manufacturing Co.

Economy Jars, pts., 1 dz to cs	5.00
Half gallon, 1 doz to cs	7.00
Extra Rubbers, per gross	1.00
Extra Tops, per gross	.75

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Fruit Jar Caps

Porcelain, 6 doz to box, pr bx 2.80

Fruit Jar Rubbers.

No. 1 White, per lb..... .60
"Gold Seal," cartons, per gr .75
"Badgers," cartons, per gr.. .60
Red Ribbon ..... .75
Le Page's, 2 ob., per doz.... 1.30
Le Page's ½-gill tins, per doz 1.50
Le Page's, 1-gill tin, per doz 2.00
" " Tubes, small, gr....12.00
" " " big, per gr....18.00

Cordage.

Basic price—Manila 15¾, Sisal 10¾, (5,000 lbs. ¼c and 10,000 lbs. ½c less.) All kinds advance on base price per pound as given underneath:

	Sis.	Man.
Rope, 1¼-in.,(7-16 diam		
" 6 and 9 thr. (¼		
and upwards) ..basis	basis.	
" 12 thread (⅜		
diam)	½	½
and 5-16 diam)..	1	1
" Bale, 3 and 4,		
strand .....,½ less	basis	
" " 2, 6, 8 st'nd	½	½
Lath Yarn .....basis	basis	
Hop Twine, tarred....	1	1
Grape Vine Twine.....	1	1
Spring Twine	..	2½
Paper Twine, unoiled..	½	2½
Whale Line and Bolt..	..	1
Hawser laid rope for well-boring	..	1
Transmission of Power	..	5
Lanyard and Tarred...	..	basis
Lariat Rope, hd tw, unoiled, 3 & 4 st'd..	1	1
Sash Cord (in coils..		

Cuttie Bone.

Birds', per lb..... .30

Insect Powder.

Eureka, 10c size, per doz.... .75
Eureka, 25c size, per doz.... 1.75
Eureka, 60c size, per doz.. 4.50
Eureka, $1.00 size, per doz.. 8.00
Buhach, 2-oz., per doz..... 1.15
" 4-oz., per doz..... 2.15
" 8-oz., per doz..... 3.75
" 16-oz., per doz..... 6.80
" 6-lb, per lb..... .60

Matches.

Tins 1.65
Boys, doz boxes..... .12
Swedish Safety, per gross.... .65
Swedish Wind, 1 gross..... .90
Vulcan Paraffine, 65s per gr .55
Do 50 grs lots..... .50

Diamond Match Co.'s.

Anchor, 200s..... 1.70
Do, 500s 4.00
Bird's Eye, 500s, gr..... 3.75
3 Noes Safety, 100s..... 7.75
Bees Wax, 100s..... 4.50
Globe, 100s 5.00
Domino, case 2.75
Red Top Safety 2.75
S. & C. Eastern Parlor 80's.. 4.25
S. & C., 200s 2.25
S. & C., 300s..... 3.25
S. & C., 500s..... 4.25
Press, 100s, 5-gross case.... 4.75
Little Star, per case..... 2.20
Search Light, 100s, large,1 gr 4.75

Paper, Wrapping.

Butter, White, per ream.. .20
Do Waxed, per ream... .25
Manila, No. 1, rolls or flat.. .06
Manilla, No. 1, rolls or flat .05
Straw, per ream..... .95
Do rolls, any size, per lb .03½
Drab, per ream..... .60
Do rolls, any size, per lb .02¾

Paper, Toilet.

Royal, 100 rolls of 500 shts.. 4.00
O Keyed, 5-oz rolls, per case 2.50
Royal, 8-oz rolls, per case.. 4.25
O Keyed, tablets, per caes.. 3.75
Pastime, tablets, per case... 4.50
Union, per case..... 7.00
Lulu, pkgs, 4000 shts, per cs 3.75
Astoria, pkgs 450 shts, per cs 3.90
Windsor,pkgs 500 shts, per cs 4.00

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Universal, pkgs 700 shts, pr cs 6.00
Great Eastern,pkgs 1000 shts, per case 7.50
Popular Rolls, 5 oz, 100 rols, per case 3.00
Daisy Rols, 9 oz. 100 rolls, per case 4.50
Express Rolls,10 oz, 100 rolls, per case 5.00
Asbestos Rolls, 11 oz, 100 rolls, per case 5.25
Mammoth Rolls, 16 oz, 100 rolls, per case 7.50
Pyramidal, 2000 sheets, 50 rolls in case..... 7.50

Seeds.

Anis ..... .15½
Canary ..... .07
Caraway ..... .15
Celery ..... .17½
Coriander ..... .11
Cumin ..... .18
Flax, ground ..... .06
Flax, whole ..... .06½
Hemp, sacks ..... .06½
Millet ..... .06½
Mustard ..... .10
Poppy ..... .15
Rape, Cal..... .06
Bird gravel, 2s, per doz.... .85
Bird Seed Mixed, 48 1s, doz .80
Red Ribbon, 60 1s..... .6½

Original sacks ½c less.

Sheep Dip.

Little', 10-gal tins, per gal.. 1.20
Little's, 5-gal drums, per gal 1.20
Smith's, 10 ½-gal tins, gal .95
Smith's, 5-gal drums, per gal .95

"No-Meds"

(Cereal Laxative.)

48 cartons to case, per case.$12.00
Less 30 % discount to trade.
Varying cash discount dependir g on quantity purchased.

Mason's Stove Polish.

Doz.	¼ Gr.	Gr.
..... .45	1.20	4.80

Polish, Stove.

Rising Sun, large pkg., per gr 6.25
Do 5-gross lots..... 6.00
Do Small pkg., per gross.. 3.85
Sun Paste,lrg, ¼ gr bx per gr 5.00
Enameline, No. 4 tins, per gr 5.00
Do No. 6 tins, per gr.... 8.25
Do Liquid, pt-tins, bx 3 dz 2.25

X-Ray Stove Polish.



Small, 3 doz. to case, per cs 1.50
Large, 3 doz to case, per cs 2.50
(½ doz. free with each case.)

Polish, Metal.

Electro Silicon, 1 gr in case per doz ..... .80
Brilliantshine, ½ pts, per doz .95
Brilliantshine, pts per doz.. 1.80
Brilliantshine, qts, per doz.. 3.15
Do, ½ gal., per doz..... 6.00
Do 1 gal tins, per tin.... .85
U. S. Metal Polish, qts..... 3.67
" " pts 2.00
" " ½ pts..... 1.25
U. S. Metallic Polish paste, lb. package, doz..... 3.35
½-lb. package, doz..... 1.67
3-oz package, doz..... .50
Barkeeper's Friend, pwdr, gr. 21.60

Polishes, Shoe.

Day & Martin's.

Large, 6 dz to case, doz.... 3.00
Medium, 6 dz to case, doz.. 2.25
Small, 10 dz to case, doz.... 1.00

Mason's Russet Polish.

	Doz.	¼ Gr.	Gr
No. 2 40		1.20	4.80
No. 3 70		2.00	8.00

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Comb Black Dressing.

	Doz.	¼ Gr.	Gr.
Large 1.50		4.50	18.00
Small 80		2.30	9 20

Combination Russet.

	Doz.	¼ Gr.	Gr.
Large 1.50		4.50	18.00
Small ..... .80		2.30	4.80

Shoe Blacking.

	Doz.	¼ Gr.	Gr.
No. 1 ..... .25		.75	2.80
No. 2 ..... .30		.85	3.25
No. 3 ..... .35		1.00	3.85
No. 4 ..... .45		1.40	5.45

Shoe Dressing.

Boss, 3 dz to cs, per gr..... 9.00
Russian, 3 dz to cs, per gr..12.00
Shinola, per gross.....10.00
16 Shinola outfits of brush and dauber, no charge.
Shinola paste, case of 3 doz 2.50
3 solid brass scoops, no charge

Bixby's Polishes

Royal Polish, 1 doz in box.. .85
Royal P'lish,3 dz bx,ham'r free 2.55
Shoe, Satin, 1 dz (sml comb'n) .75
No. 5 Shoe Satin Pste, 1 doz .80
No. 5 Shoe Satin Paste, 1 doz .40
No. 10 Satinola Paste, 1 doz .80
No. 10 Satinola Paste, 1 doz in box ..... .80
Satinola, combination, sml, dz .75
Satinola, combination, lrge, dz 1.25
Shoe White Cream, per doz .85
Ermino White Paste, per doz .80



Jet Oil, doz..... .85
Jet Oil, 3 dz bx, 5 Bixola free 2.55

Bixby's.

"BBB," size M., ¼ gr. box.. 1.25
"BBB," size B, per ½ gr. box 2.50

Twine.

Cotton, 4-ply, 100-lb bales, lb .26
" 3-ply, 100-lb bales.. .26
" 2-lb cones, per lb.. .26
Hemp, 8-oz balls,pr 3-lb pkg.. .26
" 4-oz balls, per 3-lb pkg .26
Sack, 4-ply, 12-lb pkgs, lb.. .29

Binder Twine.

Pure Manila,650 ft to lb,pr lb 14½
Manila, 600 ft to lb, per lb. .13½
Standard, 500 ft to lb, pr lb 11½
Sisal, 500 ft to lb, per lb . .11½

Wax.

Fruit, 25 1-lb pkgs, per box.. 1.50
Mint Wax, per box..... 1.50
Japan, per lb.....19½
Beeswax ..... .38
Pure Ref. Paraf., 40 1s, lb.. .10
Pure Ref. Paraf., 20 1s, lb.. .10

Wax Strings.

12-in., 10 pkg, 100 stgs each. 1.75
14-in., 10 pkg, 100 stgs each.. 1.90

Department 24.

WOOD AND WILLOW WARE AXE HANDLES.

This Dept. is corrected by **The Heyman-Weill Co., Sevenson Co.**

Ex, 36-in., doz $2.50
No. 1, 36-in., doz 1.75
No. 2, 36-in., doz..... 1.35

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Baskets.

	Per doz.
Cal., Open, Spruce, No. 3....	.85
Cal., Open, Spruce, No. 4....	.90
Cal., Open, Spruce, No. 5....	1.25
Cal., Satchel, Spruce, nest,0-5	1.35
Cal., Satchel, Spruce, nest,1-5	1.00
Cal.,Satchel, Spruce,nest, 1-41	.71
German Market, nest of 4....	1.40
Clothes, Oval, Wil., No. 2..	8.00
Clothes, Oval, Wil., No. 3..	9.25
Same, nest of 5 sizes.....	3.50
Japanese Telescopee, nest of 5, size 18x12x7.....	1.30
Same, size 20x13½x7.....	1.60
Same, size 24x15x10.....	2.00

Bowls, Wooden.

	Per doz
Maple, No. 1, 11-inch.....	.80
Do No. 2, 13-inch.....	1.75
Do No. 3, 15-inch.....	3.00
Do No. 4, 17-inch.....	4.75
Do No. 5, 19-inch.....	6.50
Do No. 6, 21-inch.....	8.50

Brooms.

	Per doz
No. 7 Special.....	4.00
Little Lady	3.65
Dandy	3.10
Cooks' Choice	2.35
Ladies' Pride, No. 1.....	2.85
Toy, string	1.10
Common Whisk.....	1.00
OO Whisk	1.20
Leader	2.40
Flyer	2.90

Brushes.

	Per doz	
Dust	2.25	12.00
Scrubbing	.55	3.00
Dandy	1.50	5.75

Shoe Brushes.

No. 415, black tampico No. 5 .95
No. 25 Mixed Center..... 1.75
No. 173, all black..... 2.25
No. 141, black and white..... 4.00
No. 413, bristles..... 4.50

Stove Brushes.

	Per doz
551 tampico, handles	.90
No. 41, Black Bristle.....	1.90
No. 411, Black Bristle.....	2.25

Ox Fibre Brushes.

	Per doz
Cub Cat, 10½x2½ in face..	1.50
Do Rat, 8½x2½ in face..	1.25
Do Mouse, 6¼x2½ in face	1.00

Can Openers.

King, doz ..... .75
Sprague, doz ..... .45

Carpet Sweepers.

Bissell's, per doz, 25.00 to 27.00
Standard, per doz..... 23.00

Cheese Safes.

Round, 22-in. each..... 2.25
Square each 4.00

Clothes Lines.

Sisal, 40-foot, per doz..... .90
Sisal, 60-foot, per doz..... 1.25
Cotton, 40-foot, per doz..... .80
Cotton, 60-foot, per doz.... 1.20
Sash Cord, 60-foot, per doz.. 1.75
Sash Cord, 90-foot, per doz.. 2.50
Wire Cord, 50-foot, per doz.. 1.30
Wire Cord, 75-foot, per doz.. 1.75
Wire Cord, 100-foot, per doz.. 2.15

Clothes Line Pulleys.

Galv. Iron, with eye..... .60
" " with hook ..... .65

CLOTHESPINS.

Common, per box of 5 gross.. .70
U. S. Patent Spring, per gross .60

CORKS.

Demijohns.

(Discount of 40% and 10%)

½ gal $5.75
1 gal 7.50
2 gal 13.50
3 gal 16.00
5 gal 24.00

Dust Pans.

No. 1 Japan, doz..... .75
Covered, doz 1.30
Janitor, doz 2.50

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Dusters.

	Per doz
China, fancy colored	.80
Standard Turkey, No. 10	2.25
" " No. 12	3.10
" " No. 14	3.80
" " No. 16	4.85
" " No. 18	5.60

DOOR MATS, COCOA.

	Per doz
Light, No. 1, 14x24	4.40
Do No. 2, 16x27	6.00
Do No. 3, 18x30	7.75
No No. 4, 20x33	9.50
Medium, No. 1, 14x25	5.50
Medium No. 2, 16x27	7.00
Medium, No. 3, 18x30	8.75
Medium, No. 4, 20x33	10.50
Extra, No. 2, 16x27	10.00
Extra, No. 3, 18x30	13.00
Extra, No. 4, 20x33	15.50
Extra, No. 5, 22x36	19.00
Keystone Steel Mats, sq. ft.	.30

Faucets.

	Per doz
Cork Lined, No. 0	.45
" " No. 2	.45
Cork lined, No. 3, doz	.90
" " No. 4	.60
" " No. 6	.75
" " No. 8	.90

Ironing Boards.

1-ft., per doz	4.70
4½-ft., per doz	5.40
5-ft., per doz	6.35
5½-ft., per doz	7.50

LAMP BURNERS.

Opposition.

0 or E, per doz	.65
1 or A, per doz	.75
2 or B, per doz	.85

LAMP CHIMNEYS.

Electric—In Cartons.

No. 2, 6 doz in case, per doz	1.10

Lantern Globes.

Packed 5 doz in case	.70

Aurora Rochester.

	Per doz
No. 1, 6 doz in case	.75
No. 2, 6 doz in case	.90
No. 3, 6 doz in case	2.00

Macbeath Pearl Top.

No. 1 or A, 6 doz in case	.85
No. 2 or B, 6 doz in case	1.05

La Bastie.

	Per doz
No. A, plain bulk, 6 doz in cs	1.22
No. B, plain bulk, 6 doz in cs	1.53
No. A, crimp bulk, 6 dz in cs	1.32
No. B, crimp bulk, 6 dz in cs	1.63

Common Chimney.

	Per doz
No. 0 or E, 6 doz in case	.40
No. 1 or A, 6 doz in case	.45
No. 2 or B, 6 doz in case	.65

LEMON SQUEEZERS.

Ball, per doz	$0.90
Glass, No. 1, per doz	.75
Class, No. 3 (for oranges) dz	1.25

MOPS AND HANDLES.

	Per doz
9-lb. Mops	1.35-1.65
12-lb. Mops	1.80-2.20
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per doz
Wood, painted, 3 hoops	2.65
Wood, varnished, 3 hoops	2.50
White Cedar, 3 galv. hoops	3.25
Fibre	3.60
Galvanized, 8 quarts	2.05
" 10 quarts	2.30
" 12 quarts	2.55
" 14 quarts	2.90

SHELF PAPER.

	Per gross
Narrow, assorted colors	.12
Lace paper, per box	.30

TUBS.

White Cedar—No .0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Fiber—No. 0, $19.00; No. 1, $15.75; No. 2, $13.75; No. 3, $12.25.

Galvanized—No. 0, $5.85; No. 1, $6.95; No. 2, $7.95; No. 3, $8.85.

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WASHBOARDS.

	Per doz
California, regular size	2.25
Little Lady, glass	1.85
Little Lady, zinc	1.10
Peerless, double	3.50
North Star	3.65
Crystal Glass	4.40

Washing Machines

Waverly	6.75
Matchless	5.85
Western	4.25
Majestic, family size, each	6.00
Snowball, family size, each	7.00
Leader, family size, each	7.00
Shelby, family size, each	7.75

WICKING.

	Grs
Lamp, 0 or E, ⅜-inch	$0.30
Lamp, 1 or A, ⅝-inch	.40
Lamp, 2 or B, 1-inch	.60
Lamp, 3 or D, 1½-inch	.85
No. 1, Rochester	1.50
No. 2, Rochester	2.25
No. 3, Mammoth	7.50
Junior Rochester	2.00
Stoves, 3-inch	1.50
Stoves, 3½-inch	1.90
Stoves, 4-inch	2.00
Stoves, 4½-inch	2.00

WRINGERS.

Wood Frame.

Two top screws; iron tub clamps

	Per doz
Royal, 10x1¾ inches	37.50
Challenge, "	21.00
King Special "	22.50
Empire "	30.00
Century, 10 inches	28.50
" 11 inches	31.50
" 12 inches	35.00

Iron Frame.

Superior 10 inches	29.50
" 11 inches	33.00
" 12 inches	37.00
Crescent	27.00

Ball Bearing.

Hitchcock	33.00

MISCELLANEOUS.

Barrel Covers, 17-in. (flour barrel size), per doz	1.80
Barrel Covers, 21-in. (sugar barrel size), per doz	2.70
Brownies, per doz	.75 1.00 1.25
Butter Ladles, plain, doz	.45
Butter Ladles, clavs, doz	.85
Butter Spades, doz	.40
Dishes, oval, ½-lb., per M	1.50
Dishes, oval, 1-lb., per M	1.75
Dishes, oval, 2-lb., per M	2.25
Dishes, wire end, ½-lb., per M	1.60
Dishes, wire end, 1-lb., per M	1.75
Dishes, wire end, 2-lb, per M	2.25
Egg Beaters, Dover	1.00
Measures, fiber, 4 pieces	1.25
(Set pt., qt., ½ gal and funnel)	
Lanterns, O Tubular, doz	5.50
Lantern globes in bbls	.70@.95
Mouse traps, 1 to 5 holes, doz	.45@.60
Mouse traps, "Sure Catch," dz	.35
Traps, rat, "Blizzard," doz	.90
Nest Eggs, per doz	.20
Oil cans, glass, wire cover, 1 gal, per doz	4.50
Oil Cans, gal., glvnzd iron	2.15
Oil Cans, 5 gal., glvnzd iron	7.50
Potato Mashers, per doz	45@75
Rolling Pins, per doz	1.40@1.60
Spoons, wooden	30c, 37c .65
Step Ladders each per ft., 15-22-40	
Tacks, steel, asstd, 2 14-oz	.25
Tacks, Common, 2 oz., doz	.11
Tapers, gas, 30 17-in, tgs dz	.65
Toothpicks, box	2.50, 2.75
Twine Holders, hanging, doz	2.00
Spittons, fiber, 13-inch	6.25
Spittons, fiber, 12-inch	5.00
Spittons, fiber, 9-inch	4.15
Whips, per doz, from 90c to	18.00
Window Screens, 12-inch, doz	2.15
Window Screens, 18-inch, doz	2.90
Window Screens, 24-inch, doz	3.25

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Department 25.

STATIONERY.

Corrected by the Schwabacher-Frey Stationery Co 42-44 Sutter St., San Francisco

Blank Books.

Counter, 72 leaf, per grs	5.00
Counter, 90 leaf, per grs	6.00

Day and Ledger.

Cap, canvas, 200 pp., each	.30
Cap, canvas, 500 pp., each	1.00
Crown Cloth, 150 pp., each	.75
Crown Cloth, 300 pp., each	1.00
Cap, Im. Leather Bnd, 600 pp	3.20

	Ream
Tanglewood.	
Commercial Note, 5lb	.60
Commercial Note, 6lb	.72
Letter, 10-lb ex	1.20
Cap, 12-lb ex	1.44

Envelopes

	Per M
XX, 5-in	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in., Baronial cream or white	1.40@1.80
XX, 5-in., Baronial cream or white	1.60@2.00

Inks—Carter's or Diamond.

Black, 2 oz cylinder, p. gr	4.50
Red, 2 oz, 3 dz to box, pr bx	1.25
Black, 4 oz, per gr	7.20
" or Blue Blk, ½ pt, dz	2.17
" or Blue Blk, pt, dz	3.50
" or Blue Blk, qt	6.00

Lead Pencils

	Gross
Cedar, rubber tip	1.25
Red pishd, mtl rbbr tip, I.X.L	1.65
Matchless	3.00
Yellow, pshd, rbr tip, round	4.00
" pishd, rbr tip, hexagon	4.00
Black, pishd, rbr, tip, Nos. 1, 2, 3, 4, "Office" Hex	4.50
Carpenters, 3 dz to bx, pr bx	1.00

Steel Pens.

	Gross
Railroad, 1 gross in box	$0.40
Stub, ex fine, sml, mdn lrg	.40
Falcon	.40
Bank	.40
School, fine	.40
Spencerian Nos. 1, 2 or 3	.85
Gillott, No. 404	.50
Gillott's, No. 303	.90
Pacific Mail, cinkle plate	1.00
Tuxedo	1.00

Department 26.

TOBACCO.

This Dept. is corrected by Wellman, Peck & Co., Tillmann & Bendel.

AMERICAN TOBACCO CO.

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb Cases)	
Seal of N. C. 1⅝ oz foil	68
" 3½ "	61½
" 8 "	58¼
" 16 "	56⅛
" 1⅝ oz cloth	68
Seal of N. C., 3½ oz cloth pchs	63¾
pouches	68
Seal of N. C. 16 oz decorated tin canisters	58¼
Old Eng. Curve Cut, 1⅝ oz curved tins	75½
Old Eng. Curve Cut, 3½ oz curved tins	75½
Old Eng. Curve Cut, 8 oz	75
Old Eng. Curve Cut, 16 oz	75
Continental Cubes, 1⅝-oz tins	75¼
Monte Cristo Slabs, 3½-oz tins	75½
Van Bibber, sled pig, 1⅝ oz tins, 2½ lb cartons	70
Three Feathers, 1⅝ oz, 1¼ lb cartons, net	58¾
Pedro, 2½-oz foil	51
" 2½-oz pouch	51¼
" 2½-oz assorted	51
" 16 oz decorated tin canisters	41½
Dixie Queen, 1⅝-oz foil	41½
" 8-oz tins	41½
" 1⅝-oz	64
canisters, 6 lb cartons, 30	

48

lb in cases	42
Duke's Mixture, 2⅝ oz sacks	40
Arlington, 2⅝ oz foil	63½
Duke's Cameo, 1⅝-oz	41½
Duke's Cameo, 2½ oz foil	47¼
Melrose, 1⅝-oz foil	66⅔
Fragrant Vanity Fair, 1½ oz foil	93
Red Indian Plug Cut, 1⅝ oz and 3½ oz foil	39
Fashion, 1⅝ oz	38⅔
" 16 oz canisters	42½
Fashion Pail	42½
Bull Durham, 1 oz	62
" 1⅝ oz	62
" 3½ oz	59
" 8 oz	57
" 16 oz	53
Corn Cake, gran, 1-lb bags, 25-lb cases, per lb	24
Echo Plug Cut, 1⅝ oz (16-oz, 43)	47¾
Red Bell, 1⅝ oz	40½
" 16-oz pails	41½
Cornell Mixture, 3½-oz tin	83¼
Oriental Mixture, 3½ oz tin	93
Honey Dip Twist, 10 to lb	43½
Grizzly, 16 oz, 24-lb cases	54½
Five Bros. Pipe Smoking, long cut, paper pkgs, 3½ oz, 5 lb cartons, 30, 50 & 100 lb cases	38
Pride of Virginia, 1⅝-oz, 3½-oz and 8-oz tins, 2½-lb boxes, 10 & 25-lb cases	75
Golden Cupid, 1⅝ oz foil, 25, 50 & 100-lb cases	60⅞
Sure Shot, 2s	33
Union Leader, 1⅝-oz foil	41½
" 3-oz pouch	41
" 8 and 16 oz canister	41
Union Leader, 16-oz milk can	41
Plaza, 1⅝-oz cloth, 5-lb cartons, case of 25 lbs, net	37½

Fine Cut Chewing.

Hiawatha, 2 oz, b'ght or d'k, 1-lb cart, 10-lb cs, per lb	59
Hiawatha, 5-lb cs, 1-lb carts	59
Hiawatha, 16 oz, b'gt or d'k, 5-lb pails, lb	59
Hiawatha, b'gt or dark, 10-lb pails, per lb	56
Sweet Cuba, b'ght or d'k, 1-lb tins, 5-lb pails	44
Rose Leaf, 10 to lb, bright or dark, 1-lb cart, 5-lb drums	67
Tiger, 1⅝ paraffine bags, 5-lb moisteners	41

Cheroots and All Tobacco Cigarettes.

Old Vir. Cheroots, 5 in bundle, $12 in less than 1M lots	13.25
Old Vir Cheroots 5 in bundle	12.95
Bet. the Acts Little Cigars, 10s tin	8.25
Bengal Little Cigars 10s, 110 per cent in free goods)	7.30
Royal Bengal 10 to pkg, 100 in carton	11.70
Van Bibber Little Cigarettes of 10, boxes of 100	16.20
Sub Rosa Cigarettes, 100 in boxes of 500, per M	1.60

Stogies, Etc.

Less 5% for cash

Star Pittsburgh stogies 1-10s, 5 for 10c	1.20
Florodora Little Cigars 1-10s, 5 for 50c	12.75
Red Top Stogies 1-10s, 5 for 50c	12.75
Red Label Stogies (Jenkinson)	11.65

Cigarette Paper.

Vanity Fair, 50 pkg in box	85
Wheat straw, 100 pkg in box	2.50
Wheat straw, 100 pkg in box net	2.65
Wheat straw, Imperial, 50 pkg in box	1.35
Wild Oats, 40 pkg in box	90
Red Seal, 50 in box	25
Zig-Zag, 100 in box	2.50
Riz la croix	3.25

49

Plug Tobacco.

(Subject to discount 2%)

Battle Ax, 16 oz, 5 cuts, 12 and 24 lb bts, net..... 39
Big Gun, 16 oz, 3x12 smooth, bright, 6 sp, 16 lb butts.... 44
Boot Jack, 3x12, R & R, 5½ oz, 8 sp, 1, 4 8 and 12-lb and 2-lb fancy wooden bxs, net. 87
Bullion, 1x6, D T Nines, 6 to lb, 20-lb cad's..... 50
Climax, 2x12, R & R, 16 oz, 6 sp, 6, 12 & 30 lbs (7 oz 7, 10½, & 21 lbs 48)..... 45
Climax, 3x12, thin, 7 oz, 7 and 14 lb 48
Cross Bow, 3x12, 14 oz, 4 sp, 14 lb butts..... 38
Drummond's Natural Leaf, 5½ oz, 5, 8 and 12-lb butts.... 63
Gold Rope, 7 to lb, 3, 6 and 12-lb boxes 56
Gold Rope, 14 to lb, 4 and 8-lb boxes 58
Horse Shoe, 16 oz. Smooth, 6 sp, 8, 12 and 24-lb butts.... 43
J. T., 2x6, 7 oz, R & R and Smooth, 2 sp, 10½ and 21 lb butts and caddies..... 39
J. T., 3x12, 14 oz, Smooth, 4 sp, 10½ and 21-lb butts.... 39
Newsboy, P. P. br or bulk, 5s 8, 16 & 24 lb..... 40
Nobby Spun Roll, 7 to lb, 3, 6 and 12 lb boxes..... 57
Old Honesty, 3x12, Smth, 15 oz, 6 sp, 7½, 15 and 30 lb..... 44
Old Peach and Honey, 6 to lb, 8 lb boxes..... 43
Piper Heidsieck, 5½ oz plugs, 2⅔x8 Pony Panel, 3-40c cuts, 4, 7, 14 lb..... 69
Red Cross, 12 and 24-lb butts, 18 oz, 3x12, embrossed 4 sp. 33
Saw Log, 2x12, R & R, 16 oz 6 sp, 24 lb..... 46
Saw Log, 3x12, R & R, 32 oz, 12 sp, 32 & 48 lb..... 46
Sledge, 16 oz, 4 sp, 3, 6, 12 and 24 31
Something Good, foil wrapped, R & R, 5½ to lb, 9, 13 lb butts 45
Spear Head, 16 oz, 6 sp, 6, 18 and 30 (7 oz, 48)..... 45
Standard Navy, 3x12, embossed, 4 oz, 4 sp, 14 and 28 lb 38
6 for 10, 10⅔ oz, 24 lb butts. 35
Star, 16 oz, 12, 24 and 52 lb butts 45
Tinsley's Nat. Leaf, 3x12, 16 oz, 8 & 12 lb..... 54

Twist Tobacco.

Granger Twist, hand made light pressed, 12 to lb, 12-lb half bushels and 15-lb grained pails 45
Red Ribbon Twist, 10 to lb, 16 lb ½ bushels and 8 lb pecks 40
Honey dip Twist, 11 to lb, packed 6 lb..... 44

Smoking Tobacco.

Master Workman plug, 3x6, 10 oz, 10 lb cad..... 45
Finzer's Mixed Plug, 16 oz, 3x12, 5 sp, 5 and 10 lb.... 32
Ole Varginy, 3 oz plugs 2x4 bright, 10½ lb boxes..... 42
Sickle plug, 15 oz 3x12, 5 sp 7½, 15 and 30 lb butts.... 46

JOHN BOLLMAN & CO.
Cigarettes.

Net cash.

Fragnrant Vanity Fair..... 3.90
Duke's Cameo..... 3.90
Sweet Caporal..... 3.90
Virginia Brights..... 3.90
Pets (foil packages)..... 6.12
Richmond Straight Cuts, 10s tin and paper..... 6.12
Cairo, No. 27 and 27a, (cork tip 7.50)..... 6.50
Casino Gold Tip..... 9.00
Imperiales, 10s, 20s, 50s, 100s, with or without mouthpcs. 7.50
Sultans, 10s, 20s, 50s, 100s, Mais and Rice paper with mouthpieces 9 25

50

Abdallah, No 3 gold tip..... 7.75
" No. 2..... 9.00
" No. 1..... 13.00
Princess Lillian, Cork tips... 17.65
Turkish Trophies 7.75
Egyptian Deities, No. 1, 10s. 25.50
" " No. 3, 10s, plain tips 17.60
Egyptian Deities, cork tips.. 18.15
Mogul, cork tip..... 10.25

High Grade Smoking Tobacco.

Imperial Mixture, 2½-oz tin 1.10
Plum, 1⅔-oz foil, net..... .64⅛
Three Kings Mixture, 3½-oz tins 1.30
Yale Mixture, 1-oz tin, 1¼ and 2½ lb cartons..... 1.35
" 1⅔-oz tin, 2½ lb cartons 1.60
Yale Mixture, 3½-oz tin, 2½ lb cartons 1.60
Lone Jack, 3½-oz bags, net 1.17½

Wills' English Smoking.

Capstan, mild, med. or strong, 3½-oz, per lb..... 1.60
Capstan, mild, med or strong, 1⅔ oz, per lb..... 1.75
Latakia, 3½ oz, per lb..... 2.10

Sundry English Smoking.

Pioneer, 3½ oz, per lb..... 1.45
" 8 oz, per lb..... 1.43
" 16 oz, per lb..... 1.40
Lambert & Butler's Log Cabin, 3½ oz, per lb..... 1
Smith's Glasgow Mixture, 3½ oz., per lb 1.70

J. B. PACE TOBACCO COMPANY

Scroll Tag, twist, 6 to lb (other sizes, 67)..... 66½
" light pressed, all styles 73½
Scroll Tag, cable coil, 3 and 4 oz 76
Corduroy Spun Roll, 6-lb bxs 56⅛
Mastiff Plug Cut, 1⅔ oz pchs or tin foil pkgs..... 68
Mastiff Plug Cut, 3½ oz pchs or tin foil pkgs..... 63
Mastiff Plug Cut, 16 oz decorated tin 52½
Boston Smoke, 12s (24s, 48). 49

SURBRUG CO.

Grain, 1⅔ oz patent can.... 70
Golden Sceptre, 1-oz, 1-lb cart, per lb..... 1.20
Golden Sceptre, 1⅔-oz, 2½-lb cart, per lb..... 1.20
Golden Sceptre, 3½-oz, 2½-lb cart, per lb..... 1.05
Golden Sceptre, 8-oz, 5-lb cart, per lb 1.00
Golden Sceptre, 16-oz, 6-lb cart, per lb..... .95
Arcadia, 3½ oz, 2½-lb cts (1 1-lb cts 1.60)..... 1.56
" 1⅔-oz, 2½-lb carts 1.60
" 8 oz, decorated tin. 1.55
" 16 oz, decorated tin. 1.50
Crescent Club Mixture, 3½ oz 90

Cigarettes.

Milo Cork Tips 18.50
" Plain " 18.00
" Ladies' mouthpieces, 20s oval box..... 9.00
Egyptian Arabs No. 3 Cork Tips 7.40
King William, Egyptian, net 18 00
Turkish Delight, sanitary tip 7 00

JNO. J. BAGLEY & CO.

Net cash.

Gold Shore, 2½-oz..... 46¾
Lime Kiln cut plug, 2 oz.... 59¾
" " 3½ oz.....59¾
" " 8 oz tins. 66⅔
" " 16 oz tins 64⅛
Sun cured 2½ oz foil..... 49
" 2½ oz pouch.... 51

WEYMAN BROS.

Less 2%.

Cut and Dry, 3½ oz papers.. 32¼

H. BOHLS & CO.

Fancy Mixtures.

White Navy Mixture, 1⅔ oz foil ..... .65
White Navy, 3½-oz foil, 5-lb cartons ..... .63
White Navy, 16-oz foil..... .60
London Dock, 3½-oz foil, 5-lb cartons ..... .80
Golden Gate, 3½-oz tin, 5-lb cartons ..... .85
Bright Virginia Pickings, 3½-oz tin, 5-lb cartons..... .80
Gold Bar, 3½-oz tin, 5-lb cart. .90
Great Blend, 16-oz box, mild, medium and special..... 1.15
Great Blend, 8-oz box, mild, medium and special..... 1.20
Great Blend, 3½-oz box, mild, medium and special..... 1.25

Cut Plug.

Seal Rock, 1⅔-oz tins, 2½-lb cartons 25-lb ..... .74
Seal Rock, 3½-oz tins, 2½-lb cartons 25-lb ..... .74
Seal Rock, 8-oz tins..... .74
Peanut, 1⅔-oz foil, 5-lb cart .38
Old Chief, 8-oz and 16-oz.... .46
Seven Up, 16-oz pail, briar pipe with each tin..... .54
Seven Up, 16-oz pail, without briar pipe ..... .45
Seven Up, 2½-oz foil, 5-lb cart .43
Seven Up, 2½-oz pouch, 5-lb cartons ..... .49

Long Cut.

case, per doz 1.80

R. A. PATTERSON TOBACCO COMPANY.

Less 2%.

Honest Labor, pch and tins, 2½-oz ..... .50
Lucky Strike, 1⅔ oz tins.... .75
" 3½ oz tins..... .75
Patterson's Seal, 1⅔ oz foil. .37
" 3½ oz pch.. .35
" 16 oz tin... .41

SNUFF.

America Snuff Co. . . .

French, Rappee, 1⅔ oz bottles, per 3 doz..... 2.90
French, Rappee, 3½ oz bottles, per doz..... 1.80
French, Rappee, 16 oz jars, per lb..... .65
Maccaboy, 16-oz jars, per lb .60
Irish High Toast, 16-oz self-sealing fruit jars, 12-lb bxs .57
Scotch Lilienthal's, in bladders, per lb..... .60
Scotch Lilienthal's, in weasands, per lb ..... .62
Horse Shoe, 16 oz glass jars, lb ..... .50
Horse Shoe, 2½ oz fibre cans .51
Horse Shoe, 8 and 16 oz cans .48
Horse Shoe, 1 oz and 16 oz cans ..... .56

Weyman Bros.

Copenhagen, 16-oz stone jars of 2 doz, per gross..... 5.00
1-oz tin. Sarto

51

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Department 23.

This Dept. is corrected by Fillmann & Bendel; Pac. Vinegar & Pickle Works.

CATSUPS.

Snider's, qts. doz..... 3.75
" pts " 2.40
" 1½ pts, " 1.40

Griffon's.

½-pints, per doz.....1.12½
Pints, per doz..... 1.85
Quarts, per doz..... 3.25

Miscellaneous.

Campbell's, ½ pts, doz..... 1.15
Heinz, 10-oz 1.45
" 12-oz 1.75
" 17-oz 2.75
Blue Label, 25 ½-pts. to cs 2.75
Blue Label, 25 pts to cs..... 3.75
Blue Label, 12 qts to cs..... 3.00
Golden Star, gal jugs, doz.. 3.00
" " qt., doz..... 3.65
" " pts., doz..... 2.35
" " ½ pts., doz... 1.40

Long's Fruit Catsup.

Pts, 24 to cs, case..... 4.75
½-Pts, 48 to cs 5.75
" 2, 5 and 7 lbs, lb 1.60

SAUCES.

Holbrook's, ½ pts..... 2.40
Lea & Perrin's, small..... 2.75
Lea & Perrin's, medium..... 5.00
Lea & Perrin's, large..... 8.25
5 cases, 5c per doz less
Tobasco, McIlheny 4.00
Tobasco, New Iberia..... 3.50
Bengal Worcester, ½ pt..... .85
Bengal Worcester, pt..... 1.25
Pepper, sprinkle top, ½ pt.. 2.00
Superior Pepper, small..... .90
Superior Pepper, large..... 1.50
Libby's Manchester Sauce, 24½ pints, per doz..... 1.20
A. White & Co., London, Worcestershire Sauce, case of 3 doz No. ½ bottles, per doz 1.80
Same, 4 dz No. 1 bottles, pr dz 3.00

FRENCH MUSTARD.

(In bulk.)

	Cal. Home Brand	Stan-dard
Bbl, per gal.....	.35	.30
½ bbl, per gal.....	.37	.32
¼ bbl, per gal	.40	.34
10-Gal Keg.....	.42	.36
5-Gal. Keg.....	.45	.38
2-Gal. Pail	.50	.43
1-Gal. Pail	.60	.53

MUSTARD.

In Glass, Cal. Home Brand.

8 oz, 2 dz to case, per doz.... .95
14-oz, 2 doz to case, per doz 1.75

Standard.

6-oz, small bbl. ..... .90

SAUERKRAUT.

Cal. Home Brand—Dry Pack

Bbl., 50- gal.....$13.00
½-bbl., 32 gal..... 9.00
¼-bbl., 15 gal..... 5.50
10-Gal Kegs 3.25
5-Gal. Kegs 1.75

Van Camp Packing Co.

No. 3 cans, per doz..... 1.40

Maconochie Bros., Ltd., London.

Suffolk Pickles. .....
Chow Chow.
Per doz.
Case of 4 doz No. ½ lever top glass jars..... 2.25
Mixed.
Case of 4 doz. No. ½ lever top glass jars..... 2.25
White Onions.
Case of 4 doz. No. ½ lever top glass jars..... 2.25
Panyan.
Case of 4 doz. No. ½ lever top glass jars..... 2.25
Assorted (1 doz. each.)
Case of 4 doz. No. ½ lever top glass jars..... 2.25

53 54 55 56

Department 23.

PICKLES, VINEGAR, RELISHES, ETC.

This Department is corrected each week by the Pacific Vinegar & Pickle Works.

PICKLES IN BULK

California Home Brand

	Sour			Sweet		
	Bbl 50 gals	½ bbl 32 gals	¼ bbl 16 gals	Bbls. 50 gals	½ bbl 32 gal	¼ bbl 16 gals
Midgets	30.00	20.00	10.50	42.00	28.00	14.50
Special Small Gherkins						
Bbl. 9000, ½ bbl. 6000, ¼ bbl. 3000	27.00	18.00	9.50	34.50	23.00	12.00
Special Small Mixed						
Same count	27.00	18.00	9.50	34.50	23.00	12.00
Gherkins						
Bbl. 6000, ½ bbl. 4000, ¼ bbl. 2000				31.50	21.00	11.00
Mixed						
Same size				31.50	21.00	11.00
Special Small Medium Pickles						
Bbl. 4500, ½ bbl. 3000, ¼ bbl. 1500	21.00	14.00	7.50	28.50	19.00	10.00
Special Small Medium Mixed						
Same count	21.00	14.00	7.50	28.50	19.00	10.00
Small Medium Pickles						
Bbl. 2400, ½ bbl. 1600, ¼ bbl. 800	16.50	11.00	6.00			
Small Medium Mixed						
Same count	16.50	11.00	6.00			
Bbl. 3000, ½ bbl. 2000, ¼ bbl. 1000	19.50	13.00	7.00	25.50	17.00	9.00
Chow Chow		15.00	8.00			

Package Count	Bbl 1800	Bbl 1500	½ bbl 1200	¼ bbl 600	½ bbl 1000	¼ bbl 500
DILLS	15.00	14.00	10.00	5:50	9.50	5.25

Jumbo Dills.—bbl., 1300, ½ bbls. 900, ¼ bbls. 500.

California Home Brand.

Sour and Sweet, (Plain or Mixed), German Dill, Chow Chow and Oionns

	No1 Sml	No2 Mdn	No3 Lrg	Dills	Sweet Gherkins	Chow Chow	Pearl Onions
Barrels, 50 gals	.36	.33	.28	.28	.60	.46	1.00	.70
½ Barrels, 32 gals	.38	.35	.30	.30	.62	.48	1.02	.73
¼ Barrels, 16 gals	.40	.37	.32	.32	.64	.50	1.04	.75
Kegs, 10 gals	.42	.39	.34	.34	.66	.52	1.06	.77
Kegs, 5 gals	.44	.41	.36	.36	.68	.54	1.08	.79
Pails, 5 gals	.44	.41	.36	.36	.68	.54	1.08	.79
Pails, 2 gals	.55	.50	.45	.45	.77	.63	1.15	.88
Pails, 1 gal	.65	.60	.55	.55	.87	.73	1.25	.98

"CENTAUR BRAND"

Sour (Plain or Mixed.)

	Per Gal	No1 sml	No2 Mdn	No3 lrg slct
Barrels, 50 gals		.33	.30	.25
½ Barrels, 32 gals		.35	.32	.27
¼ Barrels, 16 gals		.37	.34	.29
Kegs, 10 gals		.39	.36	.31
Kegs, 5 gals		.41	.38	
Pails, 5 gals		.41	.38	
Pails, 2 gals		.52	.47	

KEG PICKLES.

	Per Pkg
Full Measure, 5 gal. kegs, No. 3 Pickles	$1.10
Full Measure, 5 gal pails	1.25
Full Measure, 2½ gal. kegs	0.75

PICKLES IN GLASS

California Home Brand

Pat. Top—English or Octagon	10 oz	Pt.	Qt.
Gherkins Sour	1.75	2.30	4.50
Mixed Pickles	1.75	2.30	4.50
Chow Chow	1.75	2.30	4.50
Pearl Onions	1.75	3.25	
Sweet Gherkins	1.75	2.75	5 00
Sweet Mixed Pickles	1.75	2.75	5.00
Senf Gherkin	1.75	2.75	5 00

CENTAUR BRAND

American Style—Square Bottom; English Style, Round Bottom.

	Pts.	Qts.	½ Gal	Gal.	Pt.	Qt.
Gherkins	1.20	1.75	3.00	5.00	1.75	3 00
Mixed Pickles	1.20	1.75	3.00	5.00	1.75	3 00
Chow Chow	1.20	1.75	3.00	5.00	1.75	3.00
Picalilli	1.20	1.75	3.00	5.00	1 75	3.00
Mexican Hot	1.20	1.75	3.00	5.00	1 75	3.00
Cal. Onions	1.20	1.75	3.00	5 00	1.75	3 00

TOMATO CATSUP.

	In Glass, per doz ½ Pt.	Pt.	Qt.	Jugs, per Jug 1 Gal.	2 Gal.	1 Gal. Tins Scr. tp	Ft.tp
Cal. Home Brand	1.35	*2.25	3.50	1.00	1.90	.80	.75
Sunrise				.85	1.60	.65	.60
Sunset (no bottles)				.60	1.20	.50	.45

Tomato Catsup—In Bulk.

	Bbl. 50 Gal.	½ Bbl. 32 Gal.	¼ Bbl. 16 Gal.	10 Gal. Keg	5 Gal. Keg
Cal Home Brand	.50	.55	.60	.63	.65
Sunrise	.40	.45	.50	.53	.55
Sunset	.35	.40	.45	.48	.50

TABLE SAUCE.

In Glass.

	½ Pts.	Pts.	Qts.	In Jugs 1 Gal.	In Jugs 2 Gal.	Gal. Tins
Cal. Home Brand	1.75	2.75	3.75	1.25	2.25	...
Worcestershire	1.00	2.00	3.00	1.00	2.00	.85
Chestershire	.75	1.50	2.25	.60	1.20	.55

*One case of C. H. B. pint catsup with every 59s lot.

Table Sauce in Bulk.

	Bbls. 50 Gal.	½ bbls 25 Gal	¼ bbl 16 Gal	10 Gal Keg	5 Gal Keg
Worcester Sauce	.80	.82	.84	.86	.88
Chestershire Sauce	.55	.57	.59	.61	.63

VINEGAR

Commercial Wine, Cider, Malt or Spirit Vinegar

	40 Gr.	50 Gr.	60 Gr.	70 Gr.	80 Gr	90 Gr
Barrels	.14	.16	.17	.18	.20	.22
½ Barrels	.16	.18	.19	.20	.22	.24
¼ Barrels	.18	.20	.21	.22	.24	.26

HIGH GRADE VINEGARS

	Barrels	½ Bbls
California Home Brand White Wine Vinegar	.30	.35
Cal. Home Brand Apple Juice Vinegar	.25	30
California Home Brand Pure Pickling Vinegar	.25	30

RELISHES AND CONDIMENTS.

Miscellaneous.

California Home Brand.

	9 oz	½ Pt	Pt
Tomato Chutney	1 75	1 65	2 75
Chili Sauce	1 75	1 65	2 75

California Home Brand

Same, in Bulk, Per Gallon.

	8 oz.	Olympics	14 oz.	Pts
Sweet Relish	.95	1.75	2 00	2 75
East India Relish	.95	1.75	2 00	2 75
Red Hot	.95	1.75	2 00	2 75

The "Advocate" is the Largest Exclusive Retail Grocery Journal West of Chicago.

Port Costa Flour

(28 per cent Gluten)



Golden Poppy Oat Flakes
Golden Poppy Cereals
Encore Pancake Flour.

Port Costa Milling Co.

210 Battery Street San Francisco

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Here's the Sad, Sad Tale!

Ding! Dong! Ring the Funeral Bell!

One delinquent said: "I'll pay you Saturday if I live"—HE'S DEAD!
Another promised: "I'll see you to-morrow"—HE'S BLIND! (Poor devil.)
Another vowed and swore: "I'll pay you this week or go to hell"—HE'S GONE!

Our mission, brother, is to catch 'em before they're DEAD, before they're BLIND, before they're GONE!

On the great clock of TIME, there is but one word—NOW! Yesterday is a dead one; to-morrow is—well, to-morrow is the land of MAYBE! We go after the dear delinquents as though TO-MORROW wasn't on the calendar!

We are sorter restless, feverish and fussy about this thing of DELAY!

Bet you ten dollars we're more anxious to get your money for you than you are yourself,—that's the way we feel about it.

You see, the minute we get your list, we get a kind 'o funny notion in our head that WE owe you this money, even though we're simply standin' between you and the man who SHOULD pay it to you.

Just drop us a card if you wish to get those old accounts closed.

We're "Waitin' at the church."

The American Collection Agency

GRANT BUILDING, SAN FRANCISCO.